.... 1
.... 1
.... 2
.... 2
.... 2
.... 4
.... 4
.... 6
.... 8
.... 9
.... 12
.... 12

6= I P C0& F8+^ /B—

1 º I P C0&

3L{ | × ´ I P .7 Æ 630503a

2 ºF8+^ /B—

Q 6, 2017 4Ýž I ^2ƒ" P ª4Ý œ+U >

b = ü F8+^ ÄQ 6, 2017 4Ýž I ^2ƒ" P ª4Ý œ+U ¸FPEý LCn P × ' = LCn ‹A÷ ' = © × ' =D ¹+k | '1• 4 ` ¶7369 n W • ¸ö#• GL˜ 3L{ | × I P œ+U Ê - =,º 0 b I P ¶73 D I P3VC^ "j © ¸p œL˜ 3L{ | × I P N L ð ƒ / ± ï ~ =B40A ‰31 D ü.¤ Ð ƒ ð ƒ / ±?ú r Ñ Ó ¤ ¸K 2 œ W Ö p • œ 0 b — , 0Aô ¸$' LB40A • œ oMŸ ¸p L ÔD+ • œ)å8¸ ¸Ô p œ+U Q æ Q P73 Ñ ¸ùF œ+U `] L ‹ ¸ Q I P • œC^H ¸/ ± C × p 5 #„ºQ 3VC^ ¶ e ¶73 ð ƒ >

b = ü §Aô5¤ LCn P × ' = LCn ‹A÷ ' = © × ' =D ¹+k | ' 4 ` ¶7369 n W • ¸" ` W •AôA× 20 •#•B NÎ ¸ v ?#•B NÎ } ›$Æ Ä 7 PF ª +U,º-U Ô ~ Á DN¯-$ ¸73?¼- v ?Q 6, 3L{ | × I PM˜ G,º Í ƒ P ð Ž ûN± - =,º ¶73 D3VC^ ¸FPEý69 n œ+U /F ÑN¯-$ D ~ Á,º ' ¸U Ô f V 0 ¬ v - =,º I P ¶73 D3VC^"j © > : W • - ‰69 n-$ = ¸ A Æ

1 º LCn P × ' ¶73 W •,º69 n-$ =

œ+U73 Ó ¤ C B ¥7 ¥Cz Ï æ Ï LCn P × 0 Ú 3 Ç73!™.¤F

+^ ¢ E n1Í C BCn I eB#,º 0 Û - Ç73 o ¤ C B ¥7 ¥Cz Ï Â º
LK6 > B » ï >

2 º LCn ‹A÷ ’ ¶73 W •,º69 n-$ =

œ+U73 o ¤ LCn9' ½ > B × n Â $ o +^A÷ Ç73 o ¤ > B / +^
A÷ Â-. ©Cz Ï!™.¤ =?ú99 f ¡ l /ž = ‹ ="}/ž1•5 "} ‹ ¤ ¸ • f
‹A÷ 68* = ‹ ‹ 68* >

3 º © × ’ ¶73 W •,º69 n-$ =

œ+U73 o ¤ (. Cz Ï /F 0 C](Ÿ • 0 C B#- ©- 1× ï E,ºF?
Ç73 Â F 68bF 0 =D ¹+k |F 0 = 0D Ö =(¯ Ð ƒ0D =
¸ üF 0 C](Ÿ ¸F 0 +i Û =Gƒ > PÂ =4é0D = t>, D,º C] >û
F ’ Ç73 n1ÍF 0 C](Ÿ0DCo Ç73 o ¤ (. ‹ ¤ ¡ lF 0 Û © ‹ >

4 º D ¹+k | ’ ¶73 W •,º69 n-$ =

œ+U73 ¼@ D ¹+k |1b ? ï © &,º <2± ¸¼@ Ê ` ® ÁD ¹+k |
© &FU ŒFP ₩ISH = AMAZON = œ',5‡ = EBAY ,º(¯ · Â 6 0 b
,º © &?ú O Ç ¼@ D ¹+k |F? ÷,º69H 3V Ç ü.¤ / Ý ÷ =NÎ N L Ç
o ¤ Ø mM6"x Â Ý ÷(¯] ¦™.¤F? D ¹(Ÿ#w,º ï E ÂA×1Í cFä E ; =
e Fä ÓF Co Â 3L{ | P !FH,ºF Co Ç73F >, 0 b,ºD ¹:[K6#q Þ ¸ ¼
@ D ¹+k | Ø m C ×,º 0 b ’ » ï >

