

对外经济贸易英语精品系列教材

外经贸英语 自学手册

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ENGLISH

Foreign Trade and Economic English



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一、《外经贸英语习题册》 参考答案

Unit 1

I. (略)

II.

1. T 2. F 3. T 4. T 5. F 6. T 7. T 8. T

III.

1. have been living
2. did, begin
3. have exported
4. have been negotiating, have not made
5. are, doing
6. have increased
7. were
8. have been working
9. has made
10. didn't
11. has made
12. made
13. has been
14. went
15. (has) turned
16. turned
17. have, lived
18. went
19. has, come

- 20. will see / saw
- 21. left, did not go, remembered, had forgot
- 22. went, told, had left
- 23. was writing, was listening
- 24. was raining
- 25. came, was typing
- 26. were playing, were, doing
- 27. had bought
- 28. had been found
- 29. had been cleaned
- 30. will not go, has been there
- 31. had learned
- 32. had already begun, got
- 33. has opened
- 34. have been waiting, Have, seen
- 35. went, will go
- 36. has lived
- 37. were speaking, brought
- 38. goes, has done, will stay
- 39. has been writing, has written
- 40. had studied

IV.

- 1. No, China is a developing country.
- 2. Because we must develop our economy and trade with the people all over the world.
- 3. He intends to discuss with us about the possibility of establishing a joint venture in China.
- 4. I think, maybe, Shanghai or Nanjing is the comparatively suitable place for your investment.
- 5. We expect to complete this hotel by the end of this year.
- 6. Most of them come from Africa.
- 7. Sure, there are many scenic spots and places of historic interest in our city, which attract a lot of tourists from all parts of the world.

8. China's economic intercourse and trade with other countries have been increasing.

V. (略)

VI.

1. A 2. B 3. C 4. C 5. C 6. B 7. B 8. A
9. A 10. A 11. C 12. C 13. C 14. D 15. D 16. B
17. B 18. D 19. C 20. C 21. C 22. C 23. B 24. C
25. C

VII.

1. when 2. till 3. After 4. but 5. as soon as
6. since 7. because 8. though 9. though 10. if, and
11. because /as 12. when 13. while 14. before 15. before

VIII.

这个城市有一个专门制造电冰箱的工厂，其产品多数供出口。为满足外国客户的需求，厂家尽一切可能改进产品质量。最近，该厂已经和外国一家公司洽谈在中国合资生产一种型号类似合作伙伴生产的电冰箱。合资企业一旦建立，将毫无疑问地帮助这家工厂改进原产品质量，而且还能帮助提高产量。

由于双方还需讨论许多细节问题，所以还需要一些时间方能达成协议。

IX.

1. In recent years, our foreign trade has made great development/achievements.
2. The output of that factory has been increasing with each passing day since they introduced new equipment.
3. Xiao Wang has been working in this company after graduation.
4. We have been discussing this issue since nine this morning.
5. He has been teaching in our college since 1995.
6. We have been writing a book on foreign trade since the beginning of this year.
7. We have been handling this item since 1997.

8. The open-door policy of our country is speeding up / stimulating the prosperity of our domestic market.
9. Look, they have all come!
10. You look very tired. Will you have a rest?
11. Please manage / try to improve the packing.
12. I don't know / can't see what you mean.
13. It's a long time we haven't heard from you.
14. Have you ever heard of her sister?
15. We trade with more than one hundred countries and regions in the world.
16. We have come to terms / concluded the business with them at this price.

X.

1. came, was telling
2. were playing
3. was giving
4. was drawing
5. rang, was working
6. would not stay
7. (had) spent
8. hadn't taken
9. has never been
10. didn't review / hadn't reviewed
11. have heard
12. had eaten

XI.

1. have made
2. Did, meet, did, danced
3. studied, came, has been working
4. found, was, had had
5. had lived
6. have, seen, keeps, Do, think, is asking
7. would come, is, has not come
8. arrived, was waiting, saw, put, shouted, was saying, made

9. goes, will not forget, is waiting
10. was still eating, waited, finished
11. will be able to
12. was walking, had run
13. have finished, finished
14. got, lives, would come, comes, will be, are now living
15. was, could work, has

XII.

