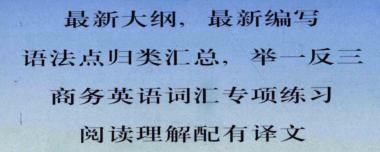
挑战MBA英语

鹏鸶



马爽 主编



挑战 MBA 英语联考

主编 马爽副主编 赵娟吴迪

江苏工业学院图书馆 藏 书 章

辽宁大学出版社

图书在版编目 (CIP) 数据

挑战 MBA 英语联考/马爽主编. - 沈阳:辽宁大学出版社,2001.6 ISBN 7-5610-4177-2

I.挑··· Ⅱ.马··· Ⅲ.商务 - 英语 - 研究生 - 入学考试 - 自学参考资料 Ⅳ.H31

中国版本图书馆 CIP 数据核字 (2001) 第 20516 号

辽宁大学出版社出版

网址:http://www.lnupress.com.cn

Email: mailer@lnupress. com. cn

(沈阳市皇姑区崇山中路 66 号 邮

邮政编码 110036)

辽宁省新闻出版学校实习厂印刷

新华书店发行

开本: 787×1092 毫米 1/16 字数: 340千字 印张: 15 印数: 1-1200 册

2001年6月第1版

2001年6月第1次印刷

责任编辑:梁 爽

责任校对:齐 月

封面设计: 邹本忠

定价: 25.00元

前 言

本书根据 2001 年全国 MBA 联考新大纲编写,目的是帮助 广大考生更大限度地熟悉和了解 MBA 英语联考,并进行高效度 的自测。面对当前繁杂的 MBA 丛书市场,本书编者尽力打出属于自己的亮点,尽量站在考生的立场上考虑问题,想他们之所想,使他们能在最短时间内获得最佳的效果。

本书具有以下特点:

- ▲ 设计 10 套模拟试题,每套题后配有答案及**真正的详解**,其中 语法部分的详解将类似题型加以概括总结,完全达到举一反 三,并非敷衍了事。阅读部分配有考生所热切希望的**短文译** 文。作文配有**最新题目**及参考样文。
- ▲本书从策划到成书历时近两年时间,其间不断根据最新大纲进行调整,又经学员反复试用,效果良好。1999 年 12 月,作者从中抽取部分内容作为 2000 年三个考前辅导班学员的模拟试题,90%以上学员的成绩竟然与 2000 年 1 月其参加全国统考的成绩惊人地相似。2001 年的考生在考前练了全部试题,考试成绩普遍有较大提高。这说明本书难易程度适中,对考试脉搏把握较准。
- ▲ 另外,本书还编有**商务英语词汇习题** 120 道,此部分在市面的类似书籍中**绝无仅有**。2001 年 1 月的全国统考中,涉及商务英语的试题多达 6 道。商务英语词汇是 MBA 英语联考的一个难点,MBA 联考教材中也只是列出词汇和数量不多的十几道试题,显然满足不了考生练习的需要。本部分正是在考前辅导班学员的要求下编写的。

本书编著者马爽负责商务英语词汇和 1-8 套试题的编写,赵 娟负责 9-10 套试题的编写,吴迪负责全书的审校工作。在此还 要特别感谢辽宁大学国际经济学院赫国胜院长,是他的帮助使本 书得以很快面世。

最后,希望本书真的帮您走上成功之路!

编者 2001年6月于沈阳

目 录

MBA 商务等	英语词汇专项测试	1
Test One		• 15
Test Two		· 37
Test Three		• 58
Test Four		· 80
Test Five ·	••••••	101
Test Six ·	•••••	122
	•••••	
Test Eight	•••••	166
Test Nine ·	•••••	188
Test Ten ·	•••••	212

