

Barron's Dictionary  
of  
International  
Business Terms

巴朗行业词典  
国际商务

John J. Capela 编  
Stephen W. Hartman

行业词典权威品牌，职业发展得力助手

- 收录约5000个词条，词条中英文对照，全英文注释，附录详尽
- 内容涉及国际营销、贸易、金融等近十个领域
- 是国际商务领域从业者以及相关人士必备的工具书及参考指南

清华大学出版社

# 巴朗行业词典

## 国际商务

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北京

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DICTIONARY OF INTERNATIONAL BUSINESS TERMS (THIRD EDITION)  
by JOHN J. CAPELA & STEPHEN W. HARTMAN  
Copyright: © 2004, 2000, 1996 by Barron's Educational Series, Inc.  
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### 图书在版编目(CIP)数据

巴朗行业词典 国际商务: 汉、英/(美)卡佩拉(Capela, J. J.),  
(美)哈特曼(Hartman, S. W.)编.—北京: 清华大学出版社, 2015

ISBN 978-7-302-34218-2

I. ①巴… II. ①卡… ②哈… III. ①国际商务—词典—汉、英 IV. ①H316  
②F740-61

中国版本图书馆CIP数据核字(2013)第246358号

责任编辑: 刘细珍

封面设计: 刘艳芝

责任校对: 王凤芝

责任印制: 沈露

出版发行: 清华大学出版社

网 址: <http://www.tup.com.cn>, <http://www.wqbook.com>

地 址: 北京清华大学学研大厦A座 邮 编: 100084

社 总 机: 010-62770175 邮 购: 010-62786544

投稿与读者服务: 010-62776969, [c-service@tup.tsinghua.edu.cn](mailto:c-service@tup.tsinghua.edu.cn)

质量反馈: 010-62772015, [zhiliang@tup.tsinghua.edu.cn](mailto:zhiliang@tup.tsinghua.edu.cn)

印 装 者: 三河市中晟雅豪印务有限公司

经 销: 全国新华书店

开 本: 113mm × 185mm 印 张: 18.875 字 数: 849千字

版 次: 2015年5月第1版 印 次: 2015年5月第1次印刷

印 数: 1 ~ 2500

定 价: 66.00元

## DEDICATION

Alan G. Hartman  
The world is your oyster

Stephanie R. Hartman  
The apple of my eye

My sons, John and Christopher Capela  
Their never ending support is the reason this book has been  
completed, with a special thanks to Christopher who assisted  
in the identification of new terms for this third edition.

My mother and father, Caroline and John Capela  
Two very important people who are greatly missed

My “Cioci” Mary who has always been there to provide  
support in times of need, with a special thanks to my  
Uncle Johnnie who will be missed.

Fred Schnaittacher and Gregory Marames  
Two mentors who inspired my interest and career in  
International Business

## PREFACE

The global marketplace is a fast growing and rapidly changing field. What occurs in one part of the world immediately impacts the rest of the world. International business is exploding as a direct result of technological advancements, rapidly advancing economies, and international trade agreements. This reference book will provide individuals with the requisite knowledge and up-to-date information for entering or advancing in this challenging and highly rewarding global marketplace.

This book will serve as a comprehensive dictionary of more than 4,500 international business, trade and Internet terms. Terms found in the dictionary include the international dimensions of accounting, business policy and strategy, information systems and technology, marketing, management, finance, and trade. In addition, the third Edition has incorporated about 200 terms related to the topic of international terrorism.

This book will be an aid to anyone interested in international business, irrespective of their level of experience, including those involved in international trade, entrepreneurs, government administrators, and students.

As the result of telecommunications, we live and do business in a real-time environment. What occurs in one part of the world immediately impacts the rest of the world. International business is exploding as a direct result of technological advancements, rapidly advancing economies, and international trade agreements, including the North American Free Trade Agreement (NAFTA) and the General Agreement on Tariff and Trade (GATT). This book is directed at fulfilling a tremendous need for a reference resource to assist all those involved in this international business environment.

The terms are brief, concise, and understandable for those both experienced and inexperienced in international business. In addition, the book includes appendices containing a comprehensive listing of international information sources as well as samples of international trade sources. A partial listing of material contained in the appendices includes U.S. government trade-related offices, American and foreign Chambers of Commerce, international organizations, a multilingual reference table, a table of measurement conversions, and a listing of international business resources available on the World Wide Web.

