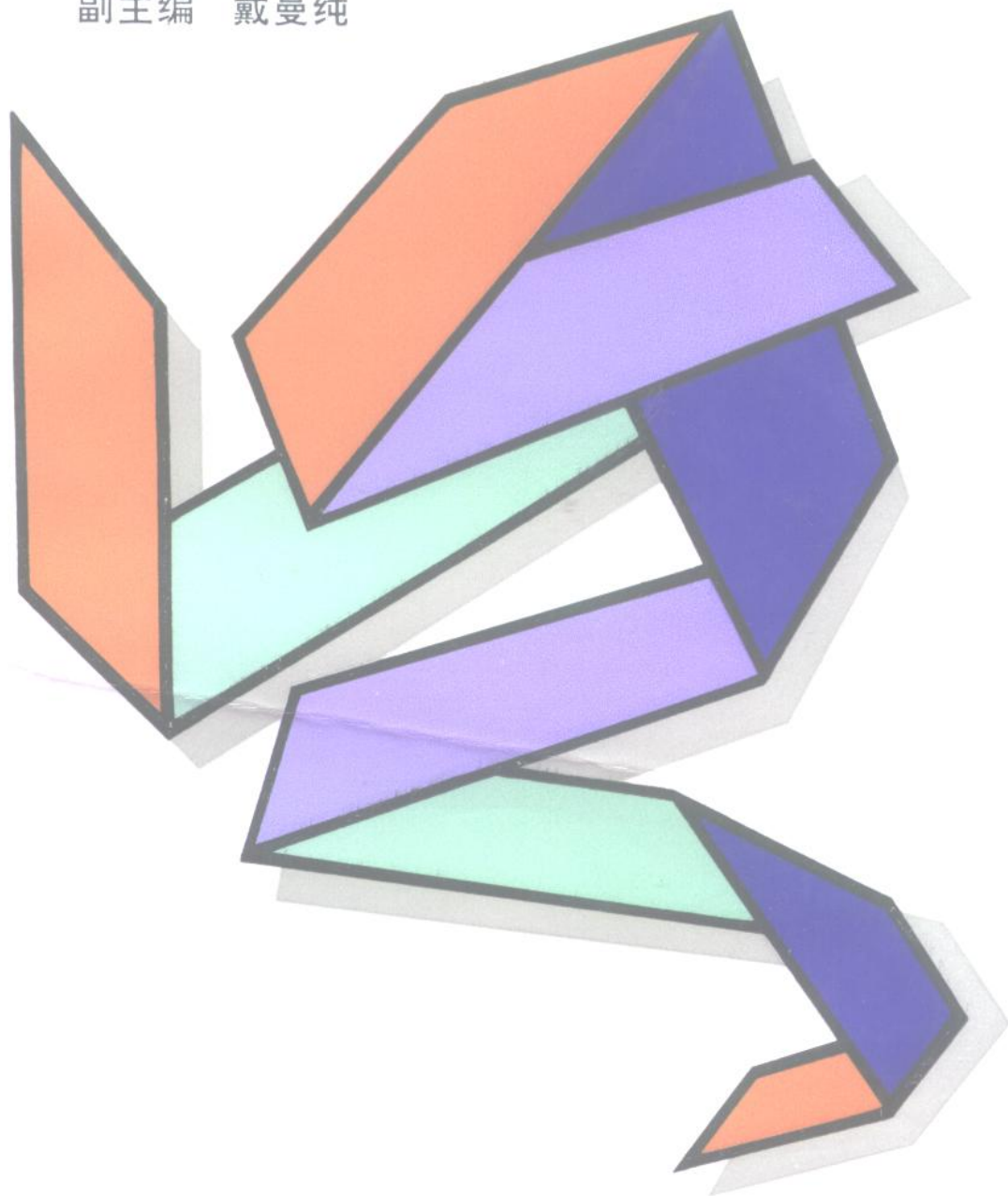


# 经贸英语测试

BUSINESS ENGLISH TEST

主 编 肖云南  
副主编 戴曼纯



华中理工大学出版社



Business  
English  
Test

# 经贸英语测试

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## 内 容 简 介

本书设计时,根据经贸专业英语基本内容,采纳了目前国内外通用的英语测试题型。全书分为阅读理解、词汇、语法结构、改错、完形填空、翻译、写作、参考答案等八个部分。这种分类编排的形式,便于学习者根据个人情况与专业需要灵活机动地使用。既可以侧重训练语言技能,又可以拼配成若干套综合测试题。书中配有对各部分考题的使用说明以供读者参考。