MBA 商务英语词汇专项测试

1.	We believe this transaction v	vill prove	
	A. satisfied	B. satisfing	
	C. satisfactory	D. satisfactionary	
2.	We thank you for your lett	ter of April 5, purchase	
	from us 5,000 tons of Green		
	A. confirm	B. to confirm	
	C. confirming	D. confirmed	
3.	C. confirming We are well connected	in America.	
	A. to many branches	B. with good relations	
	C. with leading importers	D. representative importers	
4.	We would suggest	our Shenyang Branch Office.	
	A. you to contact	B. you approaching	
	C. you contact	D. your approach	
5.	We have been buying wa	alnut meat from local firms who	
	send us quotation	regularly.	
	A. are used to	B. is used to	
	C. get used to	D. used to	
6.	We trust that the high quality of our products will you		
	to place a trial order with us.	•	
	A. appeal	B. seduce	
	C. induce	D. attract	
7.	This particular material	quite well, and we believe it	
	will turn out your s	atisfaction.	
	A. is ··· in	B. has been ··· for	
	C. uses ··· with	D. sells ··· to	
8.	you can reduce y	our quotation, we shall have to buy	
	elsewhere.		
	A. Before	B. After	
	C. Seeing that	D. Unless	
9.	The bank him \$	15,000 against the security of his	
	house.		
	A. balanced	B. hypothecated	
	C. endorsed	D. advanced	
10.	Low interest rates are alwa	ys a factor for the stock	

	market.	
	A. ox	B. bear
	C. bull	D. panda
11.	This offer is subject to your rep	oly us before July 25.
	A. is reaching	B. reached
	C. reaching	D. reach
12.	The insurance policy has	·
	A. matured	B. riped
	C. dued	D. been payable
13.	Our offer is firm	September 3, 2001.
	A. on	B. till
	C. in	D. before
14.	No discount will be allowed _	you could place an order
	for more than 5,000 pcs.	
	A. until	B. unless
	C. besides	D. but
15.	As it is, we think there is	room for further negotiation
	you meet our require	ement half way.
	A. no, unless	B. some, unless
	C. few, unless	D. little, if
16.	You will be for the	additional premium.
	A. given	B. returned
	C. reimbursed	D. indebted
17.	We expect to place a trial order	r you in the near future.
	A. in	B. with
	C. for	D. on
18.	In of quality, our m	ake is superior.
	A. term	B. terms
	C. view	D. relation
19.	We think it would be	_ to take in orders from those firms
	whose standing and financial p	osition are yet unknown.
	A. premature	B. favorable
	C. convenient	D. desirable
20.	We are making you our offer for	or leather shoes
	A. as follow	B. as follows
	C. as following	D. following as this
21.	What is the contract term when	reby the seller undertakes to pay for

	the cost of transport of the go	ous to a specified destination, and
	having allowed for this in his s	ales prices?
	A. FOB	B. CFR
	C. CID	D. CIF
22.	When the seller undertakes to	pay for the cost of transport in the
	case of container traffic of the	goods to a specified destination, as
	well as for the cost of insur	ing them while in transit, and he
	includes these charges in his sa	les price, the term is
	A. CIF	B. CIP
	C. CFR	D. CPT
23.	The Government has allocated scheme.	towards the costs of the
	A. finance	B. capital
	C. grants	D. investment
24.	•	charges up to and including the
		board the carrying vessel, the term
	is	• •
	A. FOB	B. CIF
	C. CFR	D. CPT
25.	When the seller pays for the	goods to be loaded on board the
	container ship, but does not pe	ay freight or insurance, what is the
	most appropriate term?	
	A. FOB	B. FCA
	C. CFR	D. CPT
26.	What is the most appropriate	term when the seller must pay the
	costs and freight necessary to	bring the goods to the named port
	chilestination by a roll-on/roll	l-off vessel?
	A. CFR	B. FOB
	C. CPT	D. CIP
27.		goods to be placed alongside the
		ers at the named port of shipment,
	the term is	
	A. DEQ	B. FAS
	C. FOB	D. DFCA
28.	We your letter of :	November 5 asking us to make a
	quotation.	
	A. go over to	B. have read about

