

高等学校国际经济与贸易专业规划教材

简明国际贸易实务

(英文版)

齐俊妍 唐 丽 主编



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内容简介

高等学校国际经济与贸易专业规划教材

本书以《UCP600》为蓝本，结合我国实际，系统介绍了国际贸易实务。全书共分12章，主要内容包括：国际贸易术语、国际贸易支付方式、国际贸易单据、国际贸易保险、国际贸易融资、国际贸易法律等。本书可作为高等院校国际经济与贸易专业及相关专业的教材，也可供从事国际贸易工作的从业人员参考。

简明国际贸易实务

(英文版)

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内 容 简 介

本教材结合国际商会最新的“UCP 600”和当前国际贸易的最新发展趋势,以国际贸易买卖合同为主线,在逼真的商务英语环境中,详细介绍国际商务谈判程序及合同的履行,国际货物买卖中的品质、数量和包装条款,国际贸易术语、价格和支付,国际货物运输和保险,国际贸易中的索赔、不可抗力和仲裁,以及国际贸易方式等。在结构安排上,除核心内容外,还在每章设学习要点、习题和案例分析,并在书后附术语列表,以便学生更好地掌握和巩固所学知识。本教材既适用于国际贸易、国际商务及相关专业的本科学学生学习,也适合于从事国际商务工作的相关人员作为工作参考。

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前 言

随着经济全球化的深化和中国加入世贸组织，中国已经日益融合到贸易、投资一体化的国际环境当中。在此背景下，培养既具有扎实国际贸易专业知识，又拥有娴熟语言技能的复合型人才，已成为高校专业教育中不可缺少的重要方面。基于此，我们组织编写了这本国际贸易实务（英文版）教材。

本教材参照相关原版教材体例，结合国际商会最新的“UCP 600”和当前国际贸易的最新发展趋势，以国际贸易买卖合同为主线，在逼真的商务英语环境中，为学生介绍和讲解国际贸易实务的相关原理和国际贸易各环节的操作程序，使教材更具权威性和可操作性。具体内容包括：国际货物买卖合同的基本内容，国际商务谈判程序以及合同的履行，国际货物买卖中的品质、数量和包装，国际贸易术语、价格和支付，国际货物运输和保险，国际贸易中的索赔、不可抗力 and 仲裁，以及国际贸易方式等。在结构安排上，除核心内容外，还在每章的前面设置学习要点，后面设置关键术语、习题和案例分析，以便学生更好地掌握和巩固每章的学习内容，并进行自我检测。另外每章还根据需要配备专栏，介绍与核心知识相关的背景资料，以拓展学生的视野。在本教材的最后，我们列出了国际贸易实务涉及的相关术语作为附录，便于学生学习和查阅。上述结构安排，保证了教材的完整性、系统性和严密性。本教材既适用于国际贸易、国际商务及相关专业的本科学生学习，也适合于从事国际商务工作的相关人员作为工作参考。

本教材由天津财经大学国际经济贸易系副教授齐俊妍、唐丽主编，主要参编人员还包括王岚、耿楠。具体分工如下：第1~5章由唐丽、齐俊妍编写，第6~10章由齐俊妍、唐丽、耿楠编写，第11~13章由唐丽、齐俊妍、王岚编写。附录由唐丽编写。

本教材的出版还得到了北京交通大学出版社的大力支持，同时也得到了天津财经大学很多领导、老师和学生的帮助，在此向所有对本教材的出版提供过帮助的机构和个人表示诚挚的谢意。在此还要特别感谢天津财经大学外聘加拿大籍教师 Jim D. Worsulak 对于本书提供的帮助和对内容修改所给出的建议，也感谢天津财经大学的留学生 Emma L. Hoove, Amneet Cheema, MBA 学生 Johnathan Yeung 和 Nicholas L. Christian 对本教材的编辑与修改提供的帮助，同时也感谢曹杰、李文、孙倩和单丹对于本教材部分章节的资料收集工作所做出的努力。

在本教材编写过程中，我们参考了大量的中外文论著资料，在此我们对各有关作者和单位谨致谢忱。由于编者水平有限，书中缺点在所难免，还恳请读者赐教指正。

编 者
2010年3月

Preface

With the economic globalization and market development, China has been integrating into the world trade to an ever-great extent. This provides opportunity for us, together with more fierce competition. Therefore, people with knowledge of international trade practices and competent in English especially in professional fields are most needed nowadays. Graduates of this kind are also welcome in the job markets. All this presents a higher demand to the education of international trade, which is the exact purpose of composing this book.

