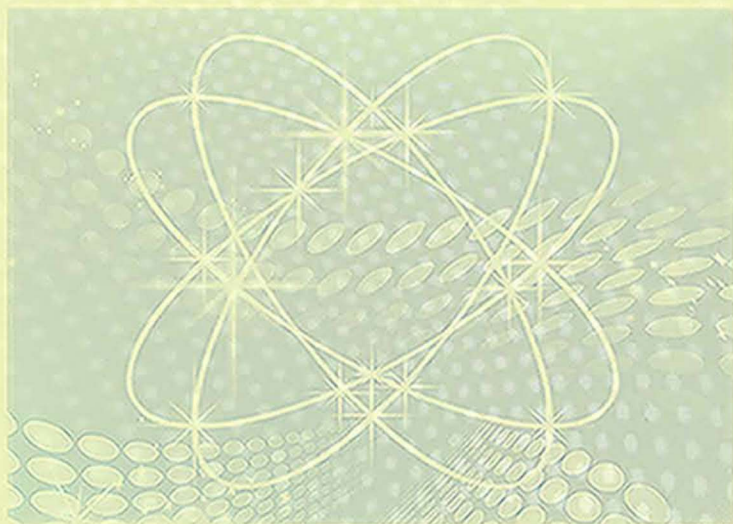


浙江省高职（单考单招）招生考试复习丛书

高职考外贸类专业技能操作冲刺模拟卷

《高职考外贸类专业技能操作》编委会 编



电子科技大学出版社

图书在版编目 (C I P) 数据

高职考外贸类专业技能操作冲刺模拟卷 / 《高职考
外贸类专业技能操作》编委会编. -- 成都 : 电子科技大
学出版社, 2016.11

ISBN 978-7-5647-4000-9

I. ①高… II. ①高… III. ①对外贸易 - 高等职业教
育 - 习题集 - 升学参考资料 IV. ①F75-44

中国版本图书馆 CIP 数据核字(2016)第 260908 号

浙江省高职 (单考单招) 招生考试复习丛书 高职考外贸类专业技能操作冲刺模拟卷

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出版: 电子科技大学出版社 (成都市一环路东一段 159 号电子信息产业大厦 邮编: 610051)

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发 行: 新华书店经销

印 刷: 杭州余杭大华印刷厂

成品尺寸: 185mm × 260mm 印张: 8.5 字数: 220 千字

版 次: 2016 年 11 月第一版

印 次: 2016 年 11 月第一次印刷

书 号: ISBN 978-7-5647-4000-9

定 价: 36.00 元

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◆ 本社发行部电话: 028-83202463; 本社邮购电话: 028-83201495

◆ 本书如有缺页、破损、装订错误, 请寄回印刷厂调换。

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高职考外贸类专业技能操作冲刺模拟卷(一)

第一部分:填制合同(第 1—20 项每空 1 分,第 21—30 项每空 2 分,共 40 分)

根据以下业务背景资料填写合同条款。

2016 年 3 月 8 日,Shanghai Textiles Import & Export Corporation 业务员张军与加拿大 John Textiles Inc. 的 John Smith 在广交会上经过洽谈达成供货协议。上海纺织品进出口公司向加拿大 John Textiles Inc. 出口以下产品,具体条款如下:

货号 88118 的棉涤纶染色斜纹棉布,棉布成份为 65%涤纶和 35%棉,纱支数为 20×20,94×60,幅宽长为 114CM×40M,用直径为 1.5 英寸的完全宽幅的卷筒装。

颜色	数量	价格
红色	4 000 米	每米 1.56 美金 CIF 多伦多(Toronto)
黑色	3 000 米	每米 1.32 美金 CIF 多伦多(Toronto)
棕色	2 200 米	每米 1.62 美金 CIF 多伦多(Toronto)
银色	4 800 米	每米 1.44 美金 CIF 多伦多(Toronto)

唛头:N/M

包装:5 卷一包,每卷用防水布包装

装运港:上海

目的地港:多伦多

装运期:不迟于 2016 年 4 月 28 日

转运:允许

分批装运:不允许

支付方式:凭不可转让的不可撤销信用证支付,付款时间为提单日期后 30 天。

H :按照发票金额的 110%投水渍险及淡水雨淋险。

SALES CONTRACT

To: JOHN TEXTILES INC.