C. refer to	D. check to
29. We are not in a positi	ion to make any offer as the goods are
A. without stock	B. out of stock
C. no stock	D. not in stock
-	sible for the losses thus
A. resulted	B. given rise
C. prevoked	D. incurred
•	ne following offer, subject to your cable
-	not later than December 25, 2000.
A. reaches	B. being reached
C. reaching	D. reach
	is have your offer as soon as possible.
A. make your best	•
	D. do the best
	ted us to our price because they
considered it too high.	
A. put down	B. get down
C. take down	D. bring down
34. The design of the pillo	wcase is very nice but its color doesn't
to me.	
A. attract	B. appeal
C. appreciate	D. suit
35 your prices are	e right, you will find a ready market for
the products.	
A. Should	B. To provide
C. Provided	D. Provide
36. We cannot ou	r offer open for more than a week.
A. have	B. place
C. remain	D. leave
37. For quantities of 1 gross	s and over, we can a discount of
10% on list prices.	, <u></u>
A. offer	B. quote
C. afford	D. inquire
	oan in question, we suggest another
discussion.	q, "- baggest another
A. terms	B. eyes
	D. 0300

C. regard	D. view
They deal in very	_ equipment for the electronics
industry.	
A. specializing	B. specialized
C. specified or sale and a	D. specific
If you cannot supply from	stock, we have to other
sources.	
A. appeal for	B. apply for
C. turn at	D. resort to
Meanwhile we confirm	from you the following
commodities:	
A. to purchase	B. purchase
C. having purchased	D. to have purchased
	you a quotation on "White
Swan" Brand gown.	
A. in sending	B. of sending
C. having sent	D. being sent
We take the pleasure	you a quotation on "White
Swan" Brand gown.	
A. in sending	B. of sending
C. having sent	D. being sent
	the goods to cope with the season.
A. in need	
C. in needs	D. needed
We are pleased to confirm the	ne cables us resulting in
the conclusion of business of	
A. exchanged between	B. exchange between
C. exchanges between	D. having exchanged between
Many of our clients are in the	market for your
A. demands	B. manufactures
C. orders	D. requirements
Our bank will accept your 6	0 days' draft them for the
amount of your invoice value.	
A. for	B. to
C. on	D. with
Although the quality of these	goods is that of our usual
	pt the goods if you will reduce the
	They deal in very industry. A. specializing C. specified If you cannot supply from sources. A. appeal for C. turn at Meanwhile we confirm commodities. A. to purchase C. having purchased We have the pleasure Swan" Brand gown. A. in sending C. having sent We take the pleasure Swan" Brand gown. A. in sending C. having sent Buyers are badly of A. in need C. in needs We are pleased to confirm the conclusion of business of A. exchanged between C. exchanges between Many of our clients are in the A. demands C. orders Our bank will accept your 6 amount of your invoice value. A. for C. on Although the quality of these

price, say, by 20%.	
A. not in line	B. not conform to
C. not up to	D. not conformity to
49. If you can reduce your p	rice by 5%, we think we can
this transaction to a succe	
A. bring	B. make
C. keep	D. put
50. We are glad to allow you	3% commission with the view
business relations with yo	ou.
A. to improve	B. of improving
C. to have improved	D. of having improved
51. We thank you for your le	tter of June 16, your purchase
from us of 1,000 tons of C	Green Beans.
A. confirm	B. to confirm
C. confirming	D. confirmed
52. A Sales Confirmation sho	ould be countersigned by
A. the seller	B. both parties
C. the bank	D. the buyers
53. An exporter cannot re	ceive payment until the goods on
consignmentso	ometime in the future.
A. have offered for sale	B. are quoted
C. arrive at destination	D. have been sold
54. We have made	that we would accept D/P terms for
your present order.	
A. clear	B. it is clear
C. that clear	D. it clear
55 an order for or	ne hundred pieces or more, we allow a
special discount of 5% for	payment by L/C.
A. At	B. In
C. On	D. From
56. We find your terms	and now send you our order for 2
sets of generators.	
A. satisfied	B. satisfaction
C. satisfactory	D. of satisfaction
57. We regret to	accept your terms of payment and
therefore have to return th	e order to you.
A. cannot	B. being unable