The book aims to teach the students professional theories of international trade, as well as practical knowledge. It also provides a good business English environment for students to practice their English.

This book has the following features:

1. Its framework is appropriate. Besides core contents, it gives learning objectives in the forefront of every chapter and key terms in the end for review.
2. Its contents keep pace with the developing knowledge of international trade, professional and practical.
3. It provides complementary knowledge, in order to widen the students' scope and fulfill differential demands of more students.
4. It provides exercises at the end of all chapters for students to do self-test and further review. In some chapters, it also gives cases for further discussion.
5. The appendix lists glossary of terms.

This book is intended as a compact textbook for undergraduate courses in international economics. It is intended to prepare the learners for further education or training or employment in an exporting environment. It can also serve as training materials for economic organizations and related governmental departments. Course providers are responsible for the design of learning programs, which are consistent with the learning outcomes and appropriate to the learners' interests and needs. Moreover it is a reference text for applied researchers and policy professionals.

This book is composed by associate professor Qi Junyan and Tang Li in Department of International Trade and Economics in Tianjin University of Finance and Economics. Wang Lan and Geng Nan also take part in the composing and contribute a lot to this book.

In the process of composing this book, we got much support from the editors of Beijing Jiaotong University Press. We owe debts of gratitude to them and teachers and students in Tianjin University of Finance and Economics who have helped us finish this book, and authors of the books and materials for our reference. Special thanks to Professor Jim D. Worsulak who gave us suggestions on editing the content of this book. We also want to thank students Emma L. Hoove, Amneet Cheema, the MBA students Johnathan Yeung and Nicholas L. Christian who contributed a lot on editing this book and Cao Jie, Li Wen, Shan Dan, Sun Qian who helped a lot in collecting the relevant reference materials for this book. Although we have taken each and every effort to avoid mistakes, there may still remain some that are beyond our ability to find out. Any criticism and suggestion is welcome and obviously we bear sole responsibility for the shortcomings.

Author

2010-3

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Chapter 1

General Introduction to International Trade Practice

导 论

LEARNING OBJECTIVES

- To learn the definition of international trade and international trade practice
- To study the importance of international trade to the world economy and to China
- To learn the barriers to international trade
- To learn international trade customs
- To learn the layout of this book and the study methods

1.1 What Is International Trade? 什么是国际贸易?

1.1.1 Definition of International Trade 国际贸易的概念

International trade, also known as world trade or foreign trade, is the exchange of goods and services across international boundaries or territories. It consists of imports and exports. Exports are any good or service transported from one country to another country in a legitimate fashion, typically for use in trade. Export is an important part of international trade. Basically, the key to develop foreign trade of a country is to expand its exports. Imports are any good or service brought into one country from another country in a legitimate fashion, typically for use in trade.

Now we know that we can trade goods or services, and that divides international trade into two categories: **visible trade** or **merchandise trade**, which involves the import and export of goods and merchandise; **invisible trade** or **service trade**, which involves the exchange of services between nations. The former deals with the trade of the tangible goods, while the latter deals with

various services across the borders, such as international tourism, transportation, banking services, insurance, rentals, engineering, management and use of assets from abroad.

At the same time, from an economic standpoint, international trade is also a branch of economics, which together with international finance, forms a larger branch of international economics.

1.1.2 The Importance of International Trade 国际贸易的重要性

The continued strength of the world economy has been supported by strong growth in international trade. While the United States and Europe continued to underpin international trade growth, many other countries also recorded strong international trade growth over the past decade.

International trade is an important part of the world economy. A generation ago trade accounted for 17 percent of the world's economy, today it is about 30 percent and still growing.^① The increasing importance of international trade is reflected in the level of world exports, expressed as a percentage of total world economic output. This percentage has risen significantly over the last 10 years (see Figure 1.1).