- | | | | | |
|------|------|------|------|-------|
| 1. C | 2. A | 3. C | 4. A | 5. A |
| 6. C | 7. D | 8. B | 9. B | 10. C |

Unit 2**I. (略)****II.**

1. F 2. T 3. T 4. F 5. F 6. F 7. F

III.

1. (略)

IV.

1. 香港制作的衬衣可能运往内地。
2. 所采纳的方法取决于时间和成本。
3. 如按我们达成的 CIF 价格条款操作,就意味着将大大地增加我们的费用。
4. 用不可撤销的信用证支付是双方同意的。
5. 如果一个国家拥有丰富的自然资源,通常会出口一些。
6. 通过广告你可得知有什么样的产品可以选择。
7. 人们往往认为厂家的目的仅仅是制造产品而已。
8. 为了加速经济发展,中国近年来采取了开放政策。
9. 旅游业是中国赚取外汇的重要渠道。
10. 不首先进行市场调查想成功销售产品是不可能的。

V.**(A)**

1. Most countries in the world have engaged in international trade.
2. China has abundant natural resources.
3. They offered us foreign exchange to purchase sophisticated machinery and equipment.
4. We can offer you some oil if you need.
5. Raw material is usually sold at low prices in the international market.
6. They export technology in addition to computers.
7. There are two forms of international transaction. One is to trade in goods, the other is in service.
8. In international trade the developed countries always enjoy favorable conditions.

(B)

9. She speaks both fluent English and French.
10. It is said that our export will be increased this year.
11. Who were you speaking to when I called you yesterday evening?
12. I have already told him that I can't go to the party.
13. We hope we can come to terms before long.
14. We have engaged in / been dealing in glassware for over 20 years.

VI.

1. 一个就足够了。
2. 赚钱不是我们的唯一目的。
3. 他的故事听起来像是真的。
4. 他们是否能来取决于天气。
5. 牛奶在一周内都能保持新鲜。
6. 他们正在菜园里种蔬菜。
7. 如果生活费用提高, 该公司将增加工资。
8. 你给雇员们付酬金了吗?
9. 他把他所有的一切都留给她了。
10. 请你帮我叫辆出租汽车好吗?
11. 请将这只可怜的小鸟放飞好吗?
12. 老师指定他为我们的组长。

13. 我们没人认为杰克是个能干的人。
14. 玛丽发现这个男孩在房间里抽烟。
15. 你们所喜欢的不一定就是我们所喜欢的。
16. 他有充足的理由感到满足。
17. 不下一千人参加了会议。
18. 爱迪生是众所周知的伟大的发明家。
19. 告诉我消息的人拒绝吐露他的姓名。
20. 他总是按他父亲所说的做。

VII.

1. C 2. A 3. B 4. A 5. A 6. B 7. C 8. B
9. D 10. B 11. C 12. B 13. A 14. B 15. D

VIII.

1. a , the
2. a, the
3. the, the, an
4. an
5. an, a, the, the
6. an
7. the, the, a, the, a
8. a, /, the, a, the, an
9. /, the, the
10. a, the

IX.**(Group One)**

1. except 2. except 3. besides 4. Besides 5. beside,
6. except

(Group Two)

1. agree to 2. agree to 3. agreed upon 4. agree with
5. agree on 6. agree with 7. agree with
8. agree in (此句练习中的 LiKing 应改为 liking.)

(Group Three)

1. at the request of
2. on request
3. as requested
4. as requested
5. as requested

X.

1. His idea / viewpoint / opinion is somewhat different.
2. It makes political sense to invite him to our country.
3. He specializes in international trade.
4. As long as I am free, I'll come to see you again.
5. Science and technology play a decisive role in agriculture.
6. I asked my father to buy me a dictionary.
7. Please keep the window open when sleeping.
8. The trade between us is based on the principle of equality.

XI.