3384 SNOW ST., TORONTO, M3J, 2J4, CANADA

S/C NO.: 23CA20068

DATE: MAR. 08, 2016

We hereby confirm having sold to you the following goods on terms and conditions as stated below;

Specifications	Commodity	Colour	Quantity	Unit Price	Amount
ART. NO. 88118 POLYESTER 65% COTTON 35%, 20×20, 94 × 60, 114CM ×40M	TRUERAN DYED JEAN			(1)	
		(2)	(6)	(10)	(14)
		(3)	(7)	(11)	(15)
		(4)	(8)	(12)	(16)
		(5)	(9)	(13)	(17)
	Total:		(18)		(19)
TOTAL CONTRACT VALUE: (20)					

SHIPPING MARK: N/M

PACKING: (21) _____,

FULL WIDTH ROLLED ON TUBES OF 1.5 INCHES IN DIAMETER

PORT OF SHIPMENT: (22)

PORT OF DESTINATION: (23)

TIME OF SHIPMENT: (24)

TRANSSHIPMENT: (25)

PARTIAL SHIPMENT: (26)

TERMS OF PAYMENT: BY (27) _____ TO

BE AVAILABLE BY (28) _____

INSURANCE: TO BE COVERED BY (29) _____ FOR 110% OF CIF

VALUE AGAINST (30) _____

Signed by:

THE SELLER: SHANGHAI TEXTILES IMPORT & EXPORT CORPORATION

张军

THE BUYER: JOHN TEXTILES INC.

JOHN SMITH

第二部分:信用证分析与单证制作(共 80 分)

一、根据以下业务背景资料填写信用证分析表。(第 1—22 项每空 2 分,第 23 项 6 分,共 50 分)

宁波进出口贸易公司收到 NATIONAL AUSTRALIA BANK LIMITED, SYDNEY 开来的信用证开本内容如下,请填写信用证分析表。

DOCUMENTARY CREDIT

ISSUING BANK	52A: NATIONAL AUSTRALIA BANK LIMITED, SYDNEY
FORM OF DOCUMENTARY CREDIT	* 40A: IRREVOCABLE
CREDIT NUMBER	* 20: AI201066763
DATE OF ISSUE	* 31C: 160401
EXPIRY	* 31D: DATE: 160518 PLACE: CHINA
APPLICANT	* 50: THE CLOTHING COMPANY AUSTRALIA PTY LTD. 10 BURWOOD HIGHWAY, BURWOOD VIC 3125
BENEFICIARY	* 59: NINGBO IMPORT & EXPORT TRADE CORPORATION 321 ZHONGSHAN ROAD, NINGBO, CHINA
AMOUNT	* 32B: CURRENCY USDAMOUNT 2 080.00
POS./NEG. TOL. (%)	39A: 10/10
AVAILABLE WITH/BY	* 41D: FREELY NEGOTIABLE AT ANY BANK BY NEGOTIATION
DRAFTS AT	42C: SIGHT
DRAWEE	42A: NATIONAL AUSTRALIA BANK LIMITED, SYDNEY
PARTIAL SHIPMENTS	43P: ALLOWED
TRANSSHIPMENT	43T: NOT ALLOWED
LOADING ON DISPATCH	44E: ANY CHINESE PORT
FOR TRANSPORT TO	44F: MELBOURNE, AUSTRALIA
LATEST DATE OF SHIP.	44C: 160503
DESCRIPTION OF GOODS	45A: KNITTED GARMENTS OF 92 PERCENT COTTON AND 8 PERCENT POLYESTER AS PER SALES CONTRACT NO. 1354 400PCS USD5.20/PC USD2 080.00 CFR MELBOURNE, AUSTRALIA
DOCUMENTS REQUIRED (IN DUPLICATE UNLESS OTHERWISE STATED) 46A: +3/3 SET OF CLEAN ON BOARD MARINE BILL OF LADING MADE OUT TO THE ORDER OF SHIPPER BLANK ENDORSED AND MARKED FREIGHT PREPAID AND NOTIFY APPLICANT +COMMERCIAL INVOICE	

+PACKING LIST
+CERTIFICATE OF ORIGIN
+SHIPPING ADVICE

ADDITIONAL CONDITIONS 47A:

