

ABSTRACT

**DELIVERY TERMS IN INTERNATIONAL LOGISTICS
APPLICATIONS AND DETERMINATION OF DELIVERY TERM
DECISION**

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In today's world, companies have been dealing with foreign trade more than ever and import and export transactions show significant increases day by day. One of the most important issues in export and import operations is the terms of delivery. INCOTERMS, regularly updated in certain period of intervals, sets up the conditions as to where and by whom delivery is conducted and how the associated costs and risks are shared in the world of international business. The selection of delivery terms as the result of these arrangements is the major issue to be considered consciously on the part of both seller and buyer.

Determining the terms of delivery either by seller or buyer, and searching of the elements prioritized by the operations in choosing the delivery method will play important part in eliminating any potential conflicts in advance. Furthermore, delivery term, which was inaccurately and unconsciously selected, would have caused losses to the companies rather than to generate profits, it is therefore very important to accurately and consciously choose functionality of delivery terms.

This study was conducted with top companies throughout Turkey and implementations and attitudes of the operations related with this topic have been outlined.

Keywords: International Trade, Logistics, Incoterms, Delivery Terms.