

普通高等学校精品课程建设教材

国际贸易实务

Practice of
International Trade



王学惠 主编



中国农业大学出版社

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前 言

随着全球经济一体化程度的不断加深,中国的对外贸易有了进一步的发展。据海关初步统计,2007年1~9月我国进出口总值为15 708.3亿美元,同比增长23.5%。贸易额的大幅增加也带动了外贸人才的需求增加。因此,通晓国际贸易业务知识又精通英语的复合型人才愈发受到欢迎。在此背景下,我们着手编写了《国际贸易实务》(英文版)一书,旨在提高学生专业水平的同时,提高其英语的学习能力,并能将其运用到具体的业务当中。

本书的编者来自于各高校,长期从事国际贸易实务、国际结算、国际货运和外贸函电等课程的教学,有的从事过具体的外贸业务,有着丰富的实践经验。本书在编委会精心策划下,借鉴国内外同行经验做法,经过反复研究论证后推出,具有以下特点:

第一,体系新颖完整。本书以合同为主线,内容分为10个部分,共36章。具体包括国际贸易惯例与国际贸易术语、国际贸易的商品、货物的运输、国际货物运输保险、进出口商品价格、国际支付、国际货物买卖争议的预防与处理、国际货物买卖合同的商订、国际货物买卖合同的履行和国际贸易方式。体系完整,涉及进出口贸易的每一个主要环节,使读者更容易把握国际贸易具体的操作流程。同时整个体系更加清晰,结构更加合理,从而有助于读者对国际贸易实务形成一个更深刻的认识。

第二,实践性强。为体现涉外经济类专业特点,本书注重实践性、实用性、可操作性,将理论与实践探索紧密融合在一起,既强调理论来源于实践,又突出理论对实践的指导,并能紧跟国际贸易的变化和发展,对于一些新的贸易规则的变化,如出口退税政策和UCP 600,本书都做了及时的更新和调整,力求内容紧密联系当今现实,有助于提高外贸专业人才的实际培养效果。

第三,方式新颖活泼。为突出能力培养和便于各层次读者的阅读,本书在保证科学性的基础上,语言力求简练,方便读者阅读。各章节间穿插有案例分析或思考题,兼顾到读者学习的方便,每章内容后都有关键词的中文解释以及必要的注释,同时还配有练习,以便提高读者的自学能力。

参加本书编写人员有:王学惠(第六、七、八、九部分)、张喜明(第三、四、五部分)、马莲菁(第一部分)、张丽琼(第二、十部分)。本书由王学惠主编,负责大纲的编写和总纂。

由于编者水平有限,书中难免存在缺点和不足之处,敬请读者不吝指正。

王学惠于安徽农业大学

2007年10月

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Introduction 绪论

1 Introduction to the Course 课程介绍

Practice of international trade, also known as import and export practice, is a course which studies theories and practice concerned with exchange of goods between different countries or regions. The main objective of it, from the points of practice and law, is to sum up the experiences of home and abroad in practice, generalize and concise international business customary rules and norms, analyze and introduce the standard procedures, business techniques and various methods to conduct international commodity exchange in a systematic way in order to make students not only use these techniques skillfully but also carry out general and specific policies on our foreign trade correctly and assure the best international business economic benefits.

Import and export trade has been yearly restricted to cargoes in a narrow sense until the Uruguay Round of GATT started in 1986, which for the first time developed traditional international transactions as transactions including technology and services. And this new definition is accepted by most countries.

The Foreign Trade Law of the People's Republic of China (Adopted at the Seventh Meeting of the Standing Committee of the Eighth National People's Congress on May 12, 1994, promulgated by Order No. 22 of the President of the People's Republic of China on May 12, 1994, and effective as of July 1, 1994) Article 2 stipulates "Foreign trade as used in this Law refers to the import and export of goods and technologies, and the international service trade."

Since the rapid development of science technology from the 1960s, the patterns and contents of international trade have changed a lot. Various patterns of international trade such as licensing, and other services trade including transportation, insurance, banking,