+ALL DOCUMENTS IN DUPLICATE UNLESS OTHERWISE STIPULATED
+ DOCUMENTS NEGOTIATED WITH ANY DISCREPANCY WILL ATTRACT A HANDLING FEE OF USD 40.00. THIS FEE WILL BE DEDUCTED FROM PROCEEDS REMITTED BY OURSELVES
+ALL DOCUMENTS MUST BE IN THE NAME OF: MAGGET CORPORATION PTY LTD. 10 BURWOOD HIGHWAY, BURWOOD VIC 3125
+INSTRUCTIONS FOR NEGOTIATING BANK: ON PRESENTATION OF DOCUMENTS UNDER THIS L/C, THE NEGOTIATING BANK'S PRESENTATION SCHEDULE MUST INDICATE THE NUMBER AND DATE OF ANY AMENDMENTS THAT HAVE BEEN AVAILABLE /REJECTED UNDER THEIR NEGOTIATION

DETAILS OF CHARGES 71B:

ALL BANK COMMISSIONS AND CHARGES OUTSIDE AUSTRALIA, PLUS ADVISING AND REIMBURSING COMMISSIONS, ARE FOR THE ACCOUNT OF THE BENEFICIARY

PRESENTATION PERIOD 48:

WITHIN 15 DAYS AFTER THE DATE OF SHIPMENT, BUT WITHIN THE VALIDITY OF THE CREDIT

CONFIRMATION INSTRUCTIONS * 49:

ADVISING BANK IS NOT REQUESTED TO CONFIRM THE CREDIT

REIMBURSEMENT BANK 53A:

NATIONAL AUSTRALIA BANK LIMITED, SYDNEY

INSTRUCTIONS TO THE PAYING/ACCEPTING/NEGOTIATING BANK 78:

DOCUMENTS ARE TO BE FORWARDED TO NATIONAL AUSTRALIA BANK LIMITED, SYDNEY TRADE SOLUTIONS SERVICE CENTRE P. O. BOX 9909 4/20 BOND STREET, SYDNEY, NEW SOUTH WALES 2010 BY AIR COURIER OR REGISTERED AIRMAIL. ON RECEIPT OF DRAFT AND DOCUMENTS OF NEGOTIATION (DRAWN IN COMPLIANCE WITH THE CREDIT), WE WILL REIMBURSE NEGOTIATING BANK BY TELEGRAPHICALLY REMITTING FUNDS AS INSTRUCTED

ADVISE THROUGH BANK 57A: INTERNATIONAL BANK, NINGBO

信用证分析表

信用证号	(1)				合约号	(2)				受益人	(3)									
开证银行	(4)								开证申请人			(5)								
开证日期	(6)				兑付方式	(7)			起运口岸			(8)				目的地	(9)			
金额	(10)								可否转运			(11)				成交方式(14)				
汇票付款人	(12)								可否分批			(13)								
汇票期限	见票(15)_____天期								装运期限			(16)				唛头				
									有效期			(17)								
									有效地点			(18)								
									提单日(19)_____天内议付											
单证名称(23)	提单	副本提单	商业发票	海关发票	装箱单	重量数量单	尺码单	保险单	产地证	普惠制产地证	贸促会产地证	出口许可证	装船通知书	投保通知	寄投保通知单据	寄单证明	寄样证明	品质证明书		
提交银行																				
提交客户																				
注:在“提交银行”或“提交客户”对应的栏目中填写应提交的单据份数,信用证要求提交的单据没有注明份数,默认为1份。																				
提单	抬头	(20)								H	险种:									
	通知	(21)																		
运费支付方式(预付或到付)(22)										投保加成率				赔款地点						

注:如果提供的信用证的内容没有涉及信用证分析表的某些栏目,该栏目为空。

二、根据上述信用证及相关背景资料填制装箱单。(第 1—18 项每空 1 分,第 19—22 项每空 2 分,第 23 项 4 分,共 30 分)

【相关背景资料】

INVOICE NO. : 10SBD
PACKING: PACKED IN 16 CARTONS
NET WEIGHT: 8.50KGS/CTN
装运港: 中国宁波
SHIPPING MARKS: MAGGET/MELBOURNE/MADE IN CHINA

INVOICE DATE: 2016 年 4 月 3 日
GROSS WEIGHT: 9.50KGS/CTN
MEAS. : 1.000M³/CTN
法定代表人: 张力

SELLER(1)			装箱单 PACKING LIST			
BUYER(23)			NO. (2)		DATE(3)	
			S/C NO. (4)		L/C NO. (5)	
			FROM(6)		TO(7)	
			MARKS & NOS. (8)			
C/NOS.	DESCRIPTION OF GOODS	NUMBERS & KIND OF PACKAGE	QUANTITY	G. W. (KGS)	N. W. (KGS)	MEAS. (CBM)
(9)	(10)	(11)	(12)	(19)	(20)	(21)
TOTAL:		(13)	(14)	(15)	(16)	(17)
TOTAL PACKAGES (IN WORDS): (22)						
(18)						