₢9ï

´ 6 µ I P 0 b ¶73

W • 6 LCn P × ’ ¶73

LCn P × ¶73 W • q?· ; " Ø m 6 =Ú I/ | =1´AØ > B 3 `
® Á ’ 1 × >q?·+^ › öPÂ œ+U e \ Â LCn P × ’,º 0 b ¶73
D3V ± >

LCn P × ’ ¶73 W •Gý @ p ’,º ˜ E ¸ •B NÎ#ë- 3 `
® Á ’N¯ 1 × ¸ q < 100 < ¸ ¬ c ’ ÷ 90 < ¸6, P3V ± 10 < ¸#•

B ,L* p 90 <JÕ >

1 º Ø m 6

¶73?·&ï ÆZ73 Ó ¤ C B 3 ì,º 8 p>, û l ÐF8 >,º 8 p 6 A×

H Ç

[P æ Ï9'B# 3 D-$ = Ø mF >, P × 0 Ú >

3V ±?·&ï ÆZ8¥ ³,º LCn3VC^ ¸ ¼@ C B 3 ì,º5 #„ = u"ñ = ½

L7 ¥ Ç

[ý Ä 6 Q æ,º2ô/” Ç

\8¥ ³,º9'B#3VC^ ¸73N°+{ D Ø m"ÕFP = Ú#w >

2 º Ú l/ |

¶73?·&ï Æ Z S5*$; ¦ ¸FqEÇ] p ¸73!™.¤F +^ ¢ E n1Í C BCn

l eB#,º 0 Û - ¸ s %73 µ 7 P9í Í 6] ~- >

[9'B#*<@ =F +^ =>žEô73 Ñ p >

3V ±?·&ï Æ ZB Ô ='# û =6F ù,º ` ð3V ± Ç

[Eý.¢,º Ý ÷ l P3VC^ >

3 º 1´AØ > B

¶73?·&ï Æ Z'Õ ¿ E INCOTERMS 2010 F‡E6Š > 3 3L{C](ŸK6 d

> B ¢4Ü F‡E c „ ð"G § Â 3 > B# FÇ

[73'Õ4ùF +^9'B# Â ª = ü.¤,º>žEô > B » ï >

3V ±?·&ï Æ ZB^ „ =AÚ-U,º ’ 7 Ü Ç

[B 3VC^ >

´ Â µ Í ƒ n ù ¶73

W • Â LCn ‹A÷ ’ ¶73

‹A÷ ’ ¶73 W • < p ×A÷ Â l ‹ 2 `N¯-$ § 4 ` ® Á ’ 1 × >

q?·+^ › öPÂ l P œ+U e \ Â ¼F 0 P × ‹A÷ ’,º 0 b ¶73

D3V ± >

‹A÷ ¶73 W •Gý @ p ’,º ˜ E ¸Ô ó — , p p u ¸+k7G ¿>û

OFFICE Ô ¢E¥ , >" •B NÎ#ë- 2 `N¯-$ ¸ ; " ×A÷ =5d l | P /ž =5d l ‹ =5d l"}/ž § 4 ` ® Á ' 1 × ¸ q < 100 < ¸ ¬ c ' ÷ 90 < ¸6, P3V ± 10 < ¸#•B ,L* p 120 <JÕ >

1 º ×A÷

¶73?·&ï Æ Z'Õ4ù =!™.¤ f*<@ LCn > B Â +^A÷ ½ b Ç

[ED ‹ +^A÷5 6?ú O F UCP600 µE © Ä × nD ‹ +^A÷ N¯ A ‹ ¤,º 3L{ = üK,>, Ô × F ISBP745 µ1• 3L{ % Á p Ó ¤ ¸5 > G 3 LCn ÔL{ ¸ o ¤ > B » ï!™.¤ × n +^A÷ ¬5 0 $ o E?÷ >

3V ±?·&ï Æ ZAÚ-U =4ü8* = Ø?ø =B^ „ Ç

[-M˜ ª#7 = r E?ú99 >

2 º l ‹ -5d l | P /ž

¶73?·&ï Æ Z!™.¤*<@ +^A÷ —!t Ç

[ED ‹ +^A÷5 6?ú O F UCP600 µ Â E © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = üK,>, Ô × F ISBP745 µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï | P /ž,º :N¯ E-$ ¸ p D5# ‹ ¤,º ¡ l Ñ Ó ¤ >

3V ±?·&ï Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d l | P /ž Ç

[‹A÷ 68* = ‹ ‹ 68* Ç

\ » ï Â ª ¸ r E1¶#7 =$; ¦ >

3 º l ‹ -5d l ‹

¶73?·&ï Æ Z!™.¤*<@ +^A÷ —!t Ç

[ED ‹ +^A÷5 6?ú O F UCP600 µ Â E © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = üK,>, Ô × F ISBP745 µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï ‹,º :N¯ E-$ >

3V ±?·&ï Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d l ‹ Ç

[‹A÷ 68* = ‹ ‹ 68* Ç

\ » ï Â ª ¸ r E1¶#7 =$; ¦ >

4 º l ‹ -5d l"}/ž

¶73?·&ï Æ Z!™.¤*<@ +^A÷ —!t Ç

[ED ‹ +^A÷5 6?ú O F UCP600 µ Â E © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = üK,>, Ô × F ISBP745 µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï"}/ž,º :N¯ E-$ >

3V ±?·&ï Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d l"}/ž Ç

[‹A÷ 68* = ‹ ‹ 68* Ç

\ » ï Â ª ¸ r E1¶#7 =$; ¦ >

W • ? © × ' ¶73

© × ¶73 W • < pF 0 C](Ÿ Û ©0A Å =F 0 0DCoA×1Í =F 0 C](Ÿ Û © ‹,º ¡ l 3 ` ® Á ' 1 × >q?·+^ › öPÂ œ+U e \ Â F 0 © × ',º 0 b ¶73 D3V ± >

© × ' ¶73 W •Gý @ p ',º ˜ E ¸Ô ó — , p p u ¸+k7G ¿>û OFFICE Ô ¢E¥ , ¸Ô ¢ , ; ≯ •B NÎ#ë- 3 ` ® Á ' 1 × ¸ q < 100 < ¸¬ c ' ÷ 90 < ¸6, P3V ± 10 < ¸#•B ,L* p 90 <JÕ >

1 º F 0 C](Ÿ Û ©0A Å

¶73?·&ï Æ Z73 Â F Û ©LÅLz ‹A÷ -. © ¥,º9í D × n Ç

[73 /F 0 C](Ÿ • 0 C B#- ©- 1× ï E,ºF? Ç

\ o ¤ E c „ ð"G § Â 3#- ©# F ¬ -. ©,º# Á# ?ú?ú Ð ¸ Â F 68bF 0 =D ¹+k |F 0 = 0D Ö =(¯ Ð ƒ0D = ¸ üF 0 C](Ÿ ¸F 0 +i Û =Gƒ > PÂ =4é0D =t>, D,º C] >ûF ' Ç

]73 • ³ Û © Á × 8 n û ë :*<1• Û © ' P0A Å ¬ Ô r C × >

3V ±?·&ï ÆZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ',º 0 b 3VC^?·"x Ç

[- = 6 Ð,º LB#"j © Ç

\'Õ4ù µ+^ Ô ¢E¥ , ;

] ¼@ ¬F« ¾ E *< Û © C × ’ P?ú99 Ƒ GB/T 37518-2019 µ-. ©?·"x >

2 º F 0 C](Ÿ0DCoA×1Í

¶73?·&ï Æ Z73 o ¤C](Ÿ0 2± Z ã#- © · lF 0 0DCo0 2± Ç

[73 / C B 3 ìC] 7F >,"})½ B Â ˜1Í Ç

\73 Â F 0 ©0D =F Lz Ö0D =F #- © ·0D =% ÛH Â % 4éH ,ºA×1Í ¢ E Ç

]73 Â 0D)½,ºF8+^ Õ O ÂF8+^ ,L* Ç

^73A×1ÍF 0 C](Ÿ,º Â0D - r Ç

_73 Ó ¤E c „ ð"G § Â 3#- ©# F‡E c „ ð"G § Â 3F 0 © 0D — Á F ¬ # Á# ?ú Â E c „ ð"G § Â 3#- ©# F ¬ -. © ,º# Á# ?ú?ú ÐA×1ÍF 0 0DCo >

3V ±?·&ï ÆZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ’,º 0 b 3VC^?·"x Ç

[- = 6 Ð,º LB#"j © Ç

\'Õ4ù µ+^ Ô ¢E¥ , ;

] ¼@ ¬F« ¾ E *< Û © C × ’ P?ú99 Ƒ GB/T 37518-2019 µ-. ©?·"x >

3 º F 0 C](Ÿ Û © ‹,º ¡ l

¶73?·&ï Æ Z73L;B1*<@ /ž =>û1ç ‹ = ‹1• 1×LÅLz ‹ ¤ q ?· » ï ¸ ¬9í Û © ‹ ¡ l q?· ¥ Ç

[73 o ¤ (. Cz Ï Z ã#- ©F 0 - 1× ï E ¸¬F? -. Ê Û © ‹ ¡ Û Ç

\73 Â Û © ‹>ž j>ž ‰ q?·N¯-$,º ¡ l ï# Ç

]73!™.¤ µ+^Lì ”#- © =- 1× ï E =F 0 l C] ð =C] 70 2± 1•- 1× .7 Ç

^73 Ó ¤#- © q5¨ ¢ € 2019 ª1b 18 -´ © Ä $AØE c „ ð"G § Â 3#- ©F 0 C](Ÿ Û © ‹ ¡ l?ú99 Ƒº ¢ € µº?·"x ¸Â ª =ü.¤ = ? ~,º ¡ lF 0 C](Ÿ Û © ‹ >

3V ±?·&ï ÆZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ’,º 0 b 3VC^?·"x Ç

[- = 6 Ð,º LB#"j © Ç

\'Õ4ù µ+^ Ô ¢E¥ , ;

] ¼@ ¬F« ¾ E *< Û © C × ’ P?ú99 Ƒ GB/T 37518-2019 µ-. ©?·"x >

W • D ¹+k | ’ ¶73

D ¹+k | ’ ¶73 W • q?·+^ › öPÂ 3L{ | × I P,º œ+U e \ Â ¼D ¹+k | P × ’,º 0 b ¶73 D3V ± >

D ¹+k | ’ ¶73 W •Gý @ p ’,º ˜ E ¸ Ô ó — , p p u ¸ +k7G ¿>ûOFFICE Ô ¢E¥ , >" •B NÎ#ë- 3 ` ûF?,ºN¯-$ ¸ q < 100 < ¸ ¬ c ’ ÷ 90 < ¸6, P3V ± 10 <,#•B ,L* p 90 <JÕ >

1 º B2C © & ’

¶73?·&ï Æ Z ¼@ Ê ` ® ÁD ¹+k | © &FU ŒFP = WISH = AMAZON = œ',5‡ = EBAY 6 0 b,º © &?ú O Ç

[73'Õ ¿FU ŒFP ≒WISH = AMAZON =œ',5‡ = EBAY Ê] B2C © & ™H ™&ï Ç

\ ¼@ D ¹+k |F? ÷,º 69H 3V Ç

]73 o ¤ Ø mM6"x Â Ý ÷(¯] ¸!™.¤F? D ¹(Ÿ#w,º ï E Ç

^73!™.¤A×1Í cFä E ; = e Fä ;F Co Â 3L{ | P !FHF Co,ºA×1Í Ç

_73 / @ ì - r ÂK6 d - rF >, ˜1Í Ç73 ü.¤ / Ý ÷ =NÎ N L Ç

`73F >, 0 b,ºD ¹:[K6#q Þ ¸¼@ D ¹+k | Ø m C ×,º 0 b ’ » ï >

3V ±?·&ï ÆZ(g Í ¢ P ÇAÚ-U =4ü8* =B Ç ? LU > ’2ô/” Ç

S5*5R ü ¸ ?FqEÇ >

[- = 6 Ð,º LB#"j © Ç'Õ4ù µ+^ Ô ¢E¥ , >

\ -M˜ ª#7 ¸ r E!™.¤ >

2 º B2B © & ’

