Social and economical needs together with the necessity of development has led countries to go
foreign markets. Foreign Trade can be briefly described as the whole goods and service trade
among the countries. Foreign trade operations consist of two parts which are import and export.
Import and export operations begin with a contract signed by both seller and buyer. At each
stage of the contract, several documents are prepared. These documents consist of legal
documents, commercial documents, freight documents and finance documents. Delivery terms
used at foreign trade clearly express the responsibilities of all parties. There are 13 different type
of delivery terms used and all of these are described at Incoterms 2000. There are several
different payment terms used at foreign trade among which we can name as; Advance payment,
Cash against goods, Cash against documents, Deferred payment, Payment by letter of credit
etc. Both the selling and buying party agree on the payment terms after having checked the most
suitable one. In order to finance foreign trade, different type of credits can be used. The exporter
can credit the buyer, foreign currency credits can be used, Eximbank credits, factoring and
fortfaiting are also one of the finance types. Account registrations of import and export operations
are made according to the type of payment that is used. The currency buying rate of the Central
Bank of the Republic of Turkey mentioned on the export custom clearance document is used.