高职考外贸类专业技能操作冲刺模拟卷(二)

第一部分:填制合同(第 1—14 项每空 1 分,第 15—22 项每空 2 分,第 23、24 项每空 5 分,共 40 分)

根据以下业务背景资料填写合同条款。

2016 年 5 月 8 日,ZHEJIANG HAIDA TRADING GROUP 总经理张昇与南非 SOUTH AFRICA IMP. & EXP. CO., LTD. 的 GEORGE 先生签订了编号为 ZHD16-A01 的合同,具体条款如下:

产品名称及规格	数量	价格
彩色电视机(28' COLOR TV)	600 台	每台 105 美金 CIF 开普敦(CAPE TOWN)
彩色电视机(32' COLOR TV)	400 台	每台 125 美金 CIF 开普敦(CAPE TOWN)

唛头:由买方决定

包装:适合海运纸板箱包装,每箱 1 台

装运港:中国上海

目的地港:南非开普敦

装运期:不迟于 2016 年 8 月 26 日

转运:允许

分批装运:允许

支付方式:凭 D/P 远期支付,付款时间为提单日期后 60 天。

H :由卖方按照发票金额的 110%投保中国人民保险公司海运货物保险条款中的一切险和战争险。

SALES CONTRACT

To: (1)

S/C NO. : (2)

DATE: (3)

We hereby confirm having sold to you the following goods on terms and conditions as stated below:

Commodity & Specifications	Quantity	Unit Price	Amount
		(4)	
(5)	(6)	(7)	(8)
(9)	(10)	(11)	(12)
Total:	(13)		(14)
TOTAL CONTRACT VALUE: (15)			

SHIPPING MARKS: (16)

PACKING: (17)

PORT OF SHIPMENT: (18)

PORT OF DESTINATION: (19)

TIME OF SHIPMENT: (20)

TRANSSHIPMENT: (21)

PARTIAL SHIPMENT: (22)

TERMS OF PAYMENT: (23)

INSURANCE: (24)

Signed by:

THE SELLER: ZHEJIANG HAIDA TRADING GROUP

张昇

THE BUYER: SOUTH AFRICA IMP. & EXP. CO., LTD.

GEORGE

第二部分:信用证分析与单证制作(共 80 分)

一、根据以下业务背景资料填写信用证分析表。(第 1—13 项每空 1 分,第 14—26 项每空 2 分,第 27 项 11 分,共 50 分)

宁波祥盛公司收到 SOUTH AFRICA IMP. & EXP. CO., LTD. 开来的信用证开本内容如下,请填写信用证分析表。

DOCUMENTARY CREDIT

ISSUING BANK

52A: THE STANDARD BANK, CAPE TOWN,
SOUTH AFRICA

FORM OF DOCUMENTARY CREDIT

* **40A:** IRREVOCABLE

CREDIT NUMBER

* **20:** SB2016C006

DATE OF ISSUE

* **31C:** 160507

EXPIRY

* **31D:** DATE: 160920 PLACE: CHINA

APPLICANT

* **50:** SOUTH AFRICA IMP. & EXP. CO., LTD.
65 SIMMONDS STREET,
JOHANNESBURG 2001,
P. O. BOX 7725, CAPE TOWN,
SOUTH AFRICA

BENEFICIARY

* **59:** NINGBO XIANGSHENG TRADING
GROUP 2106 WENER ROAD,
SHAOXING, CHINA

AMOUNT

* **32B:** CURRENCY USDAMOUNT 72 500.00

POS./NEG. TOL. (%)

39A: 05/05

AVAILABLE WITH/BY

* **41D:** ANY BANK BY NEGOTIATION

DRAFTS AT

42C: SIGHT

DRAWEE

42A: ISSUING BANK

PARTIAL SHIPMENTS

43P: NOT ALLOWED

TRANSSHIPMENT

43T: ALLOWED

LOADING ON DISPATCH

44E: ANY CHINESE PORT

FOR TRANSPORT TO

44F: CAPE TOWN, SOUTH AFRICA

LATEST DATE OF SHIP.