The terms are succinctly defined, enabling the reader to quickly grasp their meaning and content. All entries are listed alphabetically, enabling the reader to quickly locate a particular definition. Terms defined in other parts of the dictionary are shown in SMALL CAPITALS.

The size and style of this book is meant to be user-friendly.

The authors of this book would like to thank Ms. Wendy Sleppin, Editor, and the entire editorial staff at Barron's Educational Series, Inc. for their consistently professional and enthusiastic support and guidance.

JJC and SWH

## HOW TO USE THIS BOOK EFFECTIVELY

**Alphabetization:** All entries are alphabetized by word rather than by letter. For example, *advance payment* precedes *advanced technology codes*. When abbreviations or acronyms appear in the main text, they are used as cross-references to the actual term while also appearing in the list of international abbreviations and acronyms in Appendix A.

Where a term has several meanings, they are listed numerically by order of common usage.

**Abbreviations:** There is a separate list of international abbreviations and acronyms in Appendix A. It contains abbreviations found in the text referring to common international business and trading terms, business organizations, and government agencies.

**Cross-References:** Where applicable, other related terms in the context of the definition are referred to using SMALL CAPITALS. Normally, they are printed in small capitals only the first time they are referred to. Terms printed at the end of the definition may be similar or opposite to the defined term and are preceded by the words see also. For example, the definition for SOFT CURRENCY is followed by see also HARD CURRENCY. Where an entry is fully defined at another entry, a reference rather than a definition is provided: for example, FIAS see FOREIGN INVESTMENT ADVISORY SERVICE.

**Parentheses:** Parentheses are used for three purposes:

1. in entry titles to indicate that an abbreviation is commonly used with the same frequency. For example, *FINES, PENALTIES, AND FORFEITURES SYSTEM (FPFS)*.
2. to add understanding to a term. For example, household effects (including personal computers), vehicles, and tools of the trade (including highly technical ones).
3. to clarify which definition is being referred to. For example, see GENERAL LICENSE (GTF—U.S.).

**Examples:** The examples are designed to illustrate international business concepts in a manner that is helpful to the reader.

**Organizations and Associations:** Those organizations and associations that play an active role in international business are included in the dictionary, along with a brief discussion of their mission and location. They are also listed by initials in the list of abbreviations and acronyms in Appendix A.

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# 使用说明

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**字母排序：**所有词条均以字母而非单词为最小单位排序。例如：**ADVANCED PAYMENT** 排列在 **ADVANCED TECHNOLOGY CODES** 之前。有些缩略词作为词条在正文中出现时，会与其完整形式的词条进行相互参照。此外，这些缩略词在附录 A 中也会出现。

**缩略词表：**词典后附有缩略词表，包含词典中出现的词条的缩略形式以及一些相关的商务术语、商务机构和政府机构。

**相互参照：**当某词条在另一词条的释义中被引用时，会以小体大写字母形式出现。参照词条第一次出现在释义中时，会以小体大写字母形式标出。词条的最后可能会写上其同义词或反义词，中间以 *see also* 连接。例如：词条 **SOFT CURRENCY** 之后会加上 *see also* **HARD CURRENCY**。如某个词条的释义与词典中其他词条释义相同时，则该词条将直接引用与其释义相同的词条作为参照，不再另外提供释义。例如：**FIAS** *SEE* FOREIGN INVESTMENT ADVISORY SERVICE。

**圆括号：**词条里的，圆括号通常会出现在以下三种情况中：

1. 表示某个术语被高频使用的缩略形式。例如，**FINES, PENALTIES, AND FORFEITURES SYSTEM (FPFS)**。
2. 加深对术语的理解。例如，household effects (including personal computers), vehicles, and tools of the trade (including highly technical ones)。
3. 表明所指是哪一条释义。例如，*see* **GENERAL LICENSE (GTF-U.S.)**。

**例句：**本词典中的例句旨在帮助读者加深对国际商务概念的理解。

**组织与机构：**在国际贸易中发挥积极作用的组织与机构名称也在词条中出现，并对其使命进行了简单介绍，还按首字母顺序收录在附录 A 中。

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## A

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**AADFI** 【非洲发展筹资机构协会】 *see* ASSOCIATION OF AFRICAN DEVELOPMENT FINANCE INSTITUTIONS.

