



foreign trade regulations & procedures

Today we gonna find out how to...

...Sell to **abroad**

...Buy from **abroad**

What is the certain sequence of events?

Sending request

Buyer



Seller



Step 1

Sending request

Business proposal

Buyer



Seller



Step 1 Step 2



Sending request

Business proposal

Negotiations

Buyer



Seller



Step 1 Step 2 **Step 3**



Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Buyer



Seller



Step 1 Step 2 Step 3 **Step 4**



Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 **Step 5**



Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Composing, Sending an Invoice

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 Step 5 **Step 6**



Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Composing, Sending an Invoice

Paying for Invoice

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 **Step 7**

Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Composing, Sending an Invoice

Paying for Invoice

Dispatching a Cargo

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 Step 7 **Step 8**

Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Composing, Sending an Invoice

Paying for Invoice

Dispatching a Cargo

Import Clearance

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 Step 7 Step 8 **Step 9**

Sending request

Business proposal

Negotiations

Composing, Sending a Contract

Signing, Sending a Contract

Composing, Sending an Invoice

Paying for Invoice

Dispatching a Cargo

Import Clearance

Receiving a Cargo

Buyer



Seller



Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 Step 7 Step 8 Step 9 **Step 10**

**What does the Contract typically
consist of?**

Structure

1. Product/Service/Works Description (Specs)
2. Pricing, Shipping terms
3. Guarantees
4. Penalties
5. Force majeure
6. Responsibilities
7. Arbitration
8. Details
9. INCOTERMS

Structure

1. Product/Service/Works Description (Specs)
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**Who gonna take risks and/or pay
for shipping?**

INCOTERMS

- **International Commercial terms** are a series of pre-defined commercial terms published by the International Chamber of Commerce (ICC) widely used in international commercial transactions.
- The Incoterms rules are accepted by governments, legal authorities and practitioners worldwide for the interpretation of most commonly used terms in international trade.
- *Incoterms 2010*—the latest 8th edition published on January 1, 2011 (starting from 1936)

Rules for Any Mode(s) of Transport

	Loading on truck (carrier)	Export-Customs declaration	Carriage to port of export	Unloading of truck in port of export	Loading charges in port of export	Carriage to port of import	Unloading charges in port of import	Loading on truck in port of import	Carriage to place of destination	Insurance	Import customs clearance	Import taxes
EXW	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller	Buyer	Buyer

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EXW	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
DAT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer

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EXW	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
DAT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer

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CIF	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
DAT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer

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CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
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DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller