



高职高专商务英语、应用英语专业规划教材

国际贸易实务

主 编 王 珍 董建民
副主编 高 伟 吕孟荣

International
Trade
Practice



ZHEJIANG UNIVERSITY PRESS
浙江大学出版社



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国际贸易实务

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编者说明

国际贸易实务是我国高等职业技术学院国际商务类专业的核心课程之一，也是商务英语专业的骨干支撑课程。它以商品的进出口为研究对象，重点介绍商品进出口业务的基本理论、基本知识和基本技能。通过本课程的学习，学生将熟悉国际贸易惯例，掌握进出口的基本流程和国际货物买卖合同的主要条款和操作技巧，为从事进出口贸易工作打下良好的基础。

本教材用英文版本，其宗旨是用英语作为媒介语来讲授专业知识，帮助学生在特定的英语语言环境中直接、系统地学习国际贸易操作实务，同时使学生通过对国际贸易知识的学习，强化商务英语的实战技能，掌握国际贸易中的英语术语、语言特点和文体特征，使学生既具有扎实的国际贸易专业知识，又拥有娴熟的英语语言技能。

在编写中，我们注重以下三点：

1. 以“必需、够用”为原则，突出实用性。全书以国际货物买卖合同内容为核心，以合同的签订和履行的业务操作程序为主线，广泛取材于当代国内外商务活动，材料新颖、内容充实，阐明了商品进出口业务的基本理论和基本知识。

2. 注重实际操作技能的培养。教材中融进了大量的案例分析，体现了知识性、技能性的有机结合，使学生毕业后可达到与用人单位的“无缝链接”，实现零距离上岗。

3. 英语和专业知识融为一体。英语表达简明易懂，针对高职高专英语专业学生的特点，将单词的意思列在课文旁，课后还配有注解，练习和案例用中文表达，以利学生更好地理解应用，使学生既学习国际经贸知识，又掌握国际商务英语，培养学生应用商务英语知识从事国际贸易的实际应用能力。



本教材由王珍、董建民任主编，高伟、吕孟荣和袁清任副主编。具体分工如下：王珍编写第3、10、11、12章，董建民编写第4、5章，吕孟荣编写第7、8章，高伟编写第1、9章，袁清编写第2、6章。由王珍负责大纲编写和组稿，并对全书进行定稿。

教材中难免存在纰漏之处，敬请各相关高职高专院校和读者在使用过程中给予指正，并将改进意见及时反馈给我们，以便在下次修订时完善。

编 者

2008年12月



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CHAPTER 1

Introduction

导 论

Focus

In this chapter, you will learn:

- ◇ What is international trade;
- ◇ Classification of international trade;
- ◇ Some other basic concepts of international trade;
- ◇ Parties involved in international trade;
- ◇ Organizations involved in international trade.

1.1 What Is International Trade? 什么是国际贸易?

International trade is the **exchange** of goods or services between two or more countries (regions), involving the use of one or more **currencies**.¹

International trade is also known as foreign trade, world trade or global trade.

Foreign Trade Law of The People's Republic of China defines international trade as foreign trade, that is, import & export of goods and technologies and international trade in services. According to **Organization for Economic Cooperation & Development (OECD)**, world trade includes imports & exports of goods and services. **The World Trade Organization (WTO)** covers global trade on such topics as goods, services and intellectual property rights. Nations like the United Kingdom and Japan also call international trade as **overseas** trade because they are island countries which have to ship goods to other nations over the seas.

Countries in the world **participate** in international trade because of

n. 交换, 交易

n. 货币

adj. 全球的

《中华人民共和国外
贸法》

经济合作与发展组织

世界贸易组织

知识产权

adj. 海外的

v. 从事



different reasons. Absolute advantage, comparative advantage, factor endowment and the Leontief paradox are some of the international trade theories put forward by famous economists at different times.² International trade increases competition, prevents monopoly and provides stimulus to economic growth, technical development and rising in living standards in different countries. In most countries, it represents a significant share of its Gross Domestic Product (GDP).

In a broad sense, international trade involves the exchange of goods, and services across international borders or territories. International trade is also a branch of economics, which, together with international finance, forms the larger branch of international economics. In a narrow sense, international trade involves only commodity trade. This textbook, International Trade Practice mainly refers to the practical exercises in procedures for handling import & export of commodity products.

要素禀赋

n. 反论

n. 经济学家

n. 垄断 / n. 刺激

国内生产总值

n. 边界

n. 经济学 / n. 金融

n. 货物

n. 程序

1.2 Classification of International Trade 国际贸易的种类

According to the direction of commodity movement, international trade can be classified into export trade, import trade and transit trade. Export is any goods or commodity that is transported from one country to another country through the Customs. China was once famous for the export of silk products and is still known for its export of garments and textile products.

Export goods or services are provided to foreign markets by domestic producers. Import is any goods or commodity that is brought into one country from another country through the Customs.

Import goods or services are provided to domestic markets by foreign producers. China used to import cars and now it mostly imports foreign luxuries and advanced machinery and technology.

Transit trade refers to the transportation of goods from an exporting country to an importing country through a third country, which has no direct involvement in the deal.

Regarding form and content, international trade can also be classified into goods trade, tangible or visible trade and service trade, intangible or invisible trade.

Visible trade relates to goods traded while invisible trade relates to services provided for the buyers. According to the WTO, these invisible

n. 过境

n. 海关

n. 服装

n. 纺织

adj. 国内的

n. 奢侈品

n. 交易

adj. 有形的



services mainly include business, **communication**, construction, **distribution**, finance and tourism services. For example, the United Kingdom used to be powerful in visible trade and is now very strong in invisible trade because of its worldwide services in **insurance** and **stock** exchange markets. Trade in services normally does not need customs **declaration**.

As trade relation is concerned, international trade can sometimes be classified into direct trade, indirect trade and **entrepot** trade or **intermediary** trade.

When a manufacturing country trades directly with a **consuming** country, it is called direct trade. When a manufacturing country trades indirectly with a consuming country through a third country, it is called indirect trade.

Entrepot trade is one kind of indirect trade. If a trade is concluded not directly between a manufacturing country and a consuming country, but conducted by a third country, it is called entrepot trade. In other words, the third country imports from the manufacturing country, then it exports to the consuming country. Country or **region** engaged in entrepot trade usually has a good location or favourable trade conditions. For example, as a **free trade zone**, Hong Kong has a good location and is an ideal area for entrepot trade. It can import directly from other countries and export into **mainland** China; the other way round, it can import from mainland China and export to other countries in the world.

n. 通信 / n. 分销

n. 保险 / n. 证券

n. 申报

n. 转口 / n. 中转

v. 消费

n. 地区

自由贸易区

n. 大陆

1.3 Some Other Basic Concepts of International Trade 国际贸易中一些其他基本概念

There are two commonly used trade systems by which international commodity trade statistics are **compiled**: general trade system and special trade system.³ The United Nations **recommendations** advise using the general trade system that provides a more **comprehensive** recording of external trade **flows** than does the special system. The general trade system is also adopted in China. General trade includes all goods that cross the national **frontier** and goods which are imported into and exported from **custom-bonded** warehouses and free zones. The general trade system is in use when the statistical territory of a country **coincides** with its economic territory so that imports include all goods entering the economic territory of a compiling country and exports include all goods leaving the economic territory of a compiling country. Special trade covers goods that cross the

v. 收集

n. 推荐

adj. 详细的

n. 流入

n. 边界

adj. 海关监管的

v. 与……相同



customs frontier plus goods that are imported into and exported from custom-bonded areas. The special trade system is in use when the statistical territory **comprises** only a particular part of the economic territory.

The **balance of trade**, which is also an important concept in international trade, is the difference between the value of imports & exports in an economy over a certain period of time. A **positive** balance of trade is known as a trade **surplus** and consists of exporting more than is imported; a **negative** balance of trade is known as a trade gap or, formally, a trade **deficit**. The balance of trade is sometimes divided into goods and service balance; especially in the United Kingdom the terms visible and invisible balance are used. China has had a trade surplus for the past few years. However, it is always difficult for every country to keep a perfect balance in international trade.

Standard International Trade Classification (SITC) is the classification system kept by the United Nations to classify the exports and imports of a country to enable comparing different countries and years. The SITC classification is used for comparing the **composition** of foreign trade and the composition of international trade. Its purpose is for compiling international trade statistics on all **merchandise** entering international trade, and to promote international **comparability** of international trade statistics. The commodity groupings of SITC reflect:

- The materials used in production;
- The **processing** stage;
- Market practices and uses of the products;
- The importance of the commodities in terms of world trade, and technological changes.

The composition of foreign trade shows the standard of economic, industrial developments of a country while the composition of international trade shows the standard of economic, industrial developments of the world.

v. 包含
贸易差额

adj. 正的
n. 顺差
adj. 负的
n. 逆差

《联合国国际贸易标准分类》

n. 结构
n. 货物
n. 可比性

v. 加工

1.4 Parties Involved in International Transaction

国际贸易中的基本当事人

There are many parties involved in the process for the fulfillment of an import or export contract. Foreign trade **operators** are referred to as the **legal persons** or other organizations engaged in handling the import and export of goods or services in international trade. Major parties involved in

n. 完成
n. 经营者
法人