本书适合于目前我国为数众多的经济、贸易、金融、会计、饭店管理、外贸英语等专业学生作为专业英语综合测试之用;也适合经贸部门的外销人员、金融与会计部门的工作人员测试专业英语能力之用。

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## PREFACE

## 前 言

为了培养我国涉外经济部门所需要的既能熟练掌握英语又能从事对外经贸工作的复合型人才,我们根据各高校相关经贸专业英语的课程设置而编写了“经贸英语系列教程”。此系列教程可供国际贸易、国际金融、涉外财会、旅游饭店管理、经济管理、商贸英语等专业的学生作为专业英语教材使用,亦可供具有一定英语基础的经贸工作者学习参考。

本系列教程注重英语语言能力的培养和经贸专业基础知识的传授,包括经济、贸易、金融、会计、旅游饭店管理等专业英语阅读,国际贸易英语听说训练,国际贸易单证实务操作,实用外贸英语函电,经贸英语测试等内容。各册内容完整,自成体系,均配有使用说明、分类练习、部分参考答案和译文,听说部分配有录音磁带,便于读者自修。

本教程的多数编者长期从事 ESP (English for Specific Purpose) 的教学与研究。系列教程中的大部分教材已在相关高校试用多年,反应良好。

全套系列教程由湖南大学国际商学院总体策划,由湖南大学国际商学院、湖南大学人文学院、湖南财经学院、长沙铁道学院、湖南商学院、湘潭师范学院、湖南财经高等专科学校、湘潭机电高等专科学校合作编写。华中理工大学出版社和湖南大学教材科对本系列教程的组编与出版工作给予了大力支持,在此表示衷心地感谢。

《经贸英语测试》是经贸英语系列教程配套材料之一。全书分阅读理解、词汇、语法结构、改错、完形填空、翻译、写作、参考答案等八个部分。作者姓名(大致按第一~八部分的编写顺序排列):肖云南、刘梅平、王胜利、刘正光、戴曼纯、廖光蓉、李明清、薄湘平。肖云南负责拟定编写大纲、统稿和审稿,并撰写了内容简介和使用说明。戴曼纯协助拟定编写大纲与审稿。

本书各类题型的题干内容取材于大量国内外书刊(见参考书目)。我们在设计考题时,参阅了国内外一些专家有关语言测试理论与方法的专著,获益匪浅,在此向各位专家和作者表示感谢。

由于时间仓促,教学任务繁重,编者水平与经验均有限,书中不妥之处在所难免,敬请广大读者批评指正。

编 者

1996 年 6 月

## DIRECTIONS

### 使用说明

《经贸英语测试》是为经济、贸易、金融、会计、管理、外贸英语等专业的学生测试专业英语能力而编写的。亦可供各经贸部门的外销员、经贸工作者自学自测。本书可以在学习经贸英语系列教程中,用作综合测试训练。全书共分八部分:

**第一部分 阅读理解(Part 1. Reading Comprehension):**共40篇短文,内容包括经济学家简介和经济、贸易、金融、会计、旅游饭店管理等专业基本概念的介绍。每篇短文大约300个词,短文后有五个问题,考生应根据文章内容从每题四个选择项中选出一个最佳答案。阅读理解部分的目的是测试学生通过阅读获取专业信息的能力,既要求准确,也要求有一定的速度。每篇考试时间可限定在8分钟内。

**第二部分 词汇(Part 2. Vocabulary):**共10套题,每套包含20小题,考试时间可限定在15分钟内。题目中有60%为英语常用词和词组的用法,40%为经贸专业术语用法,要求考生从每题四个选择项中选出一个最佳答案。词汇用法部分的目的是测试考生的词汇量与运用词汇的能力。

**第三部分 语法结构(Part 3. Structure):**共10套题,每套包含20小题,考试时间可限定在15分钟内。语法结构部分的目的是测试考生对经贸英语中经常使用的惯用结构及基本语法知识的运用能力。

**第四部分 改错(Part 4. Error Correction):**共10套题,每套包含20小题,每小题用横线标出四个选择项,其中有一个错误,要求考生辨认出来,并更正在空括号中。每套题的考试时间可限定在18分钟内。改错部分的目的在于测试考生运用英语语法知识的能力。考生不仅要能识别错误,而且要能够加以更正。这种测试形式比较前一部分的难度更大。