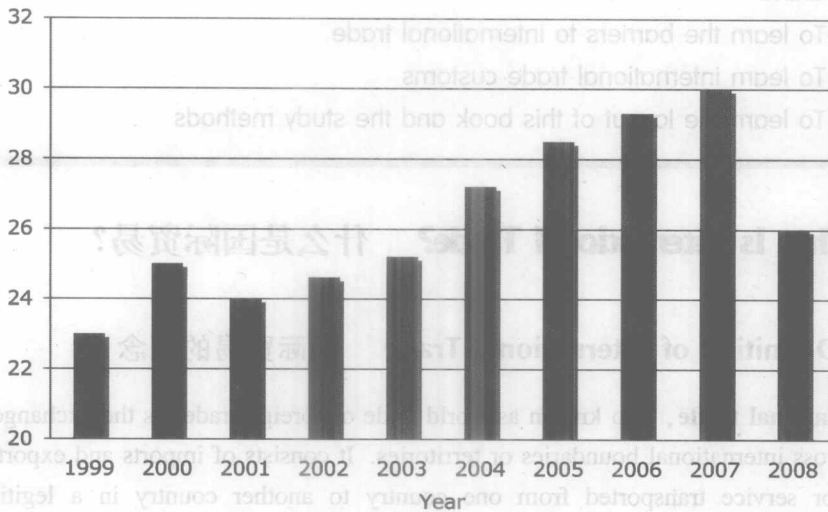


Figure 1.1 World Exports as a Share of Global Economic Output (current price, \$ US), 1999 - 2008

Sources: IMF World Economic Outlook

International trade is the exchange of merchandise or services across international boundaries

^① Sources: Department of Commerce, United States of America. Remarks to the International Association of Ports and Harbors World Ports Conference. Houston, May 1, 2007.

or territories, if we count the world exports value by merchandise and commercial services, we can also have a preliminary idea of the increasing trend of international trade (see Table 1.1).

Table 1.1 World Exports of Merchandise and Commercial Services, 2000 – 2005
(billion dollars and percentage)

Year	Value/billion dollars		Annual Percentage Change/%			
	2005	2000 – 2005	2002	2003	2004	2005
Merchandise	10,159	10	5	17	22	13
Agricultural products	852	9	6	16	15	8
Fuels and mining products	1,748	15	-1	24	33	36
Manufactures	7,312	9	5	16	21	10
Commercial services	2,415	10	7	14	20	10
Transportation	570	10	5	13	24	12
Travel	685	7	5	10	18	8
Other commercial services	1,160	12	10	18	18	11

Sources: WTO website statistics

From the above table, we can see a continuous increase in international merchandise and service trade. Over the past decade, there is a rapid development in some Asian countries (in particular China) and those countries experienced a rapid international trade rise. Other Asian countries which recorded strong growth in international trade include India, Korea, Singapore, Thailand and Malaysia. Here are the statistics of most of the countries' average growth rate of international trade during the 10 year period (from 1995 to 2005) (see Figure 1.2).