**AAEI** 【美国进出口商协会】 *see* AMERICAN ASSOCIATION OF EXPORTERS AND IMPORTERS.

**AAIB** 【阿拉伯-非洲国际银行】 *see* ARAB-AFRICAN INTERNATIONAL BANK.

**AAR** 【综合险，保全险】 *see* AGAINST ALL RISKS.

**AATPO** 【非洲贸易促进组织协会】 *see* ASSOCIATION OF AFRICAN TRADE PROMOTION ORGANIZATIONS.

**A.B. or AKTB** 【瑞典股份制公司】 *see* AKTIEBOLAGER.

**ABANDONMENT** 【弃绝，放弃】 the act of refusing delivery of a SHIPMENT so badly damaged in transit that it is worthless; damage to a vessel that is so severe that it is considered a CONSTRUCTIVE TOTAL LOSS. *see also* INSURED VALUE.

**ABBROCHMENT** 【对市场的垄断】 the wholesale purchase of all merchandise intended to be sold in a particular retail market for the purpose of controlling that market.

**ABC** 【美国商业中心】 *see* AMERICAN BUSINESS CENTER.

**ABEDA** 【阿拉伯非洲经济发展银行】 *see* ARAB BANK FOR ECONOMIC DEVELOPMENT IN AFRICA.

**ABI** 【美国商业倡议，自动经纪人界面】 *see* AMERICAN BUSINESS INITIATIVE; AUTOMATED BROKER INTERFACE.

**ABOUT** 【大约，近似】 term used in a LETTER OF CREDIT construed to allow a difference not to exceed 10% more or 10% less than the monetary amount, or the quantity, or the unit price stipulated in the letter of credit. *see also* APPROX, CIRCA.

**ABOVE THE LINE ITEMS** 【线上项目】 *see* AUTONOMOUS TRANSACTIONS.

**ABRAZO** 【拥抱】 a term used in Mexico meaning to embrace. In Mexico and other Latin American countries, there is a greater degree of physical contact between members of the same sex. It is common for men to greet each other with an abrazo (embrace), whereas women may kiss. Hugs, pats on the back, and general physical contact are a part of communication in the Latin CULTURE.

**ABROGATION** 【取消，废除】 a term meaning to nullify, suppress, or negate. The OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC) provides EXPROPRIATION insurance coverage, which protects against any abrogation, REPUDIATION, OR BREACH OF CONCESSIONAL AGREEMENTS between the U.S. company and the foreign government.

**ABSOLUTE ADVANTAGE** 【绝对优势】 a theory initially presented by Adam Smith stating that, because different countries can produce goods

more efficiently than other countries, they should specialize and EXPORT those items that they produce more efficiently and IMPORT those items that they cannot produce or produce less efficiently. *see also* COMPARATIVE ADVANTAGE; NATURAL ADVANTAGE; ACQUIRED ADVANTAGE.

**ABSOLUTE CONTRABAND** 【绝对走私】 *see* CONTRABAND.

**ABSOLUTE QUOTAS** 【绝对配额】 a governmental limit on the quantity of goods that may enter into the commerce of a country within a specified period of time. When an absolute quota is filled, no further goods are allowed in during the specified time period. *see also* ESCAPE CLAUSE; GENERAL AGREEMENT ON TARIFFS AND TRADE (GATT); IMPORT QUOTA; TARIFF RATE QUOTAS.

**ABSORPTION** 【吸收, 支出】 investment and consumption purchases by households, businesses, and governments, both domestic and imported. When absorption exceeds production, the excess is the country's CURRENT ACCOUNT DEFICIT.

**ABTA** 【英国旅行代理商协会】 *see* ASSOCIATION OF BRITISH TRAVEL AGENTS.

**ABU DHABI FUND FOR ARAB ECONOMIC DEVELOPMENT (ADFAED)** 【阿布扎比阿拉伯经济发展基金】 fund promoting economic and social development in African, Arab, and Asian developing countries. Created in July 1971 and beginning operations in September 1974, ADFAED headquarters is in Abu Dhabi, United Arab Emirates.

**ABU SAYYAF** 【阿布沙耶夫武装】 a small Philippine Islamic group fighting to establish an Iranian-style Islamic state in Mindanao.

**ACAB** 【中非银行协会】 *see* ASSOCIATION OF CENTRAL AFRICAN BANKS.

**ACC** 【协调管理委员会, 阿拉伯合作商会】 *see* ADMINISTRATIVE COMMITTEE ON COORDINATION; ARAB COOPERATION COUNCIL.

**ACCELERATED TARIFF ELIMINATION** 【加速关税减让】 a term used when countries agree to speed up TARIFF reductions in accordance with international trade agreements. The ultimate goal of any FREE-TRADE AGREEMENT is the total elimination of TRADE BARRIERS between countries by a certain date. At times, countries will submit requests to accelerate tariff elimination under the free-trade agreement. *see also* CANADA-U.S. FREE TRADE AGREEMENT; FREE TRADE AGREEMENT OF 1989; NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA); TARIFF BARRIER; U.S.-ISRAELI FREE TRADE AGREEMENT.

