

2012年外销员考试辅导：合同中的支付条款 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/646/2021\\_2022\\_2012\\_E5\\_B9\\_B4\\_E5\\_A4\\_96\\_c28\\_646440.htm](https://www.100test.com/kao_ti2020/646/2021_2022_2012_E5_B9_B4_E5_A4_96_c28_646440.htm) 本文主要介绍合同中的支付条款的相关知识，供大家参考。合同中的支付条款 合同中的支付条款是根据所采用的支付方式来确定的。不同的支付方式，合同中规定支付条款的内容也不一样。一、汇款方式的规定方法 采用汇款方式时，应在合同中明确规定：汇款的办法、汇款时间、汇款的金额和汇款的途径等。例如，“买方应不迟于2006年2月15日将50%的货款用信汇预付给卖方。”

（ The buyers shall pay 50% of the sales proceeds in advance by M/T to reach the sellers not later than Feb . 15th 2006 . ）二、托收方式的规定方法 采用托收方式时，应在合同中明确规定托收种类、进口人的承兑和（或）付款责任以及付款期限等。（一）即期付款交单条款的规定方法 例如，合同中规定：“买方应凭卖方开具的即期跟单汇票于见票时立即付款，付款后交单。”

”（ Upon first presentation the buyers shall pay against documentary draft drawn by the sellers at sight . The shipping documents are to be delivered against payment only . ）（二）远期付款交单条款的规定方法 例如，合同中规定：“买方对卖方开具的见票后××天付款的跟单汇票，于提交时应即予承兑，并应于汇票到期日即予付款，付款后交单”（ The buyers shall duly accept the documentary draft drawn by the sellers at days upon first presentation and make payment on its maturity . The shipping documents are to be delivered against payment only . ）；或者应规定：“买方应凭卖方开具的跟单汇票，于提单日后××天

付款，付款后交单”（The buyers shall pay against documentary draft drawn by the sellers at...days after date of B / L . The shipping documents are to be delivered against payment only . ）；或者应规定：“买方应凭卖方开具的跟单汇票，于汇票出票日后××天付款，付款后交单”（The buyers shall pay against documentary draft drawn by the seller at...days after date of draft . The shipping documents are to be delivered against payment only . ）。

（三）承兑交单付款的规定方法 例如，合同中规定：“买方对卖方开具的见票后××天付款的跟单汇票，于提示当时应即予承兑，并应于汇票到期日付款，承兑后交单”（The buyers shall duly accept the documentary draft drawn by the seller at...days sight upon first presentation and make payment on its maturity . The shipping documents are to be delivered against acceptance only . ）。

三、信用证方式的规定方法 采用信用证方式时，应在合同中明确规定信用证种类，开证日期、信用证有效期和议付地点等。

（一）即期信用证条款的规定方法 例如，在合同中规定：“买方应通过卖方所接受的银行于装运月份前××天开立并送达卖方的不可撤销即期信用证，有效期至装运后15天在中国议付”（The buyers shall open through a bank acceptable to the sellers an irrevocable sight letter of credit to reach the sellers...days before the month of shipment , valid for negotiation in China until 15th day after shipment . ）。

（二）远期信用证条款的规定方法 例如，合同中规定：“买方应通过卖方所接受的银行于装运月份前××天开立并送达卖方不可撤销见票后××天付款的信用证，有效期至装运后15天在中国议付。”（The buyers shall open through a bank acceptable to the

sellers an irrevocable sight letter of credit to reach the sellers...days before the month of shipment , valid for negotiation in China until 15th day after shipment . 四、部分信用证、部分托收的规定方法 采用部分信用证和部分托收方式时 , 应注意有关装运单据必须全部随附托收项下的汇票 , 待全部货款收妥后 , 银行才能将单据交给买方。一般在合同中可以作如下或类似的规定 : “ 买方应通过卖方所接受的银行于装运月份前 × × 天开立以卖方为受益人的不可撤销即期信用证 , 规定80%发票金额凭即期光票支付 , 余下20%即期付款交单。100%发票金额的全套装运单据随附托收项下 , 于买方付清发票的全部金额后交单。如买方不付清全部发票金额 , 则装运单据须由开证行掌握凭卖方指示处理 ” ( The buyers shall open through a bank acceptable to the seller all irrevocable L/C to reach the sellers...days before the month of shipment , stipulating that 80% of the invoice value available against clean draft at sight while the remaining 20% on D/P at sight . The full set of the shipping documents of 100% invoice value shall accompany the collection item and shall only be released after full payment of the invoice value . If the buyers fail to pay full invoice value , the shipping documents shall be held by the issuing bank at Sellers disposal . ) 。 相关推荐 : #0000ff>2012年外销员考试辅导 : 国际保付代理 #0000ff>2012年外销员考试辅导 : 各种支付方式的结合使用 欢迎进入 : #0000ff>2012年外销员课程免费试听|#0000ff>百考试题外销员在线考试中心 100Test 下载频道开通 , 各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)