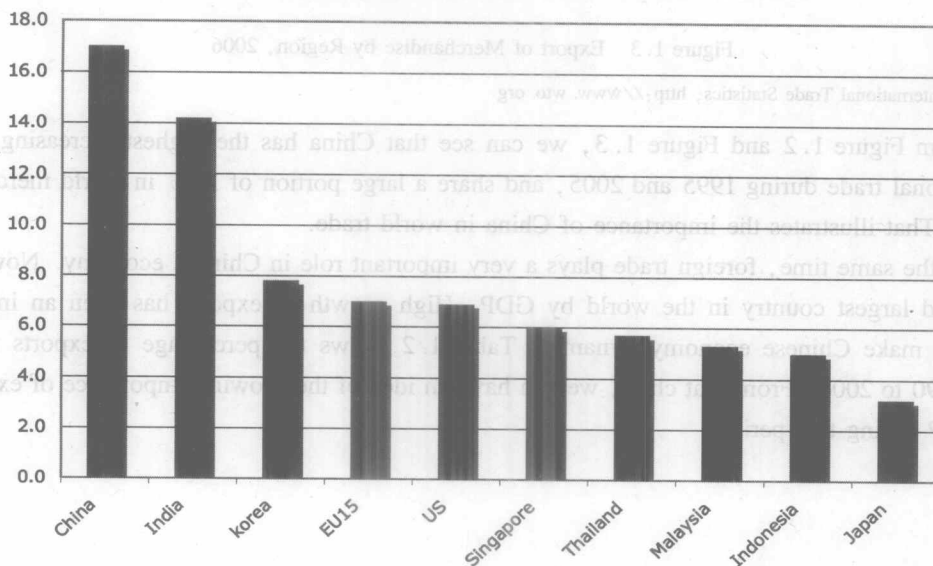


Figure 1.2 International Trade Growth (10-year annual average, current price, \$US)

Note: EU15 and Indonesia, 10-year annual average to 2003. China and India, 10-year annual average to 2004. Other countries, 10-year annual average to 2005

Source: WTO Time Series

In the export of merchandise in 2006, the share of every region is as follows (see Figure 1.3).

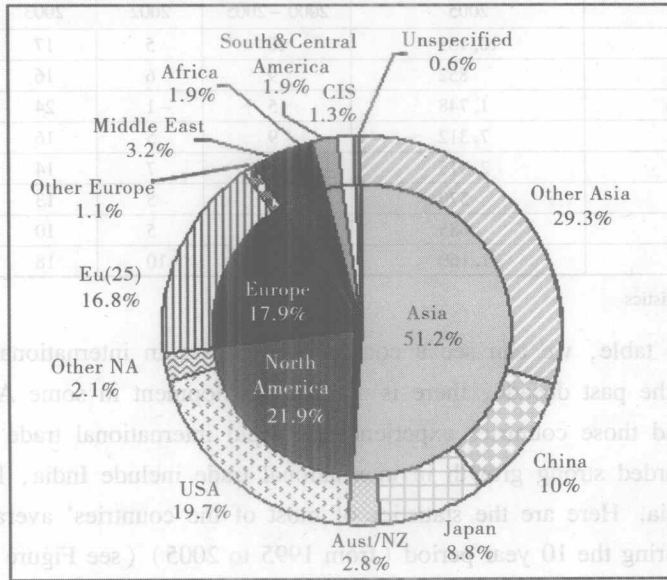


Figure 1.3 Export of Merchandise by Region, 2006

Sources: International Trade Statistics, <http://www.wto.org>

From Figure 1.2 and Figure 1.3, we can see that China has the highest increasing rate of international trade during 1995 and 2005, and share a large portion of 10% in world merchandise export. That illustrates the importance of China in world trade.

At the same time, foreign trade plays a very important role in Chinese economy. Now China is the 3rd largest country in the world by GDP. High growth of exports has been an important factor to make Chinese economy dynamic. Table 1.2 shows the percentage of exports to GDP from 1990 to 2006. From that chart, we can have an idea of the growing importance of exports to our GDP during that period.

Table 1.2 The Ratio of Chinese Export Volume to GDP

Year	Gross Domestic Product/ RMB 100 million yuan	Total Exports/ RMB 100 million yuan	%
1990	18,547.9	2,985.8	16.1
1991	21,617.8	3,827.1	17.7
1992	26,638.1	4,676.3	17.6
1993	34,634.4	5,284.4	15.3
1994	46,759.4	10,421.8	22.3
1995	58,478.1	12,451.8	21.3
1996	67,884.6	12,576.4	18.5
1997	74,462.6	15,160.7	20.4
1998	78,345.2	15,231.6	19.4
1999	82,067.5	16,159.8	19.7
2000	89,468.1	20,634.4	23.1
2001	97,314.8	22,024.4	22.6
2002	104,790.6	26,947.9	25.7
2003	116,693.6	36,372.9	31.2
2004	136,515	79,126.1	58.0
2005	182,321	63,242.1	34.7
2006	210,871	80,435.3	38.1

Source: China Statistical Yearbook

At the same time, the total foreign trade amount has increased dramatically too (see Figure 1.4).