**ACCEPTABLE USE POLICY (AUP)** 【可接受使用政策】 many computer NETWORKS have policies that restrict the use to which the network may be put. An AUP of some networks does not allow commercial use. Enforcement of AUPs varies with the network. *see also* NATIONAL SCIENCE FOUNDATION.

**ACCEPTANCE** 【承兑, 认付, 接受】

1. a TIME DRAFT or bill of exchange that the DRAWEE has accepted and is unconditionally obligated to pay at maturity. The draft must be presented first for acceptance and then for payment.
2. drawee's act in receiving a DRAFT and entering into the obligation to pay its value at maturity.

3. an agreement to purchase goods under specified terms.

**ACCEPTANCE FINANCING** 【承兑融资】 a method used by exporters to obtain financing on EXPORT transactions. An EXPORTER may need

- preshipment financing to produce or purchase the product or to provide a service or
- postshipment financing.

Banks or other lenders may be willing to buy TIME DRAFTS that a creditworthy FOREIGN BUYER has accepted or agreed to pay at a specified future date. Banks agree to accept the obligations of paying a DRAFT, for a fee; this is called a BANKER'S ACCEPTANCE. *see also* ACCEPTING BANK; DISCOUNTING; DISCOUNTING OF ACCEPTED BILLS OF EXCHANGE; DISCOUNTING OF DRAWING UNDER A LETTER OF CREDIT.

**ACCEPTED BILL OF EXCHANGE** 【承兑汇票】 *see* TRADE ACCEPTANCE.

**ACCEPTED DRAFT** 【已承兑票据】 a BILL OF EXCHANGE accepted by the DRAWEE (ACCEPTOR) by putting his or her signature (ACCEPTANCE) on its face. In doing so, the individual commits to pay the bill upon presentation at maturity. *see also* D/A SIGHT DRAFT; DRAFT; LETTER OF CREDIT.

**ACCEPTING BANK** 【承兑银行】 a financial institution that endorses a SIGHT OR TIME DRAFT for immediate payment. The accepting bank agrees to pay the value of the draft upon maturity or to discount it in favor of the beneficiary prior to maturity. *see also* ACCEPTANCE FINANCING; DRAFT; TRADE ACCEPTANCE.

**ACCEPTOR** 【承兑方】 a party that signs a DRAFT or obligation, thereby agreeing to pay the stated sum at maturity.

**ACCESSION** 【正式加入】 process by which a country becomes a member of an international agreement, such as the GENERAL AGREEMENT ON TRADE AND TARIFFS (GATT) or the EUROPEAN COMMUNITY. Accession to the GATT involves negotiations to determine the specific obligations a nonmember country must undertake before it is entitled to full GATT membership benefits.

**ACCESSIONS** 【增加物, 附加物】 goods affixed to and part of other goods.

**ACCESSORIAL CHARGES** 【附加费】 charges made for additional, special, or supplemental services, normally over and above the LINE HAUL services.

**ACCESSORIAL SERVICES** 【附加服务】 services performed by a shipping line or airline in addition to the normal transportation service.

**ACCOMMODATION** 【调节, 通融】

1. arrangement or engagement made as a favor to another, not dependent upon a consideration received.
2. note or BILL OF EXCHANGE OR BANKER'S ACCEPTANCE that is endorsed, accepted, or drawn by one party (the accommodating party) to benefit another party. The accommodating party generally does not charge or seek compensation for this act.

**ACCOMMODATING TRANSACTIONS** 【通融交易】 below the line items used in international transactions to offset imbalances experienced in

international TRADE. For example, if a country has a TRADE DEFICIT in a given quarter, then gold, official foreign currency reserves, and/or official debt are used as the accommodating transaction to balance international cash flows. *see also* AUTONOMOUS TRANSACTIONS; BALANCE OF PAYMENTS.

