

# 挑战MBA英语 联考



马爽 主编

最新大纲，最新编写  
语法点归类汇总，举一反三  
商务英语词汇专项练习  
阅读理解配有译文

# 挑战 MBA 英语联考

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# 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

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## MBA 商务英语词汇专项测试

1. We believe this transaction will prove \_\_\_\_\_.  
A. satisfied                      B. satisfying  
C. satisfactory                  D. satisfactionary
2. We thank you for your letter of April 5, \_\_\_\_\_ purchase from us 5,000 tons of Green Beans.  
A. confirm                      B. to confirm  
C. confirming                  D. confirmed
3. 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 walnut 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 satisfaction.  
A. is ... in                        B. has been ... for  
C. uses ... with                  D. sells ... to
8. \_\_\_\_\_ you can reduce your 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 always a \_\_\_\_\_ factor for the stock

market.

A. ox

B. bear

C. bull

D. panda

11. This offer is subject to your reply \_\_\_\_\_ 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 requirement 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 \_\_\_\_\_ you in the near future.  
A. in                                B. with  
C. for                               D. on
18. In \_\_\_\_\_ of quality, our make 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 position are yet unknown.  
A. premature                      B. favorable  
C. convenient                    D. desirable
20. We are making you our offer for leather shoes \_\_\_\_\_.  
A. as follow                       B. as follows  
C. as following                   D. following as this
21. What is the contract term whereby the seller undertakes to pay for

A. FOB  
B. CFR  
C. CID  
D. CIF

- 3







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 price by 5%, we think we can \_\_\_\_\_ this transaction to a successful relation with you.  
A. bring                              B. make  
C. keep                               D. put
50. We are glad to allow you 3% commission with the view \_\_\_\_\_ business relations with you.  
A. to improve                      B. of improving  
C. to have improved              D. of having improved
51. We thank you for your letter of June 16, \_\_\_\_\_ your purchase from us of 1,000 tons of Green Beans.  
A. confirm                          B. to confirm  
C. confirming                       D. confirmed
52. A Sales Confirmation should be countersigned by \_\_\_\_\_.  
A. the seller                        B. both parties  
C. the bank                         D. the buyers
53. An exporter cannot receive payment until the goods on consignment \_\_\_\_\_ sometime 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 one 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 the order to you.  
A. cannot                            B. being unable

- C. not able                      D. not be able
58. We will consider \_\_\_\_\_ your terms of payment.  
 A. accepted                      B. to accept  
 C. accepting                      D. accept
59. The company was the successful \_\_\_\_\_ for the project.  
 A. tenderer                      B. tender  
 C. retailer                      D. retail
60. They \_\_\_\_\_ a lot of money by this deal.  
 A. required                      B. acquired  
 C. gained                      D. obtained
61. Your L/C amendment does not conform \_\_\_\_\_ what we require.  
 A. /                      B. to  
 C. in                      D. on
62. We hope you will \_\_\_\_\_ the necessary amendments immediately by telex so that we can ship the goods in time.  
 A. do                      B. make  
 C. amend                      D. have
63. Please note that we require the amendment \_\_\_\_\_ letter of credit by September 26th.  
 A. to                      B. for  
 C. of                      D. in
64. To our regret, however, this Credit was found not properly \_\_\_\_\_ on the following points despite our request.  
 A. amend                      B. amending  
 C. amended                      D. to amend
65. As the goods are now ready \_\_\_\_\_ shipment, you are requested to cable your amendments \_\_\_\_\_ the Credit as soon as possible.  
 A. for, in                      B. of, on  
 C. with, to                      D. for, to
66. Would you please instruct your bankers to amend 65% \_\_\_\_\_ 63%? Otherwise we shall be unable to negotiate the shipping documents.  
 A. read                      B. to have read  
 C. to read                      D. reading
67. We shall be willingly allowing you the extension of 30 days





85. We \_\_\_\_\_ the shipment to be made in time.  
 A. assure you                                      B. assure you of  
 C. ensure you of                                      D. insure you of
86. We would suggest that you \_\_\_\_\_ the carton with double straps.  
 A. secure    B. will secure  
 C. securing    D. are secured
87. We pack our shirts in plastic-lined, 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 packing will \_\_\_\_\_ on to our manufactures for their reference.  
 A. be passed    B. passed  
 C. be passing    D. passing
90. For the goods under S/C No. 525, we \_\_\_\_\_ space on S.S. Red Flag due to arrive in New York 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, 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 2, 2001.  
 A. from    B. on





- 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 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                    B. exclusively  
C. in an exclusive basis                D. for exclusive basis
110. \_\_\_\_\_ agency, the agent shall do business on our behalf according to our terms, and obtain 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 agent, 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