¶73?·&ï Æ ¼@LuH * * 3L{1 © &,º 0 b?ú O >

3V ±?·&ï ÆZ(g Í ¢ P ÇAÚ-U =4ü8* =B Ç ? LU > ’2ô/” Ç

S5*5R ü ¸ ?FqEÇ >

[- = 6 Ð,º LB#"j © Ç'Õ4ù µ+^ Ô ¢E¥ , >

\ -M˜ ª#7 ¸ r E!™.¤ >

Aúü

:69 n W •,ºAú - ; "6, P3V ± D ’ ÷ 2 ` ïM˜ ¸q < p 100 < >

¬ c ¸6, P3V ± –B W • q <,º 10% ¸ ’ ÷ –B W • q <,º 90% >

6, P3V ± D ’ ÷ ?" H A×1Í qAú F5 ¸ q F5 60 < @Aú Ð p >

r > : W •Aú - = ü?÷>ž 1 v/p >

1

1	I P 0 b ¶ 73	L C P × ’ ¶73	Ø m 6	¶73 ’ Æ Z73 Ó ¤ C B 3 ì,º 8 p>, û l ÐF8 > ,º 8 p 6 A× H Ç [P æ Ï9'B# 3 D-$ = Ø mF >, P × 0 Ú > 6, P 3V ± Æ Z8¥ ³,º LCn3VC^ ¸ ¼@ C B 3 ì,º5 #„ = u"ñ = ½ L7 ¥ Ç [ý Ä 6 Q æ,º2ô/” Ç \8¥ ³,º9'B#3VC^ ¸73N°+{ D Ø m"ÕFP = Ú#w >

			Ú I / |	¶73 ’ Æ Z S5*$; ¦ ¸FqEÇ] p ¸73!™.¤F +^ ¢ E n1Í C BCn I eB#,º 0 Û - ¸s %73 µ 7 P 9í Í 6] ~- > [9'B#*<@ =F +^ =>žEô73 Ñ p > 6, P3V ± Æ ZB Ô ='# û =6F ù,º ` ð3V ± Ç [Eý.¢,º Ý ÷ I P3VC^ >
			> B 1´AØ	¶73 ’ Æ Z'Õ ¿ E F≒E6Š > 3 3L{ C](ŸK6 d > B ¢4Ü F≒E c „ ð"G § Â 3 > B # FÇ [73'Õ4ùF +^9'B# Â ª =ü.¤,º>žEô > B » ï > 6, P3V ± Æ ZB^ „ =AÚ-U,º ’ 7 Ü Ç [B 3VC^ >
2	Í *f* n ù ¶ 73	L C ‹ A ÷ ’ ¶73	×A÷	¶73 ’ Æ Z'Õ4ù ±™.¤ f*<@ LCn > B Â +^A÷ ½ b Ç [ED ‹ +^A÷5 6?ú O F ⇆ E © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = ü K,>, Ô × F µ1• 3L{ % Á p Ó ¤ ¸5 > G 3 LCn ÔL{ ¸o ¤ > B » ï!™.¤ × n +^ A÷ ¬5 0 $ o E?÷ > 6, P3V ± Æ ZAÚ-U =4ü8* = Ø?ø =B^ „ Ç [-M˜ ª#7 = r E?ú99 >
			I ‹ -- 5 d | /ž	¶73 ’ Æ Z!™.¤*<@ +^A÷ —!t Ç [ED ‹ +^A÷5 6?ú O F µ ÂE © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = ü K,>, Ô × F µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï | P /ž,º :N¯ E-$ ¸p D5# ‹ ¤,º ¡ I Ñ Ó ¤ > 6, P3V ± Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d I | P /ž Ç [‹A÷ 68* = ‹ ‹ 68* Ç \ » ï Â ª ¸ r E1¶#7 =$; ¦ >
			I ‹ -- 5 d ‹	¶73 ’ Æ Z!™.¤*<@ +^A÷ —!t Ç [ED ‹ +^A÷5 6?ú O F µ ÂE © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = ü