1. D 2. A 3. A (此句练习中的 how 应改为 why) 4. A 5. D
6. B 7. B 8. C 9. B 10. A

XII.**(1)**

世界上没有哪个国家能生产它所需要的所有产品。于是世界各国就加入国际劳务分工,以提高生产及再生产效率。有时一个国家可以以易货贸易的方式获得外国货物及服务。易货贸易就是不用货币而以一种货物交换另一种货物的方式做生意。单凭易货贸易是不能满足一国的进口需要的。但作为国际贸易的一种形式,对发展中国家仍有吸引力。因为这些国家外汇短缺,匮乏的外汇收入远不足以满足他们对外贸易的支付。

(2)

在国际贸易中,服务贸易仅占很小比重。由其特性所致,服务交易远不如货物交易那么容易。因为服务贸易只能在提供服务的地方为对方所接受。这就是说,要么提供服务的一方到需要这种服务的地方去,要么消费者到能提供服务的去。只有少量的服务能像货物那样,无须交易双方移动就能进行交易。如:运输服务、金融业、保险业、教育事业等。

Unit 3

I. (略)

II.

1. F 2. T 3. T 4. F 5. F 6. T 7. T 8. T

III. (略)

IV.

- | | | | |
|----------------------|-----------------|-----------------------|--------------|
| 1. have lived | 2. were | 3. began | 4. studied |
| 5. has been studying | 6. sold | 7. have used | 8. have been |
| 9. had worked | 10. saw | 11. started | 12. have had |
| 13. has visited | 14. lived, live | 15. moved, have lived | |

V.

1. B 2. A 3. C 4. B 5. D
6. B 7. A 8. B 9. C 10. C

VI.

(A)

- | | | | | |
|---------|--------|-------------|--------|---------------|
| 1. some | 2. any | 3. no, some | 4. any | 5. some |
| 6. any | 7. any | 8. no | 9. any | 10. any, some |

(B)

- | | | | |
|-------------------------------|------------|------------|-----------|
| 1. Everyone | 2. Someone | 3. Someone | 4. anyone |
| 5. anybody, no one, Everybody | | | 6. anyone |

(C)

- | | | |
|------------------------|------------------------|--------------|
| 1. anything, nothing | 2. everything | 3. anything |
| 4. something, anything | 5. anything, something | 6. Something |

VII.

- | | | | |
|----------|------------|----------------|----------|
| 1. Since | 2. As | 3. Even though | 4. after |
| 5. when | 6. even if | 7. before | 8. if |

VIII.

(A)

1. I don't need anything now.
2. Who will give a speech at the meeting this afternoon. ?
3. He lived in Shanghai from 1995 to 1999.
He moved to Dalian last year.
4. Tens of thousands of people all over the world come to China every year.
5. These products are well received in many countries.
6. We should do our best to improve the packing of our export goods.
7. We must study English well in order to do international trade.
8. How do you like / think of the commodities on display?

(B)

9. Our guests only arrived in Beijing at nine this morning.
10. Your letter of credit must reach us before 15th this month.
11. I'm sorry, we can't accept your conditions.
12. We have received your fax of the 3rd this month and will soon give a reply to your request.
13. Our socialist economy is growing rapidly.
14. We have adjusted our industrial structure in accordance with the market economy.
15. We are going to sign the contract with ABC Company tomorrow morning.
16. We always honor our contracts and keep good faith.

IX.

- | | | | |
|---------------|--------------|----------------------|------------|
| 1. everybody | 2. nothing | 3. everything | 4. nobody |
| 5. everything | 6. everybody | 7. nobody, everybody | 8. Nothing |

X.

- | | | | | |
|------------------|---------|-----------|--------------------|-----------|
| 1. no (a little) | 2. some | 3. any | 4. Few | 5. little |
| 6. Any, some | 7. some | 8. little | 9. a few, a little | 10. few |

XI.

