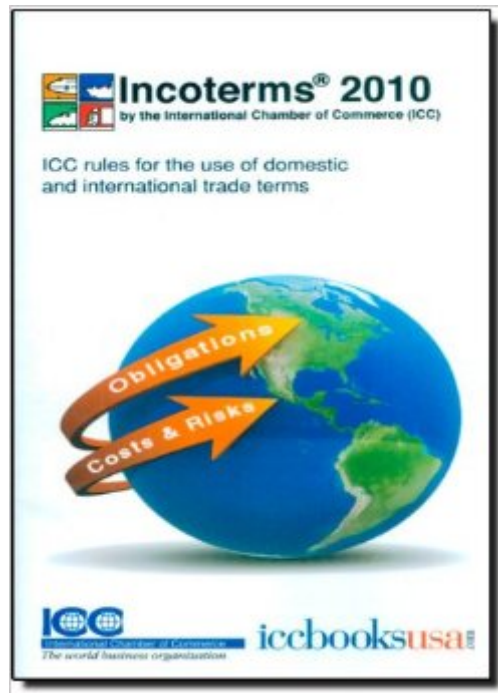


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# Incoterms® 2010



## Synopsis

Implementation Date: January 1, 2011 The first Incoterms rules were released in 1936 by the International Chamber of Commerce. They caused a sensation in the business world given that they represented a radically new concept in an industry regulated by local rules of law. ICC's Incoterms help traders avoid misunderstandings by clarifying the costs, risks, and the allocation of certain responsibilities of buyers and sellers in contracts for the sale of goods. International trade becomes more and more complex. Therefore, universally used rules are essential to avoid misunderstandings and costly disputes. Regularly incorporated into sales contracts worldwide, Incoterms® rules define the responsibilities of sellers and buyers for the delivery of goods. Incoterms® 2010 continues a 70-year ICC tradition and reflects the latest developments in commercial practice and updates, and consolidates some of the former rules.

## Book Information

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Average Customer Review: 4.4 out of 5 stars See all reviews (18 customer reviews)

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## Customer Reviews

If you're in the logistics business, trade law, international trade practices, or similar, this is a useful book. These are the agreed rules for trade terms between parties in separate countries. Not international law, rather international commerce. A must read for those that like to know the detail of their business or job

Refer to this daily at work, fantastic! Includes detailed descriptions of each term (FOB/CIF etc) as well as breakdown of individual responsibilities and risks. Valuable resource for the professional.

You can get a lot of this information online for free, but this is the definitive word from the official source of these commercial terms. It's insanely expensive for what it is, but only a large corporation is going to want to buy this, anyway, and what's \$60 (for a very slim book) between friends? Buy it at to save the crazy high handling charges at the ICC site.

Informative, but needs more comparative charts and graphs to facilitate comparisons of options; I was looking for use of different Incoterms to fit particular situations, and some of the options were unrealistic, becoming negotiations in themselves.

A very practical guide to understand the 11 INCOTERMS 2010 commercial trade terms very clearly. This is the official guide to INCOTERMS provided by the ICC, and it did not disappoint. The only catch is that it is a bit pricey for its length.

price versus quality sucks. ICC has to decrease the price of this brochure!

Essential book for beginners. Its strongly recommended to have this book on your desk, since usually we have a lot of misunderstandings with the suppliers in the Incoterm interpretation.

This book was definitely what I was looking for to help me with Incoterms and understanding their definitions more clearly!

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