				K,>, Ô × F̃ µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï ‹,º :N¯ E-$ > 6, P3V ± Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d l ‹ Ç [‹A÷ 68* = ‹ ‹ 68* Ç \ » ï Â ª ¸ r E1¶#7 =$; ¦ >
			l ‹ -- 5 d "}/ž	¶73 ' Æ Z!™.¤*<@ +^A÷ —!t Ç [ED ‹ +^A÷5 6?ú O F̃ µ ÂE © Ä × nD ‹ +^A÷N¯ A ‹ ¤,º 3L{ = ü K,>, Ô × F̃ µ1• 3L{ % Á p = ü ¸ o ¤ +^A÷ —!t Â-. ©Cz Ï ¸!™.¤ =?ú99 f ¡ Ï "}/ž,º :N¯ E-$ > 6, P3V ± Æ Z'Õ4ùF +^ Ô ¢E¥ ,5d l"}/ž Ç [‹A÷ 68* = ‹ ‹ 68* Ç \ » ï Â ª ¸ r E1¶#7 =$; ¦ >
		© › ' ¶73	C] (Û 0A Å	¶73 ' Æ Z73 Â F Û ©LÅLz ‹A÷ -. © ¥,º9í D × n Ç [73 /F 0 C](Ÿ • 0 C B#- ©- 1× ï E,ºF? Ç \ o ¤E c „ ð"G § Â 3#- ©# F ¬ -. ©,º# Á# ?ú?ú Ð ¸Â F 68bF 0 =Ð ¹ +k |F 0 = 0D Ö =(¯ Ð ƒ0D = ¸ üF 0 C](Ÿ ¸F 0 +i Û =Gƒ > PÂ =4é0D = t >, D,º C] >ûF ' Ç]73 • ³ Û © Á × 8 n û ë :*<1• Û © ' P0A Å ¬ Ô r C × > 6, P3V ± Æ ZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ',º 0 b3VC^?·"x Ç [- = 6 Ð,º LB#"j © Ç \'Õ4ù µ+^ Ô ¢E¥ ,] ¼@ ¬F« ¾ E *< Û © C × ' P?ú99 F ´ µ-. ©?·"x >

			F C (Ÿ 0 C o 1Í	¶73 ’ Æ Z73 o ¤C](Ÿ0 2± Z ã#- © · lF 0 0DCo0 2± Ç [73 / C B 3 ìC] 7F >,"})½ B Â ˜ 1Í Ç \73 Â F 0 ©0D =F Lz Ö0D =F #- © ·0D =% ÛH Â% 4éH ,ºA×1Í ¢ E Ç]73 Â 0D)½,ºF8+^ Õ O ÂF8+^ ,L* Ç ^73A×1ÍF 0 C](Ÿ,º Â0D - r Ç _73 Ó ¤E c „ ð"G § Â 3#- ©# F=E c „ ð"G § Â 3F 0 ©0D — Á F ¬ # Á# ?ú Â E c „ ð"G § Â 3#- ©# F ¬ -. © ,º# Á# ?ú?ú ÐA×1ÍF 0 0DCo > 6, P3V ± Æ ZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ’,º 0 b3VC^?·"x Ç [- = 6 Ð,º LB#"j © Ç \'Õ4ù µ+^ Ô ¢E¥ ,] ¼@ ¬F« ¾ E *< Û © C × ’ P?ú99 F ´ µ-. ©?·"x >
			F C (Ÿ © , º l	¶73 ’ Æ Z73L;B1*<@ /ž ⇒û1ç ‹ = ‹1• 1× LÅLz ‹ ¤ q?· » ï ¸¬9í Û © ‹ ¡ l q?· ¥ Ç [73 o ¤ (. Cz Ï Z ã#- ©F 0 - 1× ï E ¸ ¬F? -. Ê Û © ‹ ¡ Û Ç \73 Â Û © ‹>ž j>ž ‰ q?·N¯-$,º ¡ l ï# Ç]73!™.¤ µ+^Lì ”#- © =- 1× ï E =F 0 l C] ð =C] 70 2±1•- 1× .7 Ç ^73 Ó ¤#- © q5¨ ¢ € ª1b - ´ © Ä $AØE c „ ð"G § Â 3#- ©F 0 C](Ÿ Û © ‹ ¡ l?ú99 F,º ¢ € µ,º?·"x ¸ Â ª = ü .¤ = ? ~,º ¡ lF 0 C](Ÿ Û © ‹ > 6, P3V ± Æ ZAÚ-U =4ü8* =B^ „ =CY 1 ù ¸1\ > Û © ’,º 0 b3VC^?·"x Ç [- = 6 Ð,º LB#"j © Ç \'Õ4ù µ+^ Ô ¢E¥ ,] ¼@ ¬F« ¾ E *< Û © C × ’ P?ú99 F ´ µ-. ©?·"x >