- | | | | | |
|------|------|------|------|-------|
| 1. B | 2. A | 3. D | 4. A | 5. C |
| 6. A | 7. C | 8. D | 9. B | 10. C |

XII.**(A)**

一国货物及服务与另一国货物及服务进行交换，这就是国际贸易。这种贸易除了有形的（即商品的进出口）外，还有无形的（即国际间服务交流）。希腊、挪威这类国家拥有大量的商船船队，可以提供交通运输服务，这就是一种无形贸易。对某些国家来说，无形贸易与其他一些国家的原材料出口或商品贸易一样重要。在这种情况下，每个国家都可以赚取外汇以购进本国的必需品。

(B)

发展中国家的人口骤增使其进入了艰难时期。即使他们的人口没有增长得如此之快，他们也还得奋力挣扎，确保人民生活达到一定水准，有足够的食物、住房、教育、医疗。还要解决每个人的就业问题，使他们过上像样的生活。

穷国在经济领域正不得不奋起直追，以取得与富国平等的地位。而贫富国家之间的差距却在逐年递增。人口骤增造成的最大压力便是食物短缺。除了现有人口食物不足以外，每年人口还在增加。过去两年间食物总量一直在减少，而每个人的食物总量则更少。

XIII.

1. What is this called?
2. What have been made in the past?
3. By whom are a number of enterprises jointly run?
4. When was an L/C issued by the Bank of China, Nanjing?
5. Who was contracted for shipping arrangements after that?
6. In which field is this method of payment commonly adopted today?
7. How many languages has this book been translated into?
8. Why were they invited to China?
9. How will foreign businessmen be taken into the show?
10. When is the spots meet going to be held?
11. How will these samples be sent there?
12. Where are you asked to tell the story?
13. For whom has another school been set up?

Unit 4

I. (略)

II.

1. T 2. F 3. F 4. T 5. T
6. F 7. F 8. F 9. F 10. T

III.

(A)

1. The friendly co-operation between us is very important.
2. How much does this table cost?
—It costs 10 yuan.
3. Ad valorem duties are usually (levied) 6% on a particular product.
4. The tariff on tea is levied on the basis of weight.
5. Black glasses can protect your eyes from the sun – shine.
6. Most people think the competition from abroad does harm to the growth of home industries.
7. The specific duty on shirts is 50 cents per unit / piece.
8. High tariffs force importers to raise the prices of their products.

(B)

9. Education is now becoming more and more important.
10. Do you think this mode becomes you?
11. The market situation will soon turn better.
12. The weather has turned warm and you may keep the window open now.
13. If everything goes well, I'll write to you soon.
14. Please go through the L/C and see (to it) that there's nothing wrong with it.
15. The opportunity neglected will never come back.
16. Your price is too high for us to accept.
17. Please tell us about the change / development of your market.
18. The market here is firm / strengthening with an upward tendency.

IV.

1. Hurry up or you will be late.

2. The quality is good, but your price is too high.
3. A simple and clear letter helps the writer as much as the reader, for it will probably mean an earlier reply.
4. The language of business letters should be simple, since the letter is written for the reader.
5. Confirm the offer in time, otherwise you'll lose the opportunity.
6. We enclose our Quotation Sheet No. BC7501, and all the prices are quoted on CIF London basis.
7. Please quote on FOB basis because our clients wish to insure the goods themselves.
8. We have got the goods ready for shipment, but there is no steamer available to your port.

V.

1. I don't know (if Mr. Wang will attend the fair.)
2. This is the house (where I once lived ten years ago.)
3. What you offer (is in compliance with our requirement.)
4. Please inform us (when you can supply this sort of products.)
5. The question of delivery time (is just what I want to present for discussion at the meeting.)
6. Don't you think (that business letters should be brief and clear?)
7. Please let me know (how many catalogs you need.)
8. This is one of the cities (which we visited last month.)

VI.

- | | | | |
|------------------|------------------|----------------------|---------------|
| 1. Must, needn't | 2. May | 3. Will, won't | 4. can |
| 5. Can, can't | 6. Must, needn't | 7. Can | 8. Will |
| 9. Shall | 10. Can, can't | 11. May | 12. Can |
| 13. need | 14. may | 15. mustn't | 16. shouldn't |
| 17. is going to | 18. doesn't | 19. Can, will/ would | |

VII.

1. What can I do for you?
2. It is still early. We needn't set off right away.