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订单。

- 7. We are (feel) greatly embarrassed by your omission to enclose the packing list with other documents. 由于你方遗漏了将装箱单放入和其他单据一起的信封,使我方感觉非常困窘。
- 8. This factory meets with financial embarrassment, 这家工厂遇到了财务困难。
- 9. Our end users are complaining of(about) the inferior quality against us. 我们的最终用户向我们投诉低劣质量的问题。
- 10. We regret to make a complaint about the short delivery. 我们很遗憾地提出短装投诉。
 - 11. We are in urgent need of medicines and food. 我们急需药品和食品。
- 12. We would like to call your attention to the terms that we have come to with you. 我们请贵方注意我们曾经达成的协议。

V Exercises

| I Multipl | e Choices | | | | |
|---|--|-----------------|--------------------------|--|--|
| 1. We are | sorry for the shortag | e of 5 tons. Th | nis you some | | |
| difficulty in m | eeting orders of your o | clients. | | | |
| A. caused | | B. must ha | ve caused | | |
| C. will be | caused | D. has caus | ed | | |
| 2. For goo | 2. For goods sold on CIF basis, insurance is usually to be covered by us | | | | |
| against All ris | ks and War risk base | d v | warehouse clause for the | | |
| invoice value p | olus 10%. | | | | |
| A. to | B. at | C. on | D. for | | |
| 3. We suf | fered a great loss resul | lted | your error. | | |
| A. from | B. in | C. to | D. as | | |
| 4. We are obliged to ask you to offer us a 20% allowance on the invoice | | | | | |
| value or we w | ill the soiled | carpets to you | and ask for replacement. | | |
| A. replace | B. return | C. change | D. exchange | | |
| 5. Improp | er packing resulted in | the damage. In | other words, the damage | | |
| was | improper packing. | | | | |

| | A. because | B. attributable | C. attributable to | D. attributed to | |
|--|--|---------------------|-----------------------|---------------------|--|
| | 6 the | goods received w | rith the sample, we | were surprised to | |
| find | nd that the color is not the same. | | | | |
| | A. Compared with | n | B. Comparing | | |
| | C. To compare | | D. Comparing to | | |
| | 7. You must be re | esponsible for all | the lost | _ from your delay | |
| in o | pening the coverin | g L/C. | | | |
| | A. arising | | B. rising | | |
| | C. arousing | | D. have arisen | | |
| | 8. If we had a san | nple in hand, we _ | to negot | tiate business with | |
| our | end users now. | | | | |
| | A. would be able | | B. should have | | |
| | C. had been able | | D. should have be | en able | |
| | 9. As the goods a | re ready for ships | ment, we | your L/C to be | |
| oper | ned immediately. | | | | |
| | A. hope | | B, anticipate | | |
| | C. await | | D. expect | | |
| | 10. We shall reim | burse you | the loss you s | ustained. | |
| | A. for | B. with | C. at | D. in | |
| | 11. We wish to _ | your att | tention to this accid | dent. | |
| | A. call | B. ask | C. bring | D. pay | |
| | | | | | |
| | 1. We have closely | y compared the sai | mple you returned | with our reference | |
| sam | ple, and looked int | to the matter caref | fully. | | |
| | 2. The quality of this consignment is far from being satisfactory. | | | | |
| | 3. The goods are not unusable, but we suggest that you make us a | | | | |
| reduction of 10% in the price. | | | | | |
| | 4. We hope this | unfortunate incid | lent will not affec | t the relationship | |
| betv | veen us. | | | | |
| 5. We can assure you that such a thing will not happen again in future | | | | | |
| deliv | veries. | | | | |
| 6. Any complaint about the quality of the products should be lodged | | | | | |
| with | within 15 days after their arrival. | | | | |

Oceania

| 国别 | 中文 | 英文 | 标准符号 |
|-------|-------|--------------------|------|
| 澳大利亚 | 澳大利亚元 | Australian Dollar | AUD |
| 新西兰 | 新西兰元 | New Zealand Dollar | NZD |
| 斐济 | 斐济元 | Fiji Dollar | FJD |
| 所罗门群岛 | 所罗门元 | Solomon Dollar | SBD |

South America

| 国别 | 中文 | 英文 | 标准符号 |
|------|--------|--------------------------|------|
| 哥伦比亚 | 哥伦比亚比索 | Colombian Peso | COP |
| 委内瑞拉 | 博利瓦 | Venezuelan Bolivar | VEB |
| 圭亚那 | 圭亚那元 | Guyanan Dollar | GYD |
| 苏里南 | 苏里南盾 | Surinam Florin | SRG |
| 秘鲁 | 新索尔 | Peruvian Sol | PES |
| 厄瓜多尔 | 苏克雷 | Ecuadoran Sucre | ECS |
| 巴西 | 新克鲁赛罗 | Brazilian New Cruzeiro G | BRC |
| 玻利维亚 | 玻利维亚比索 | Bolivian Peso | BOP |
| 智利 | 智利比索 | Chilean Peso | CLP |
| 阿根廷 | 阿根廷比索 | Argentine Peso | ARP |
| 巴拉圭 | 巴拉圭瓜拉尼 | Paraguayan Guarani | PYG |
| 乌拉圭 | 乌拉圭新比索 | New Uruguayan Peso | UYP |

高等院校国际贸易专业 精品系列教材

International Business 国际商务英语函电 International Business English Correspondence

责任编辑。吴兴友 封面设计。三木术 封面供图。壹图网www.ltu.com



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