**ACCORD** 【协议，和解】 *see* INTERNATIONAL AGREEMENTS.

**ACCORD-CADRE** 【劳资协议】 (French) *see* FRAMEWORK AGREEMENT.

**ACCORD-CADRE FRAMEWORK AGREEMENT** 【劳资框架协议】 (French) a type of collective agreement, otherwise known as a FRAMEWORK AGREEMENT, establishing the goals, patterns, and matters of future collective bargaining between the parties negotiating the agreement and for other secondary levels of collective bargaining. In France these agreements are typically reached both at the level of the overall economy and at individual sectorial levels. The terms *accord d'orientation* and *accord de methode* have the same meaning. The first framework agreements occurred in the 1970s in order to foster collective bargaining and to organize and coordinate the various bargaining levels. More recently there has been a proliferation of framework agreements where collective bargaining is not considered to be sufficient in the areas of technological change, duration and organization of working time, and vocational training.

**ACCORD AND SATISFACTION** 【和解与补偿】 means of discharging a CONTRACT or cause of action by which the parties agree (the accord) to alter their obligations and then perform (the satisfaction) the new obligations.

**ACCORD DE PARTICIPATION** 【利润共享】 (French) *see* PROFIT SHARING.

**ACCOUNT NUMBER** 【账号】 identifying number issued by a CARRIER'S accounting office to identify a SHIPPER and/or CONSIGNEE.

**ACCOUNT PARTY** 【开证申请人，客户方】 APPLICANT at whose request a bank issues a LETTER OF CREDIT (L/C).

**ACCOUNTING EXPOSURE** 【会计风险】 a risk of depreciation or appreciation of entries appearing on an accounting statement due to FOREIGN EXCHANGE fluctuations. *see also* ECONOMIC EXPOSURE; EXCHANGE RATE; FLOATING EXCHANGE RATE; TRANSACTION EXPOSURE; TRANSLATION EXPOSURE.

**ACCREDITIEF** 【信用证】 (Dutch) *see* LETTER OF CREDIT.

**ACCREDITIF** 【信用证】 (French) *see* LETTER OF CREDIT.

**ACCRUAL OF OBLIGATION** 【义务到期】 maturing of an obligation to the date when the obligated party must perform (e.g., as a time draft which must be paid by the drawee on the date stated).

**ACCULTURATION** 【文化适应】 a process of adapting to the cultural differences of a HOST COUNTRY. *see also* CULTURE; ETHNOCENTRISM; POLYCENTRISM.

**ACCT** 【文化技术合作机构】 *see* AGENCE DE COOPERATION CULTERELLE ET TECHNIQUE.

**ACDA** 【军事管制和裁军处】 *see* ARMS CONTROL AND DISARMAMENT AGENCY.

**ACE** 【自动商业环境】 *see* AUTOMATED COMMERCIAL ENVIRONMENT.

**ACEP** 【出口政策咨询委员会】 *see* ADVISORY COMMITTEE ON EXPORT POLICY.

**ACM** 【阿拉伯共同市场】 *see* ARAB COMMON MARKET.

**ACQUIRED ADVANTAGE** 【获得优势，后天优势】 a trade theory that states that a country acquires an advantage in the production of goods through technology rather than available resources. *see also* ABSOLUTE ADVANTAGE; COMPARATIVE ADVANTAGE; NATURAL ADVANTAGE.

**ACQUIRED GROUP MEMBERSHIP** 【后天文化归属】 cultural affiliations not determined by birth: examples include religious, political affiliation, professional and other membership associations. *see also* ASCRIBED GROUP MEMBERSHIP; CULTURE.

**ACQUISITION** 【兼并，收购】 the taking over of one company by another company.

**ACROSS THE BOARD TARIFF REDUCTIONS** 【跨境关税减扣】 an agreement between GATT members to reduce all TARIFFS by a fixed percentage in all member countries. *see also* GENERAL AGREEMENT ON TARIFF AND TRADE (GATT); ITEM-BY-ITEM TARIFF REDUCTIONS; LINEAR REDUCTION IN TARIFFS.

**ACT** 【法案，法令】 *see* AMAZONIAN COOPERATION TREATY.

**ACT OF GOD** 【天灾，不可抗力】 an act of nature beyond man's control such as lightning, flood, earthquake, or hurricane. Many SHIPPING and other performance CONTRACTS include a FORCE MAJEURE clause that excuses a party who breaches the CONTRACT due to acts of God. *see also* CASUS MAJOR.

**ACT OF STATE DOCTRINE** 【国家主权原则法案】 international law that states that a sovereign country can legally do what it likes within its own borders. *see also* SOVEREIGN.

