



global training center

INCOTERMS® RULES

International Commercial Terms

8:30 a.m. to Noon (Webinar Time 9:00 a.m. to 12:30 p.m. Central Time)

I. INTRODUCTION

II. DOMESTIC TERMS OF SALE FOR DOMESTIC TRANSACTIONS IN THE UNITED STATES

- A. AN OVERVIEW OF THE UNIFORM COMMERCIAL CODE
- B. F.O.B. ORIGIN OR F.O.B. DESTINATION, WHAT IS THE DIFFERENCE?
- C. RISK OF LOSS
- D. PASSAGE OF TITLE

III. INCOTERMS® 2010 PRODUCT TRANSPORTATION AND RISK OF LOSS

A. TERMS FOR ANY MODE

- 1. Ex Works (named place) EXW
- 2. Free Carrier At (named place) FCA
- 3. Carriage Paid To (named place of destination) CPT
- 4. Carriage and Insurance Paid To (named place of destination) CIP
- 5. Delivered at Terminal (named place of destination) DAT
- 6. Delivered at Place (named place of destination) DAP
- 7. Delivered Duty Paid (named place of destination) DDP

B. MARITIME TERMS

- 1. Free Alongside Ship (named ocean port of shipment) FAS
- 2. Free on Board (named ocean port of shipment) FOB
- 3. Cost and Freight (named ocean port of destination) CFR
- 4. Cost, Insurance and Freight (named ocean port of destination) CIF

IV. EXERCISES/WORKSHOP

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