C	. not able	D. not be able	e
58. V	Ve will consider	your terms of pay	ment.
	A. accepted	B. to accept	
C	2. accepting		
	he company was the s	-	for the project.
	·-	B. tender	
C	C. retailer	D. retail	
60. T	hey a lot	of money by this deal	
		B. acquired	
C	. gained	-	
	Your L/C amendment	•	what we
	equire.		
A	λ. /	B. to	
C	C. in	D. on	
62. V	Ve hope you will	the nec	essary amendments
	mmediately by telex se		
	A. do	B. make	
C	. amend	D. have	
63. P	lease note that we re	equire the amendmen	t letter of
	redit by September 26	-	
Α	. to	B. for	
C	C. of	D. in	
64. T	o our regret, howev	er, this Credit was	found not properly
	on the follo		
	amend	B. amending	•
C	. amended	D. to amend	
65. A	s the goods are no	ow ready	shipment, you are
	equested to cable your		_
	s possible.		
Α	. for, in	B. of, on	
. C	with, to	D. for, to	
66. W	Vould you please instr	uct your bankers to a	mend 65%
	3%? Otherwise we s		
	ocuments.		11 0
Α	read	B. to have rea	d
C	to read	D. reading	
67. W	Ve shall be willingly		xtension of 30 days
	~ •		J -

	suggestion b	y you, and earnestly hope that it will help	
	you out of your present	embarrassment.	
	A. upon	B. by	
	C. in	D. of	
68.	The letter of credit sho	ould be established its clauses	
	conformity	with the terms and conditions of the	
	contract.		
	A. in, in	B. with, in	
	C. on, with	D. in, with	
69.	We require payment by L/C to reach us one month		
	the time of shipment.		
	A. prior	B. prior to	
	C. at	D. preceding	
70.	We regret our inability	y to entertain your request that our L/C	
		ank of China confirmed by M	
	Bank in your city.		
	A. being	B. be	
	C. has been	D. should have	
71.	After the contract is sig	med, we shall open the Bank of	
	China here an irrevocable L/C at sight in your favor.		
	A. with	B. at	
	C. by	D. in	
72.	Please see to	that the L/C is opened 30 days before the	
	date of shipment.		
	A. them	B. the matter	
	C. it	D. your way clear	
73.	When submitting our o	quotation, we suggested that the relevant	
	L/C as early	as possible.	
	A. be established	B. establishes	
	C. is established	D. would be established	
74.	We are glad to inform y	ou that the L/C is now the way	
	to you.		
	A. on	B. in	
	C. starting	D. setting of	
75.	into conside	ration our business relations, we accept	
	payment by D/D.		
	A. Take	B. Taken	

7.6	C. Taking	D. Takes	
76.	than road.	oil, sand and timber, rail is cheaper	
	A. unpacked	B. unpackaged	
	C. bulk	D. bundled	
77.		ove shipment we found 5 cases	
	A. losing	B. missing	
	C. lost	D. missed	
78.	Please let us know what for delivery.	are involved and the time	
	A. formalities, taken	B. procedures, need	
	C. business, taken	D. process, needed	
79.	It is our usual practice to	you as soon as shipment is	
	made.		
	A. advise	B. pay	
	C. note	D. draw on	
80.	Please make serious effort	s to get the goods	
	immediately.		
	A. dispatching	B. dispatched	
	C. to dispatch	D. being dispatched	
81.	Tramps are ready at any time	to particular voyage.	
	A. make	B. go	
	C. do	D. proceed	
82.	We wish to make it clear to	you that we shall not the	
	shipment if they arrive after January 15, 2001.		
	A. arrange	B. receive	
	C. accept	D. acknowledge	
83.	The goods if your	L/C had arrived by the end of May.	
	A. would be shipped already		
	B. must have shipped already		
	C. had been shipped already		
	D. would have been shipped a	lready	
84.	We don't object to	_ in cartons, provided the flaps are	
	glued down and the cartons se	cured by metal bands.	
	A. be packed	B. pack	
	C. packing	D. being packed	

