

全国高等院校经管专业双语教材
全国高等院校商务英语专业规划教材
“十二五”高等院校国际经济与贸易专业规划教材

国际 贸易理论与实务

(第二版)

(英文版)

International Trade Theory and Practice (Second Edition)

张素芳 编著



对外经济贸易大学出版社

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出版说明

随着中国与世界日益频繁的经济互动，用国际上的通用语言来思考、交流、工作的能力也越来越受到重视，既具有扎实专业知识又掌握娴熟外语的复合型人才成为现今市场的主要需求。双语教学就是在这种背景下顺应时代的产物。

根据教育部高等教育司的定义，双语教学是指将母语外的另一种外国语言直接应用于非语言类课程教学，并使外语与学科知识同步获取的一种教学模式。双语教学体现了现代教育思想，融外语与学科知识教学于一体，注重提高学生专业外语水平和直接使用外语从事科研的能力；注重促进学生专业知识、外语水平及能力素质的全面发展，增强学生直接使用外语从事国际经贸的涉外能力、适应能力以及国际商务实战技能。

为了适应市场需求和高校教学需要，对外经济贸易大学出版社组织编写了这套全国高等院校经管专业双语教材，主要适用于全国高等院校经管、金融、法律等专业、商务英语专业和英语专业的商务/应用/外贸英语方向的学生。

本系列每本教材的编著均遵循“user-friendly”（方便使用者）的指导思想，从体例安排到语言风格均旨在满足使用者（包括教授方与学习方）的实际需求，力图避免外文原版教材在体例与内容上使中国学习者“水土不服”的弊端。整套教材内容包括《国际贸易理论与实务（英文版）（第二版）》、《国际贸易理论与实务（英文版）辅导用书（第二版）》、《国际贸易实务（英文版）》、《国际贸易实务（英文版）辅导用书》、《国际金融（英文版）》、《国际贸易法（英文版）》、《国际商务管理概论（英文版）》、《基础会计（英文版）》、《基础会计（英文版）辅导用书》、《新编国际结算与案例（英文版）》等。本系列教材将从国内高等院校的教学实际出发，随着高校双语教学的发展而扩充完善。

本套教材的编写队伍来自全国重点高等本科院校，编写教师均有着双语实际教学经验，这是本套教材编写质量的重要保证。

对外经济贸易大学出版社

2010年6月

前

言



本书自 2003 年首版至今，已重印 9 次。本书能得到市场的“追捧”，虽属意料之外，也在情理之中。当时我国高校双语教学刚刚起步，鲜有合适教材。但是，囿于教学经验有限，参考资料奇缺，为应燃眉之急而编写的此版双语教材，也留下了一些遗憾。值得欣慰的是，今天编写条件有了很大改善。一方面，六年多的教学探索，提供了有力的实践支撑；另一方面，现代网络提供了极其丰富的学术资源。

经过笔者近一年夜以继日的劳作，本书第二版的编写工作终于完成。实际上，本书与其说是再版，毋宁说是新书，因为它仅保留了原书三分之一左右的内容。

双语教学的基本理念是通过专业课程教学与英语语言教学的高度融合，使学生在过程中不仅掌握专业知识与技能，而且在专业英语水平上有显著提高。基于此种理念，本课程的教学目标确定为：（1）帮助学生理解国际贸易的基本理论、政策和措施，掌握国际货物买卖合同的基本条款，懂得合同洽谈与签订的法律程序，熟悉进出口合同履行各个环节的具体内容及注意问题；（2）提高学生借助英语阅读专业文献、获取最新专业信息、进行专业国际交流等方面的能力；（3）帮助学生从语言学习性阅读顺利过渡到语言应用性阅读，巩固和提高学生的英语水平。

本书分为两大部分：第一部分为国际贸易理论与政策，第二部分为国际贸易实务。两部分既可单独使用，也可同时使用。“国际贸易”课程可使用第一部分，即第 1 章至第 10 章；“国际贸易实务”课程可使用第二部分，即第 11 章至第 18 章；“国际贸易理论与实务”课程则可使用整本教材。

与第一版相比，本教材有如下变化：（1）国际贸易理论部分由原来的一章扩充为三章，使理论内容更加充实；（2）各章内容都进行了必要的修改，尤其是增加了“栏目（BOX）”形式，对基本知识进行补充；（3）应用微观经济学的基本经济分析工具，分析国际贸易理论与政策；（4）使用较多的注释对概念进行进一步解释；（5）对英文专门术语及生词均附注中文，以统一专门术语的中文翻译，也省去学生查阅字典的时间。