**ACTION EX CONTRACTU** 【契约诉讼】 legal action for breach of a promise stated in an express or implied CONTRACT.

**ACTION EX DELICTO** 【侵权诉讼】

1. a legal action for a breach of a DUTY that is not stated in a CONTRACT but arises from the contract.
2. a legal action that arises from a wrongful act, such as fraud.

**ACTIVE INCOME** 【主动收入】 income derived from the ongoing activity of trade or business. *see also* PASSIVE INCOME.

**ACTPN** 【贸易政策协商咨询委员会】 *see* ADVISORY COMMITTEE ON TRADE POLICY AND NEGOTIATIONS.

**ACTUAL VALUE** 【实际价值】 the value for CUSTOMS purposes of imported goods based on similar or like values of goods offered for sale in competitive situations.

**ACU** 【亚洲清算联盟】 *see* ASIAN CLEARING UNION.

**AD VALOREM** 【按价，从价】 according to value. Any charge, tax, or DUTY that is applied as a percentage of value. Example: a 10% ad valorem tax applied to an item valued at \$100.00 (10% × 100) would equal \$10.00.

**AD VALOREM DUTY (AD VAL)** 【从价税】 *see* AD VALOREM; DUTY.

**AD VALOREM EQUIVALENT (AVE)** 【从价等值】rate of DUTY that would have been required on dutiable IMPORTS if the U.S. CUSTOMS value of such imports were based on the U.S. PORT OF ENTRY value.

**ADAPTATION** 【顺应】a global marketing strategy wherein the producer adapts products or services to the needs of foreign consumers. Adaptation can occur in areas such as packaging, pricing, sales promotion, advertising, distribution, and sales service. *see also* STANDARDIZE.

**ADB** 【亚洲发展银行】*see* ASIAN DEVELOPMENT BANK.

**ADDRESS** 【地址】three types of INTERNET common addresses:

- E-MAIL ADDRESS.
- IP, INTERNET, OR INTERNET ADDRESS.
- hardware OR MAC ADDRESS.

**ADDRESS OF RECORD** 【正式地址，注册地址】official or primary location for an individual, company, or other organization.

**ADELA GROUP (ADELA)** 【拉丁美洲大西洋共同体开发组织】Atlantic Community Development Group for Latin America (Fondo De Desarrollo De La Comunidad Atlantica Para America Latina).

**ADF** 【非洲发展基金会，亚洲发展基金会】*see* AFRICAN DEVELOPMENT FOUNDATION; ASIAN DEVELOPMENT FUND.

**ADFAED** 【阿布扎比阿拉伯经济发展基金】*see* ABU DHABI FUND FOR ARAB ECONOMIC DEVELOPMENT.

**ADHESION CONTRACT** 【附和合同，服从契约，定式合同】CONTRACT with standard, often printed, terms for sale of goods and services offered to consumers who usually cannot negotiate any of the terms and cannot acquire the product unless they agree to the terms.

**ADJUDICATION** 【裁决，仲裁】a process of settling disputes through a recognized court. *see also* ARBITRATION, INTERNATIONAL COURT OF JUSTICE (ICJ).

**ADJUSTABLE PEG** 【可调固定汇率】a system of FIXED EXCHANGE RATES with occasional DEVALUATION when situations warrant.

**ADJUSTMENT** 【调整】*see* ADJUSTMENT POLICIES.

**ADJUSTMENT ASSISTANCE** 【调整性援助】financial training and reemployment technical assistance to workers, including technical assistance to firms and industries, to help them cope with adjustment difficulties arising from increased IMPORT competition; *see also* TRADE ACT OF 1974; TRADE ADJUSTMENT ASSISTANCE (TAA).

**ADJUSTMENT POLICIES** 【调整政策】measures taken by governments to correct a BALANCE OF PAYMENT disequilibrium. *see also* EXCHANGE CONTROLS; FISCAL POLICY; MONETARY POLICY; NONTARIFF BARRIERS (NTBS); TARIFF BARRIERS; VOLUNTARY EXPORT RESTRAINTS (VER).

**ADMINISTRACION NACIONAL DE TELECOMUNICACIONES (ANTEL)** 【乌拉圭国家电信管理局】a company that supplies telephone and telecommunications in Uruguay. ANTEL operates a network of domestic and international direct dialing telephone, TELEX, telefax, and data transmission services.