85.	We the shipment to	be made in time.
	A. assure you	B. assure you of
	A. assure you C. ensure you of	D. insure you of
86.	•	the carton with double
	straps.	
	A. secure	B. will secure
	C. securing	D. are secured
87.	We pack our shirts in plastic-l	ined, waterproof cartons,
	with metal straps.	
	A. reinforce	B. reinforcing
	C. reinforced	D. reinforcement
88.	Metal handles should be fixed	to the boxes to carrying.
	A. make	B. convenience
	C. easy	D. facilitate
89.	Your comments on packi	ng will on to our
	manufactures for their reference	ce.
	A. be passed	B. passed
	C. be passing	D. passing
90.	For the goods under S/C No. 5	525, we space on S.S. Red
	Flag due to arrive in New York	k around June 1.
	A. have booked	B. have bought
	C. have hired	D. have retained
91.	You may rest assured that we	will have the goods by
	the end of next month.	
	A. to be shipped	B. shipped
	C. be shipped	D. being shipped
92.	As the shipment was delayed	ed, the buyers pressed the sellers
	an explanation.	
	A. of	B. for
	C. under	D. at
93.	The adoption of containers	facilitated to a great
	extent.	
	A. to load and unload	B. the loading and unloading
	C. us to load and unload	D. loaded and unloaded
94.	Shipment is to be made in	three equal monthly installments,
	beginning December	er 2, 2001.
	A. from	B. on

	C. in	D. with	
95.	95. The goods should be insured against breakage your c		
	A. in	B. for	
	C. on	D. at	
96.	Unless otherwise, we	wish to arrange to take out an All	
	Risks insurance policy for you		
	A. instructed, on	-	
	C. instructed, for		
97.	Please insurance on	your side.	
	A. effect	B. get	
	C. do	D. take	
98.	There are two left un	paid.	
	A. items of commission	B. commission	
	C. items of commissions	D. commissions	
99.	Under the FPA terms, the ins	surance company is liable for any	
	loss, whether total or partial, _	other external causes, i.e.	
	theft and pilferage.		
	A. arise from	B. arose	
	C. rising from	D. arising from	
100	.You may assured th	at your wishes will be carried out.	
	A. be resting	B. be rest	
	C. rest	D. rested	
101	.Insurance is to be	_ by the buyer if a transaction is	
	concluded on FOB or CFR basis.		
	A. taken	B. covered	
	C. done	D. made	
102		for which an extra premium will	
	have to be charged.		
	A. average	B. general	
	C. extraneous	D. basic	
103		rehoused insuring against	
	usual risks, pending your furth	er instructions.	
	A. on your own account		
	C. for your account		
104	.We regret that we have su	iffered heavy loss your	
	improper packing.		
	A. resulted from	B. resulted in	

C. resulting from	D. resulting in
105. You must be responsible for	all the losses out of your
delay in opening the covering L/C.	
A. rising	B. arising
C. arousing	D. raising
106.We are extremely sorry about	t this delay, which you will realize
was circumstances beyond our control.	
A. due to	B. leading to
C. because	D. resulted from
107.We will reimburse you	the loss you sustained.
A. for	B. with
C. at	D. in
108. We need an agent in that country to help us to our	
products.	
A. market	B. display
C. dispose	D. buy
109.Our products are now being handled by ABC company in your	
city	
A. by exclusive right	
C. in an exclusive basis	D. for exclusive basis
110 agency, the agent shall do business on our behalf	
according to our terms, and o	btain a certain commission from his
sales.	
A. In case	B. In the case
C. In case of	D. In the case of
111.In the past years, we have made efforts to develop business	
•	
A. in this line	B. in line
C. in the section	D. on this line
112.The goods are selling	a discount.
A. in	B. for
C. on	D. at
113.When you an a	gent, it is usual to the
appointment in writing.	
A. appoint, make	B. want, make
C. need, make	D. need, do
114.As our distributor, please _	you'll neither handle the