**第五部分 完形填空(Part 5. Cloze):**共10套题。每套包含20小题,考试时间15分钟。在每篇以经贸专业内容为题材、难度适中的短文(约200多个词)中留有20个空白,每个空白为一题,每题有四个选择项,要求考生在全面理解内容的基础上选择一个最佳答案,使短文的意思和结构恢复完整。填空的词项包括结构词和实义词。完形填空部分的目的在于测试考生根据上下文理解词意与结构的能力。它是一种考核学习者阅读能力、语法结构与用词搭配等能力的综合测试手段。

**第六部分 翻译(Part 6. Translation):**共100个句子。每个句子的考试时间可限定在3分钟内。这些句子主要取材于经贸英语系列教

程中的《经贸英语概览》、《饭店英语》、《会计英语》、《金融英语》,上海外语教育出版社出版的《财经专业英语》等多种目前国内使用的经贸专业英语阅读课文。在选材中我们尽力注意了句子的独立完整性,在没有上下文的情况下,考生只要达到了一定的英语水平,同时掌握了经贸专业常用术语和基本理论知识,就完全可以确切理解和翻译这些句子。为了提高翻译测试的信度与效度,本书在所提供的参考汉语译句中,对每个句子都标出了三条横线,作为参考评分点。全句结构分可定在全句总分的 1/4 上。我们认为翻译测试在专业英语教学中或业务考核中都是不可缺少的。它主要测试考生对专业英语书面材料的确切理解以及对语法结构和词语表达知识的综合运用能力。

**第七部分 写作(Part 7. Writing):** 共 10 套题。每套为一个指定性作文,考试时间为 30 分钟。要求考生就试卷给出的条件写出一篇约 120—150 词的短文。并能够正确表达思想,无重大语法错误。写作部分的内容全部在经贸工作者常常遇到的写作范围内,诸如市场调查报告、申请做代理商、求职申请书、经济进展分析、股市行情分析、广告、询价函、提价通知、实盘函、电报破译等等。

**第八部分 参考答案(Part 8. Keys for Reference):** 它按一至七部分的题目顺序提供了全部参考答案。

本书所涉及的经贸专业知识和英语语言知识应为一般经贸专业本科毕业生普遍掌握的内容。为了方便经济、贸易、金融、会计、饭店管理、外贸英语等专业根据各自专业侧重点选题,全书分题型编排,阅读和翻译部分的题目也尽量按专业内容排列。使用者可以选择某一部分进行重点训练,也可以拼配成若干套综合测试题。我们建议选题时应注意易、中、难三结合。一般易的占 25%,中的占 50%,难的占 25%较为适宜。总之,使用者可以根据各自的具体情况与需要有选择地、灵活地使用本书。



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## Reading Comprehension

## 阅 读 理 解

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**Directions:** *There are 40 reading passages in this part. Each passage is followed by some questions or unfinished statements. Each of them has four choices marked a, b, c, and d. You should decide on the best choice and mark your answer with a single line through the centre of the corresponding letter.*

(8 minutes for each passage)

**Passage 1**

Paul Samuelson (1915— ), who in 1970 became the first American to receive a Nobel Prize in economics, is one of the world's most widely known economists, and some would argue that he is the greatest contemporary economist. Millions of college students both in the United States and abroad have used his introductory textbook, which first appeared nearly 40 years ago. In addition, millions of readers of American and foreign newspapers and magazines have been influenced by his articles on economic policies.

Samuelson received a bachelor's degree from the University of Chicago in 1935 and a doctorate in economics from Harvard University in 1941. At the age of 32, he became a full professor at Massachusetts Institute of Technology. Professional economists throughout the world have studied and been led toward further research by the extraordinary range of Samuelson's scientific work, which includes hundreds of papers and several books. Samuelson pioneered the use of mathematics in economics. His first book *Foundations of Economic Analysis* (1947), gave precise mathematical meaning to much of economic reasoning, thus breaking new ground by making economics a more precise and scientific discipline.

Samuelson has been a leading spokesman for Keynesian economics, a school of economic thought named after the British economist John Maynard Keynes. He also has been a leading critic of another school of economic thought known as monetarism. Samuelson believes that the government can and should use its spending and taxing powers to influence the level of total

spending in the economy to control unemployment and inflation.

1. Paul Samuelson is \_\_\_\_\_.
  - a. an American economist
  - b. an American mathematician
  - c. an American leading spokesman
  - d. Both a and b.
2. Millions of students and readers have been influenced by \_\_\_\_\_.
  - a. his extraordinary ideas
  - b. his introductory text book
  - c. foreign newspapers and magazines
  - d. his articles on economic policies
3. Samuelson received \_\_\_\_\_.
  - a. a Nobel Prize in economics in 1970
  - b. a bachelor's degree in 1935
  - c. a doctorate in 1941
  - d. All of the above.
4. What was his outstanding contribution in economics?
  - a. He pioneered the use of mathematics in economics.
  - b. He gave a more precise and scientific discipline for students.
  - c. He has been a leading spokesman for Keynesian economics.
  - d. He suggested the government should use its spending and taxing powers.
5. Samuelson believes that unemployment and inflation can be controlled by \_\_\_\_\_.
  - a. making economics a more precise and scientific discipline
  - b. the use of government's spending and taxing powers
  - c. the government's economic policy
  - d. Both b and c.

## Passage 2

Adam Smith (1723—1790), who was affectionately called “a shy and absent-minded scholar” by his contemporaries, revolutionized the economic world with the publication of his book *The Wealth of Nations* in 1776. Because of the ideas expounded in this book, Smith is generally credited with championing the economic freedom, industrialization, and prosperity that characterized the Western world during the nineteenth century.

At the age of 28, the Scottish-born Smith became a professor of logic and moral philosophy at the University of Glasgow. His studies led him to believe that people always act in their own best interests. Individual self-interest, he contended, was not a curse but a powerful vehicle for economic progress. He argued that if individuals were allowed to pursue their own interests free from government interference, they would be led as if by an “invisible hand” to promote what was best for society as a whole.

Smith also promoted other revolutionary ideas. He argued that the wealth of a nation did not lie with gold and silver, as was commonly thought, but rather was determined by the goods and services available to the people. In

addition, he recognized the advantages of the division of labor. To Smith, it was more productive for a worker to become skilled at and complete a particular task in a job than it was for the worker to do the entire job alone. Such greater productivity would in turn lead to greater wealth for individuals.

Smith's ideas paved the way for the systematic study of economics. Later economists were to build on Smith's foundation. Because of his approach to economic questions, his organization of the discipline, and his substantive theory, Adam Smith is generally regarded as the founder of economics.

1. Adam Smith was \_\_\_\_\_.
  - a. a founder of economics
  - b. a shy and absent-minded scholar
  - c. the author of The Wealth of Nations
  - d. All of the above.
2. Because of the ideas expounded in The Wealth of Nations, Smith is \_\_\_\_\_.
  - a. believed as the person who spoke of the economic freedom and industrialization in the Western world
  - b. marked difference from other economists
  - c. considered as a revolutionary
  - d. called "a shy and absent-minded scholar"
3. Smith believed that if individuals were allowed to pursue their own interests, \_\_\_\_\_.
  - a. they would always act selfishly
  - b. they would be free from government interference
  - c. they would be a curse
  - d. they would promote economic progress for society as a whole
4. According to Adam Smith, the wealth of a nation was determined by \_\_\_\_\_.
  - a. gold and silver
  - b. individual self-interest
  - c. the goods and services available to the people
  - d. the division of labor
5. Why is Adam Smith regarded as the founder of economics?
  - a. Because he paved the way for the systematic study of economics.
  - b. Because he built up Smith's substantive theory.
  - c. Because he approached to economic questions and his organization of the discipline.
  - d. All of the above.

### Passage 3

Karl Marx (1818 – 1883) was a German economic historian and social philosopher whose ideas formed the foundation of modern communism. The son of a successful lawyer, he was educated at the universities of Bonn, Berlin, and Jena. After receiving his doctorate in philosophy in 1841, Marx tried to get a teaching job but failed because of his radical views. During the 1840s, while he was still in his twenties, Marx spent short periods in Germany, France, and Great Britain, where the police sought to expel him because of his articles advocating revolution. In 1848, at the age of 30, Marx and his close friend Friedrich Engels published *The Communist Manifesto*, which included the statement: "Workers of the world unite! You have nothing to lose but your chains."

In 1849, after being expelled from both Germany and France, Marx moved to London where he spent the final 34 years of his life writing and struggling for survival. Engels, who was the son of a wealthy industrialist, has been credited with keeping Marx, his wife, and their five children from starving during this period. Marx worked almost continuously from early morning until late at night doing research and writing. In 1867, the first volume of his major work, *Das Kapital*, was published.

Marx viewed capitalism as a struggle between the "ruling class," the capitalists who owned the means of production, and the "oppressed class," the workers who were "exploited" by the capitalists. He argued that private ownership of the means of production under capitalism was the heart of class conflict, and he urged the workers to rise up and overthrow capitalism.

Marx's ideas have altered the course of history, shaping the policies of nations and affecting the lives of millions. Yet during his life he had few friends. When he died in 1883, his eulogy was delivered by Engels, and the funeral was attended by only eight people.

1. Karl Marx was \_\_\_\_\_.
  - a. first a capitalist and then a communist
  - b. a successful lawyer
  - c. an economic historian and social philosopher
  - d. a teacher
2. When Marx was in his twenties, he was expelled from Germany and France, because of \_\_\_\_\_.
  - a. his radical ideas expounded in *The Communist Manifesto*
  - b. the publication of his first volume of *Das Kapital*

- c. his capitalist view point  
d. his articles advocating revolution
3. When did he move to England where he spent more than 30 years?  
a. About 1840.                      b. In 1848.  
c. In 1849.                          d. In 1867.
4. His close friend Engels was \_\_\_\_\_.  
a. the son of a lawyer  
b. educated at the universities of Bonn, Berlin, and Jena  
c. born in a wealthy industrialist family  
d. from Great Britain
5. Which of the following statements is true according to Marx?  
a. Workers of the world must unite to overthrow capitalism.  
b. The ruling class referred to the capitalists who owned the means of production.  
c. The oppressed class referred to the workers who were exploited by the capitalists.  
d. All of the above.

#### Passage 4

In an age of specialization and mechanization, where pride in workmanship and the satisfaction of carrying through a job from start to finish are nearly extinct, the hotel industry offers the worker not only the responsibility for his product but also the added satisfaction of witnessing the customer's satisfaction and of personally receiving his approval. From the standpoint of working conditions, a hotel offers a clean, safe, pleasant environment. From the standpoint of advancement, hotel managers and department heads traditionally have worked their way up through the ranks; the industry is one that lends itself to academic training, but one in which there is no substitute for experience.

Hotelkeeping is a variable industry that quickly reflects any changes in the national economy. It is a type of business in which techniques, ideas, and modes of operation undergo continual alteration. For a hotel to remain static is actually for it to deteriorate—the famous Ritz in New York is a case in point. One of the famous hostelrys of its time, the Ritz had become a landmark and a hallmark of service, yet because it did not keep up with the times, forty years after its opening it was obsolete and had to be torn down.

1. In hotel industry today, the employees \_\_\_\_\_.  
a. take pride in workmanship  
b. are satisfied with the permanent job  
c. are offered responsibility and satisfaction

- d. are given high salaries
2. From the standpoint of advancement, a hotel can \_\_\_\_\_.
  - a. offer opportunities for the staff to go up to the higher level
  - b. offer a clean environment
  - c. offer a good working condition
  - d. offer a way for the staff to go
3. The expression that "the hotel industry is one in which there is no substitute for experience" means \_\_\_\_\_.
  - a. there is no need for experience
  - b. the experience is very important to the staff
  - c. the hotel doesn't need any substitute
  - d. the hotel is the substitute for experience
4. Why is the hotel industry a variable industry?
  - a. The guests in a hotel always change.
  - b. It can quickly reflect the changes in the national economy.
  - c. The rooms should be changed every year.
  - d. The employees always flow.
5. Ritz in New York is \_\_\_\_\_.
  - a. famous in the world
  - b. a landmark of service
  - c. still keeping up with the times
  - d. going to deteriorate

## Passage 5

Menu planning and food merchandising is probably one of the least understood phases of the food and beverage business today throughout the hotel field. Any experienced food operator can sit down and write a menu for a particular meal, such as one appetizer, one soup, one entree with potato, vegetable, salad, dessert, and coffee. To create an overall menu for a particular restaurant is another kettle of fish. In setting up menus for a restaurant the first thing that has to be determined is just who the customers are, how many of them are there, and where they are coming from. The next step, of course, is to find out what sort of food and service these customers want. Also to be taken into consideration are the location of the hotel or restaurant; transportation and parking facilities; the income of the potential customers and their ethnic backgrounds; the availability of good help; the operator's own interests; and, of course, the competition, including the type of restaurant, service, and prices.