**ADMINISTRATIVE AGENCY** 【管理机构】 government unit accountable and responsible for the implementation of legislation. For example, the U.S. INTERNATIONAL TRADE COMMISSION (ITC) is an administrative agency responsible for the investigation of DUMPING complaints brought to its attention by industries in the United States. *see also* ADMINISTRATIVE LAW; TRADE ACT OF 1974.

**ADMINISTRATIVE COMMITTEE ON COORDINATION (ACC)** 【（联合国）协调管理委员会】 the ACC was established by the UNITED NATIONS in 1946 and is composed of the Secretary-General of the United Nations and the executive heads of the specialized agencies and the INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA). Its purpose is to supervise the implementation of the agreements between the United Nations and the specialized agencies as well as to ensure the full coordination of activities of these bodies. The ACC carries out its work through its set of committees, sub-committees, and ad hoc bodies to perform particular tasks.

**ADMINISTRATIVE EXCEPTION NOTES** 【行政例外记录】 description of COMMODITIES that can be approved solely at a nation's discretion. Using national discretion (also called administrative exception), a member nation of the COORDINATING COMMITTEE FOR MULTILATERAL EXPORT CONTROLS (COCOM) may approve COMMODITY exports on its own, but COCOM must be notified after the fact.

**ADMINISTRATIVE LAW** 【行政管理法】 legislation governing the actions of administrative agencies. *see also* ADMINISTRATIVE AGENCY.

**ADMINISTRATIVE LAW JUDGE** 【行政法官】 a jurist responsible for overseeing civil matters in the United States. *see also* DETERMINATION.

**ADMINISTRATIVE NOTES** 【行政记录】 *see* ADMINISTRATIVE EXCEPTION NOTES.

**ADMINISTRATIVE PROTECTIVE ORDER (APO)** 【行政保护命令，行政保护令】 protective order issued by an American federal administrative agency to protect proprietary data obtained during an administrative proceeding. Within the U.S. DEPARTMENT OF COMMERCE, APO is most frequently used in connection with the ANTIDUMPING/COUNTERVAILING DUTY SYSTEM and COUNTERVAILING DUTY investigations to prohibit opposing counsel from releasing data. The term is also applied in connection with the civil enforcement of EXPORT control laws to protect against the disclosure of sensitive national security information and information provided by companies being investigated for violations.

**ADMINISTRATIVE REVIEW** 【行政审查】 annual review and determination by the U.S. DEPARTMENT OF COMMERCE'S INTERNATIONAL TRADE ADMINISTRATION of the amount of any ANTIDUMPING DUTY, beginning on the anniversary of the date of publication of an ANTIDUMPING DUTY ORDER, if an interested party requests such a review. The results of this review are published in the U.S. FEDERAL REGISTER noting any antidumping duty to be assessed, estimated DUTY to be deposited, or a suspended investigation to be resumed. *see also* TARIFF ACT OF 1930.

**ADMIRALTY** 【海事】 any civil or criminal matter having to do with maritime law.

**ADMIRALTY COURT** 【海事法庭】 court of law that has jurisdiction over maritime legal issues.

**ADMISSION TEMPORAIRE** 【免税进口, 临时允许进口】 free entry of normally DUTIABLE goods. *see also* AD VALOREM DUTY; COMPOUND DUTY; DUTY; SPECIFIC DUTY.

**ADRs** 【提前决定裁决, 美国存托凭证】 *see* ADVANCE DETERMINATION RULINGS; AMERICAN DEPOSITORY RECEIPTS.

**ADS** 【代理商/分销商服务】 *see* AGENT/DISTRIBUTOR SERVICE.

**ADUANA** 【海关, 关税】 Spanish term for customs. Aduana is also used when referring to CUSTOMS DUTY.

**ADVANCE AGAINST COLLECTION** 【托收垫款】 short-term loan or credit extended to a seller (usually the exporter) by the seller's bank after the buyer (generally the importer) has accepted a DRAFT.

**ADVANCE ARRANGEMENTS** 【预先安排】 transportation arrangements for CARGO that requires special handling (e.g., hazardous cargo, overweight, oversized, over normal quantity, time sensitive, shipped unpacked, live animals). Not every carrier can or will transport every kind of cargo.

**ADVANCE DEPOSIT ACCOUNT/EXPRESS MAIL** 【预缴押金账户/快邮】 a centralized advance deposit account at the U.S. Postal Service for International Express Mail.

**ADVANCE DETERMINATION RULINGS (ADRs)** 【提前决定裁决】 an application to the U.S. Internal Revenue Service to determine whether or not the TRANSFER PRICE policy of a MULTINATIONAL CORPORATION is appropriate.

