

FRONTIERA

Incoterms Decision Flowcharts

Seller vs Buyer

Not sure which Incoterm to use?

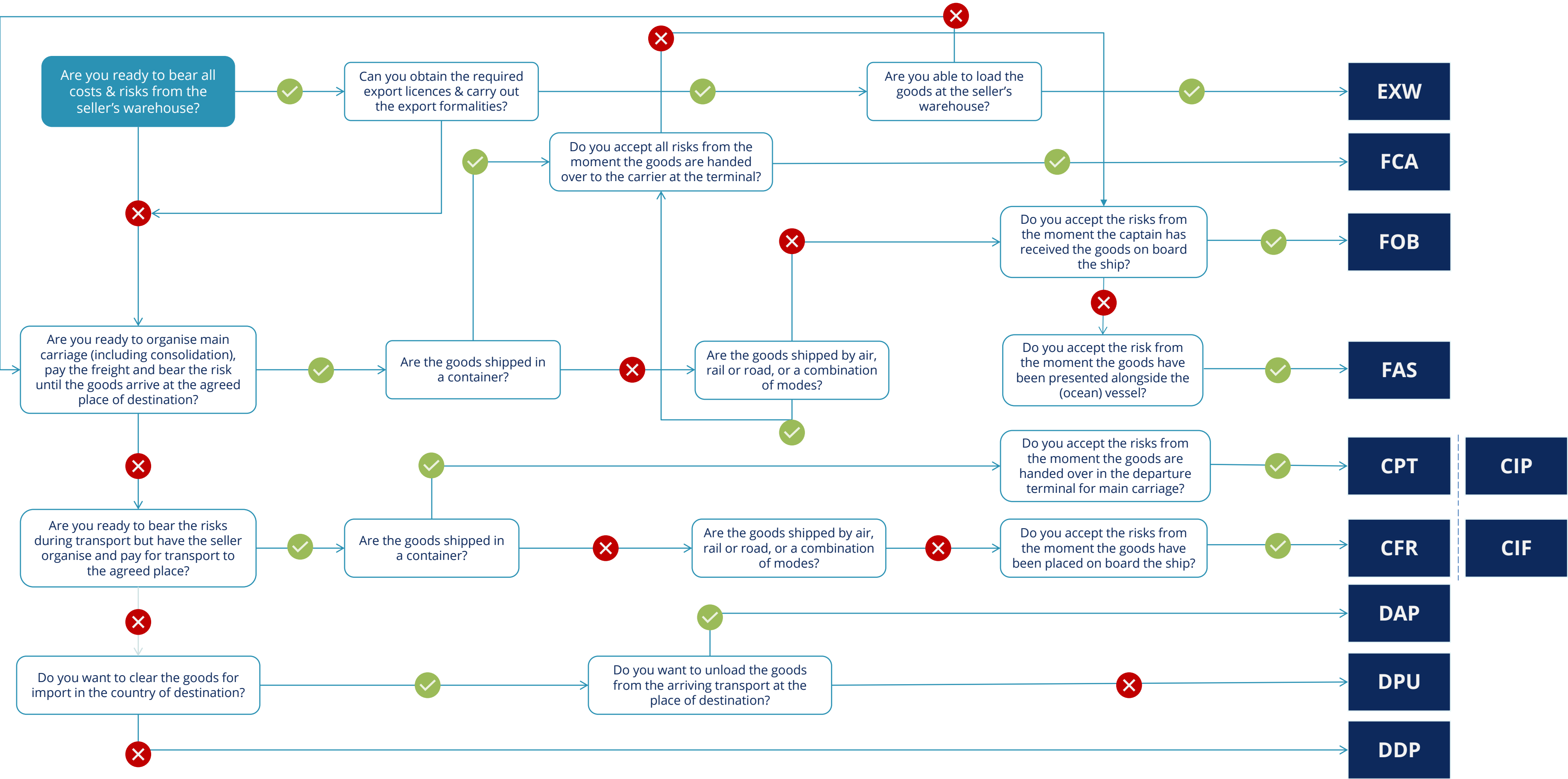
These decision flowcharts guide you through the right choice depending on whether you are the seller or the buyer

Seller's flowchart – Which Incoterm should I quote?



Incoterms selection should align with commercial control, customs compliance, and tax exposure

Buyer's flowchart – Which Incoterm should I quote?



Incoterms selection should align with commercial control, customs compliance, and tax exposure