

INCOTERMS: Standard delivery terms in international commerce,

abstract, key words

Abstract:

This thesis discusses Incoterms rules published by the International Chamber of Commerce. Incoterms standardize interpretation of delivery terms used in contracts for the international sale of goods. These delivery terms regulate some of the obligations of the seller and the buyer in contracts of sale. Incoterms include interpretation of eleven different delivery terms, which are divided into several groups.

The thesis introduces Incoterms as means of contractual regulation in international trade. For that purpose, Incoterms are firstly examined as instrument of soft law, then their origin, form, content and development are looked into. This thesis also addresses different reasons for application of Incoterms to legal relationships as a soft law instrument and refers the conditions for such application.

Following this introductory first chapter, the thesis then discusses some of the conditions of sales transactions, which are included in Incoterms. These conditions concern delivery of goods, transfer of risks and transport of goods. Secondary obligations of the contracting parties regulated by Incoterms are mentioned in connection with these main topics. These matters are presented particularly to provide a foundation for subsequent detailed look on individual groups of delivery terms in Incoterms. Attention is also given to terminology used in Incoterms.

Individual delivery terms are closely analysed as part of several groups, with primary focus on differences between them. Analysis is based on previous examination of obligations and conditions regulated in Incoterms. The thesis also points out some aspects of use of Incoterms in commercial practice.

Contents, arrangement, language and visual rendition of Incoterms are then evaluated on the basis of previous analysis. This evaluation is combined with suggestions of possible changes and enhancements to Incoterms, which are presented in different alternatives. These alternatives are compared to each other.

Key words: Incoterms, delivery terms, international sale of goods