

Incoterms Responsibility Matrix

Logistics & Trade

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds an Incoterms 2020 responsibility matrix showing, for each selected term, the seller vs buyer obligations, cost-transfer and insurance duty, with quick guidance on when to use each. Use it to compare terms side by side. To get a single recommendation for your deal, use the Incoterms Selector.

Purpose of this tool & output

Who pays and does what under each Incoterm

How the output is used

Use the responsibility matrix to see who pays and does what under each Incoterm, at a glance.

Important cautions

AI-generated matrix; Incoterms 2020 rules govern; confirm in the contract.

Companion documents

- Incoterms Selector
- Risk-Transfer Point Explainer
- Quote Comparison Across Incoterms

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.