与本书配套的《练习册》，也由对外经济贸易大学出版社同期出版。与本书相对应，《练习册》也分 18 章，内容包括概览、教学目的、小结、练习（含名词解释、思考题、选择题、判断题、计算题、案例分析题等）及答案，此外，还有一套考试样卷及答案。

本教材适合国际经济与贸易专业、金融学专业及国际经济学专业的本科生,以及具有大学英语四级水平和微观经济学基本知识,从事或准备从事国际经济贸易工作的读者使用。

本书得以出版应感谢对外经济贸易大学出版社的大力支持,感谢教育部国家级双语教学示范课程项目(项目号:XM0823)提供的经费资助,感谢GOOGLE公司提供的极其丰富的英文电子图书。编写过程中参考了大量国内外文献,在此向各位作者一并致谢!

书中不妥和疏漏之处,恳请读者指正!请与我联系!

此外,本书配有教学课件(PPT),供教师教学参考,请登录 www.uibep.com 下载。

张素芳

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2010年3月

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reface ■ ■ ■ □

The first edition of *International Trade Theory and Practice* has been reprinted nine times since it was initially published in 2003. Its popularity is beyond my expectations; but within reason, because bilingual teaching in China's higher education at that time was just starting and few textbooks were available. However, this edition has left some regrets due to my limited bilingual teaching experience, extremely scarce reference books and time constraints in compilation back then. Fortunately, today, the preparation conditions have greatly improved: on the one hand, more than six years' bilingual teaching experience of mine offers a strong practical support; on the other hand, modern network provides a great deal of academic resources.

I have worked day and night for nearly one year to prepare this manuscript and it is of great pleasure to see this new edition to its completion. As a matter of fact, this text is not so much a new edition as a new book, as it retains only about one-third of the first edition.

The basic idea of bilingual teaching is to help students not only master professional knowledge and skills, but also improve their professional English significantly through the integration of professional instruction and English language teaching. As such, the teaching objectives of this course are identified as: (1) to help students comprehend the basic theories and policies of international trade, to grasp the basic provisions of the import and export contracts, to understand the process of negotiation and formation of the contract from a legal point of view, and to be familiar with the details of performing import and export contracts; (2) to enhance students' capability in reading professional literatures, obtaining the latest professional information, and professional communication with the help of English; (3) to help students change their way of studying English from a theoretical approach to a hands-on applied approach, in order to consolidate and improve their English proficiency.

The book is divided into two halves, devoted to trade theory and policy questions and to trade practice questions. The two halves can either be used alone or simultaneously. Thus, the course on "International Trade" can be based on Chapter 1 through Chapter 10, and the course on "International Trade Practice" can be based on Chapter 11 through Chapter 18, and the course on

“International Trade Theory and Practice” can be based on the whole book.

Compared with the first edition, this textbook has the following distinctive changes: (1) Expanding the part of international trade theory from one chapter to three chapters, so that the contents of trade theory are more substantial; (2) Necessary revisions have been made to all chapters, particularly “BOX”s are added to complement the basic knowledge; (3) Basic economic analysis tools of micro-economics are employed to analyze international trade theories and policies; (4) More explanatory notes are used to explain terms or concepts; (5) All key terms and new words are noted in Chinese to uniform the Chinese translations of key terms as well as save students' time in looking up the dictionary.

This book is accompanied by a *Workbook* which is also published by the University of International Business Economics Press, around the same time. Corresponding to this book, the *Workbook* also covers 18 chapters, incorporating overview, teaching purpose, summary, sample examine questions (including defining the concepts, questions and problems, multiple choice questions, true or false question, case study, calculation, etc.) and answers. In addition, there is a set of review questions and answers.

The readership of this book are undergraduate students majoring in International Economics and Trade, Finance or International Economics, as well as those who have passed the CET-4 (College English Test Band Four) and have basic knowledge of microeconomics and are now engaging in or prepared to engage in international economics and trade activities.

I would like to thank the University of International Business Economics Press for publishing this book. I am also indebted to the support of the State-level Bilingual Teaching Demonstration Project (No. XM0823) funded by the the Ministry of Education of the PRC. Thanks also to GOOGLE for providing extremely resourceful English e-books. Finally I am grateful to the authors whose works have been consulted in my preparing this manuscript.

I would appreciate any comments, corrections, or suggestions that faculty or students wish to make so I can continue to improve this text in the years ahead. Please contact me!

Sufang Zhang

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