44C: 160830

DESCRIPTION OF GOODS

45A:

38' COLOR TV AS PER SALES CONTRACT NO. ZHD16-A02

500SETS USD145.00/SET USD72 500.00

CIF CAPE TOWN, SOUTH AFRICA

SHIPPING MARKS: SAIE/CAPE TOWN, SOUTH AFRICA/NO.1-UP

DOCUMENTS REQUIRED (IN DUPLICATE UNLESS OTHERWISE STATED) 46A:

+3/3 SET OF CLEAN ON BOARD MARINE BILL OF LADING MADE OUT TO THE
ORDER OF THE STANDARD BANK, CAPE TOWN, SOUTH AFRICA MARKED
FREIGHT PREPAID AND NOTIFY APPLICANT

+COMMERCIAL INVOICE IN TRIPLICATE

+PACKING LIST IN TRIPLICATE SHOWING THE ORIGIN OF GOODS MUST NOT
BE INDICATED ON THE CARTON

+CERTIFICATE OF ORIGIN

+INSURANCE POLICY FOR THE CREDIT AMOUNT PLUS 10 PERCENT INCLUDING
ALL RISKS AND WAR RISK

+BENEFICIARY'S CERTIFICATE CERTIFYING THAT ONE SET OF NON-NEGOTIABLE
SHIPPING DOCUMENTS WILL BE SENT TO THE APPLICANT WITHIN 3 DAYS AFTER
THE SHIPMENT

ADDITIONAL CONDITIONS

47A:

DOCUMENTS NEGOTIATED WITH ANY DISCREPANCY WILL ATTRACT A
HANDLING FEE OF USD 30.00. THIS FEE WILL BE DEDUCTED FROM PROCEEDS
REMITTED BY OURSELVES

DETAILS OF CHARGES

71B:

ALL BANK COMMISSIONS AND CHARGES OUTSIDE SOUTH AFRICA ARE FOR
THE ACCOUNT OF THE BENEFICIARY

PRESENTATION PERIOD

48:

WITHIN 21 DAYS AFTER THE DATE OF SHIPMENT, BUT WITHIN THE
VALIDITY OF THE CREDIT

ADVISE THROUGH BANK

57A: BANK OF CHINA, SHAOXING

信用证分析表

信用证号	(1)				合约号	(2)				受益人	(3)									
开证银行	(4)								开证申请人			(5)								
开证日期	(6)				兑付方式	(7)			起运口岸			(8)				目的地	(9)			
金额	(10)								可否转运			(11)				成交方式(14)				
汇票付款人	(12)								可否分批			(13)								
汇票期限	见票(15)_____天期								装运期限			(16)								唛头(20)
									有效期			(17)								
									有效地点			(18)								
									提单日(19)_____天内议付											
单证名称(27)	提单	副本提单	商业发票	海关发票	装箱单	重量数量单	尺码单	保险单	产地证	普惠制产地证	贸促会产地证	出口许可证	装船通知书	投保通知	寄投保通知单据	寄单证明	寄样证明	品质证明书		
提交银行																				
提交客户																				
注:在“提交银行”或“提交客户”对应的栏目中填写应提交的单据份数,信用证要求提交的单据没有注明份数,默认为1份。																				
提单	抬头	(21)								H	险种:(24)									
	通知	(22)																		
运费支付方式(预付或到付)(23)										投保加成率		(25)		赔款地点		(26)				

注:如果提供的信用证的内容没有涉及信用证分析表的某些栏目,该栏目为空。

二、根据上述信用证及相关背景资料填制装箱单。(第 1—18 项每空 1 分,第 19—22 项每空 2 分,第 23 项 4 分,总分 30 分)

【相关背景资料】

INVOICE NO. : ZHDTG16002

INVOICE DATE: 2016 年 8 月 20 日

PACKING: PACKED IN 500 CARTONS

GROSS WEIGHT: 30KGS/CTN

NET WEIGHT: 26KGS/CTN

MEAS. : 0.169M³/CTN

装运港: 中国宁波

法定代表人: 张胜

SELLER(1)			装箱单 PACKING LIST			
BUYER(23)			NO. (2)		DATE(3)	
			S/C NO. (4)		L/C NO. (5)	
			FROM(6)		TO(7)	
			MARKS & NOS. (8)			
C/NOS.	DESCRIPTION OF GOODS	NUMBERS & KIND OF PACKAGE	QUANTITY	G. W. (KGS)	N. W. (KGS)	MEAS. (CBM)
(9)	(10)	(11)	(12)	(19)	(20)	(21)
TOTAL:		(13)	(14)	(15)	(16)	(17)
TOTAL PACKAGES (IN WORDS): (22)						
(18)						