**ADVANCE IMPORT DEPOSITS** 【进口预先存款, 进口存款预交制】 a form of FOREIGN EXCHANGE control requiring importers to deposit a percentage of the value of the product being imported for a required period of time. This method is used in countries that have limited amounts of FOREIGN EXCHANGE. *see also* CONVERTIBLE CURRENCY; HARD CURRENCY; IMPORT LICENSE; SOFT CURRENCY.

**ADVANCE PAYMENT** 【预支付, 预付金】 *see* PAYMENT IN ADVANCE.

**ADVANCED TECHNOLOGY CODES** 【先进技术准则】 *see* ADVANCED TECHNOLOGY PRODUCTS.

**ADVANCED TECHNOLOGY PRODUCTS** 【先进技术产品】 500 of some 22,000 COMMODITY classification codes used in reporting U.S. merchandise TRADE are identified with advanced technology codes if they meet the following criteria:

- The code contains products whose technology is from a recognized high-technology field (e.g., biotechnology);
- These products represent leading edge technology in that field; and
- Such products constitute a significant part of all items covered in the selected classification code.

**ADVICE** 【通知, 通告】

1. report from one party informing another party of an occurrence of some business transaction (e.g., shipment, collection, or manufacture).



2. notification by an advising bank on behalf of the issuing bank informing a beneficiary of the terms of a LETTER OF CREDIT (L/C).

**ADVICE OF ACCEPTANCE** 【承兑通知】 statement from the collecting BANK to the bank from which the COLLECTION ORDER was received confirming the amount, amounts collected, charges, disbursements, expenses, and disposal of funds. *see also* ADVICE OF FATE.

**ADVICE OF FATE** 【能否兑现通知】 statement from the collecting BANK to the bank from which the COLLECTION ORDER was received confirming the status of the collection. *see also* ADVICE OF ACCEPTANCE; ADVICE OF NONACCEPTANCE.

**ADVICE OF NONACCEPTANCE** 【拒绝承兑通知】 statement sent by the collecting BANK to the bank from which the COLLECTION ORDER was received advising nonpayment or nonacceptance. *see also* ADVICE OF FATE.

**ADVICE OF NONPAYMENT** 【拒绝支付通知】 *see* ADVICE OF NONACCEPTANCE.

**ADVISED CREDIT** 【通知信用证】 LETTER OF CREDIT whose terms and conditions have been confirmed by a BANK.

**ADVISING BANK** 【通知行】 a BANK, operating in the EXPORTER'S country, that handles LETTERS OF CREDIT for a foreign bank by notifying the exporter firm that the credit has been opened in its favor. The advising bank fully informs the exporter of the conditions of the letter of credit without necessarily bearing responsibility. *see also* BENEFICIARY.

**ADVISORY COMMITTEE FOR THE CO-ORDINATION OF INFORMATION SYSTEMS (ACCIS)** 【信息系统协调咨询委员会】 a UNITED NATIONS subcommittee of the UN ADMINISTRATIVE COMMITTEE ON COORDINATION (ACC) and composed of representatives of all participating United Nations organizations. Established in 1983, ACCIS works to facilitate access by member states to United Nations' information and to promote the improvement of the information infrastructure within the United Nations system. Its mandate includes an advisory service to United Nations system organizations on proposals for the creation of new information systems, seeking to avoid unnecessary duplication within the current United Nations system. Working through temporary technical panels, ACCIS promotes the use of common standards to enhance compatibility of information systems.

**ADVISORY COMMITTEE ON EXPORT POLICY (ACEP)** 【出口政策咨询委员会】 U.S. federal interagency dispute resolution body that operates at the Assistant Secretary level. ACEP is chaired by the U.S. DEPARTMENT OF COMMERCE. Its membership includes the U.S. Departments of Defense, Energy, and State; the Arms Control and Disarmament Agency; and the intelligence community. Disputes not resolved by the ACEP must be addressed by the EXPORT ADMINISTRATION REVIEW BOARD within specific time frames set forth under a U.S. National Security Directive.

**ADVISORY COMMITTEE ON TRADE POLICY AND NEGOTIATIONS (ACTPN)** 【贸易政策与协商咨询委员会】 committee (membership of 45; 2-year terms) appointed by the President of the United States to provide advice on matters of TRADE policy and related issues, including TRADE AGREEMENTS. The TRADE ACT OF 1974 requires the ACTPN's establishment