ê9Ł

b I P ¶7369 n p)æ p ’69 n ¸F5 Aú ÐGý+^Eý0A69 n D5 Ò 69 n-.5 > > - ‰ ï E ¸ A Æ

1

ñTPû Û yò63 Q ‡.ž Ê

10 ð,ºG < œ+U ^ n ù W • cLÅ p à)å ó >

2

œ+U ^-. Ê W •NÎ É cLÅ p ó 1 •B NÎF >,69 n >

3

: W • - ‰69 n » ï D69 n ï EB ?÷ A>ž 2 Æ

2

	20	3	10%		90
	20	2 4	20%		120
	20	3	10%		90
	20	B2C B2B 2	10%		90

4.

?·"x ^+k7G @ µ+^ WORD2010 @(~ bF >,1ŠNÎ ¸1ŠNÎ c % µ+^ EXCEL2010 @(~ b L+k7G @,ºA×1Í žF >,A×1Í ¸1Š ~ ½ ™ 69+U69 n W • - + - +NÎ - Ž ^+k7G 6 D 6 `.÷- ¸ ¸ 1+3+5

Ez

1. 3L{ | × l P-. ©# Á# ?ú ´ Ž ‹ µ

E c „ ð"G § Â 3 / LCn l# F 2004 $AØ µ

E c „ ð"G § Â 3#- ©# F

E c „ ð"G § Â 3 LŸ# F 2009 $AØ µ

E c „ ð"G § Â 3 Û ©# F

E c „ ð"G § Â 3F 0 | ÷ öPÂ# Ô ó — Á F

E6Š > 3 3L{C](ŸK6 d > B ¢4Ü F

2. 3L{ | × ¶73-. ©?ú99 D = ü ´ Ž ‹ µ

E2010 3L{Cn l eB#@ H FP O FE INCORTERMS2010

ED ‹ +^A÷5 6 % Á F 2007 $AØ µE UCP600 Fµ

E Ž l5 6?ú O F 1995 $AØ µE URC522 Fµ

E =+^ +^A÷ % Á FE ISP98

E?÷3X © 35 6?ú O FE URDG

E5 6 ‹,º9 ¨# Á?ú Ð,º 3L{ ¢4Ü FE#-(•?ú O Fµ

E $ o5 6 ‹,º9 ¨# Á?ú Ð,º 3L{ ¢4Ü FE5* å" ?ú O Fµ

E6Š > 3#- @C](ŸF EÉ > B FE"• W?ú O Fµ

E … PC](Ÿ —!t FE I.C.C

E © ÄD ¹+k † | ×M, d 0 0D l u1Œ,ºFP. F

E © ÄD ¹Cn l+k † | ×F 0 ¹C](Ÿ =(Ÿ ÷-. ©- 1× 4 /,º ¢

€ F>

E © Ä ùF D ¹+k † | × › í !FU ‹,º = 2 E?÷ F