The large chain organizations have marketing personnel who understand the techniques of securing the information for making menus, but the individual hotel operator seldom has this capability on his staff. There are,

however, specialists in the field who, for a reasonable fee, can create and write menus for hotels and restaurants; generally this is money well spent. These people work with the staff of the hotel in making their customer survey and creating the menu and getting it printed; they work with the chef and others in setting up recipes and training the staff in the preparation and service of the prescribed food and beverages.

1. The reason why menu planning and food merchandising is least understood is \_\_\_\_\_.
  - a. that it is too difficult to understand
  - b. that it is so easy that it is unnecessary to understand
  - c. that it is too complicated
  - d. that people don't want to understand
2. The phrase "kettle of fish" means \_\_\_\_\_.
  - a. the state of confusion
  - b. the vessel used to put fish in.
  - c. the fish on the plate
  - d. a kind of special dish
3. In setting up the menu, you have to know \_\_\_\_\_.
  - a. the customers
  - b. the hotel itself
  - c. the competitors
  - d. all of the above
4. Why should the individual hotel employ specialists to create the menu?
  - a. Because they don't have employees to do the job.
  - b. Because it is a skilled job.
  - c. Because the hotel has money.
  - d. Because the hotel follows others' example.
5. From the passage we can learn \_\_\_\_\_.
  - a. how to manage the hotel
  - b. how to make the menu
  - c. how to understand the way of making menus
  - d. how to prepare food

## Passage 6

The daily room report is an example of one kind of production control. This report shows the amount of production accomplished by a large segment of the housekeeping staff. The accurate and prompt completion of the daily reports insures their usefulness in this respect.

Housekeepers use a variety of records to control the performance of various kinds of periodic work. Carpet shampooing, floor refinishing, painting, drapery cleaning, light washing, and the cleaning of venetian blinds are some expensive tasks that should be carefully controlled. One way is to



establish a chart listing tasks to be done vertically and time periods (weeks or months) horizontally. As each task is completed, an entry is made in the appropriate row or column. A glance down each column will show which tasks are behind schedule. A look across each row will provide a review of how regularly that task has been accomplished. Some housekeeping departments maintain room records. A loose-leaf page in a book is assigned for each room. All work accomplished in that room is recorded on its proper page. This is a very useful approach for reviewing the work required in (and the cost of maintaining) individual rooms.

Modern electronics has developed new equipment to speed the flow of information about housekeeping operations as well as to perform special services for guests. A number of sophisticated systems have been marketed and installed in hotels and motels. Some systems may even provide automatic wake-up of guests, notice to the guest of a waiting message, fire alarms, burglar alarms, and sound systems.

1. The daily room report \_\_\_\_\_.
  - a. tells us how many guests are in our hotel every day
  - b. is one of the ways to control the housekeeping staff
  - c. shows the amount of production made by the waiters
  - d. tells us the condition of the rooms
2. How can the housekeepers control their work?
  - a. They should take down their performance.
  - b. They should supervise each other.
  - c. The manager should follow the staff every day.
  - d. They don't need to be controlled.
3. Which of the following is not the function of a room record?
  - a. All the work accomplished in the room is recorded.
  - b. It can review the work required.
  - c. It can tell the guests how to use the equipment in the room.
  - d. It can be used for the cost of maintenance.
4. The purpose of using modern electronics in hotels is for \_\_\_\_\_.
  - a. showing the level of the hotel
  - b. telling the guests to pay more
  - c. playing conveniently
  - d. speeding the flow of information
5. This passage tells us \_\_\_\_\_.
  - a. the way to control the performance of housekeeping
  - b. the importance of the daily room report
  - c. the way to clean the room
  - d. the usage of modern electronics