

II Internationale Geschäftstätigkeit

The purpose of Incoterms is to eliminate the possibility of misunderstandings between the seller and the buyer in a sales contract.



vessel
Schiff, Seefahrzeug

port of shipment
Verschiffungshafen

premises
Betriebsgelände

arriving means of transport
ankommendes Beförderungsmittel

applicable law
anwendbares Recht

procurement
Beschaffung



You can find more exercises in the TRAUNER-DigiBox.



Going international

Now let's use the basics of the chapter "Internationale Geschäftstätigkeit" in English!

Exercise 1

Incoterms deal with the transfer of risks and costs from seller to buyer as well as with the main responsibilities of the parties in connection with the shipment of goods. Which Incoterm is described below? Fill in the correct answer.

explanation	Incoterm
The seller delivers the goods on board the vessel nominated by the buyer at the named port of shipment. At that moment the risk and costs for the goods pass from the seller to the buyer.	
The seller delivers when he places the goods at the disposal of the buyer at the seller's premises. At that moment the risk and costs for the goods pass from the seller to the buyer.	
The seller delivers the goods to the carrier. At that moment the risk and costs for the goods pass from the seller to the buyer.	
The seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at the named terminal. At that moment the risk and costs for the goods pass from the seller to the buyer.	

Exercise 2

What do Incoterms regulate and what do they not regulate? Tick the correct answer.

examples	regulated	✓	not regulated ✗
Formalities (e.g. customs formalities) for import, export or transit			
Definition of applicable law			
Responsibility for the procurement of the means of transport and transport documents			
Modes of payment			
Transfer of risks and costs			
Breaches of contract and their consequences			

Exercise 3

Explain in your own words the importance of foreign trade for the economy of Austria. Try to use full sentences.

Um am Markt konkurrenzfähig zu sein, müssen wir effizient produzieren und dem Kunden zugleich eine hohe Leistung bieten.



In der Leistungserstellung sind viele Bereiche eines Unternehmens involviert.



III Die Leistungserstellung im Unternehmen

Sie finden Grundlagen der betrieblichen Leistungserstellung/
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