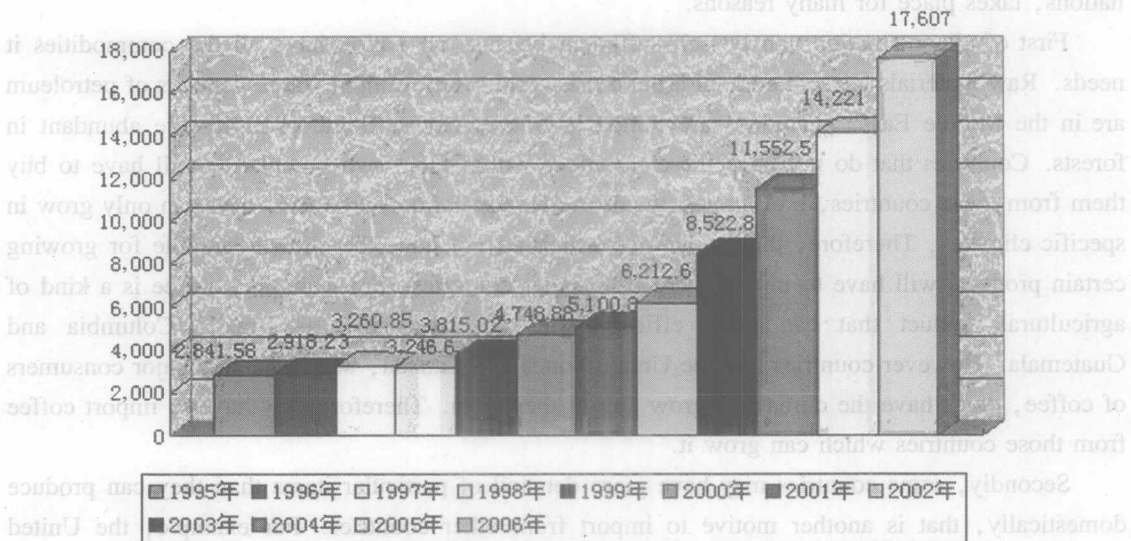


Figure 1.4 Total Amount of Foreign Trade of China (in 100 million dollars), 1995 - 2006

Source: China Statistical Yearbook

From all the above charts, we can get an illustrative impression of the international trade's importance in the world economy and in China. In most countries, its economic, social, and political importances have been on the rise in recent centuries. Actually, its importance to a nation's economy can be represented by the **International Trade Dependency Ratio**.

This ratio can be computed by using the following formula:

$$\text{International Trade Dependency Ratio} = \frac{\text{Total Amount of International Trade}}{\text{GDP}}$$

Since China officially became a member of WTO in 2001, the foreign trade of China has grown dramatically. The total amount of international trade has increased to 1.4 trillion dollars from 509.65 billion dollars. At the same time, with the development of international trade scale, the GDP of international trade dependent ratio increased magnificently, from 43.9% in 2001 to 60.3% in 2003. And in 2004 and 2005, the ratio even increased to nearly 70%.^①

1.2 Why Do We Need International Trade? 为什么我们需要国际贸易?

In the last section, we discussed the importance of international trade in the world economy and the developing trend of international trade in different countries. You may ask why we need international trade? Well, actually international trade, the exchange of goods or services between nations, takes place for many reasons.

First of all, no nation can be self-sufficient because no nation have all the commodities it needs. Raw materials are scattered all around the world. For example, large deposits of petroleum are in the Middle East. Diamonds are mined in South Africa. Some countries are abundant in forests. Countries that do not have these resources within their own boundaries will have to buy them from these countries, i. e. import them. As for agricultural products, they can only grow in specific climates, Therefore, those countries which do not have the climate suitable for growing certain products will have to import them from other countries. For example, coffee is a kind of agricultural product that can grow efficiently in countries such as Brazil, Columbia and Guatemala. However countries like the United States and Canada, which are the major consumers of coffee, don't have the climate to grow any of their own. Therefore they have to import coffee from those countries which can grow it.

Secondly, some countries may have more demand of particular items than they can produce domestically, that is another motive to import from other countries. For example, the United

① ZHANG YUNLING. Asian Financial Crisis and Chinese Economy: Paper presented to the conference on Asia financial crisis and its impact. JETRO. Japan, October, 1998.