

21 世纪国际商务英语丛书

# 国际贸易实务英语： 解析与阅读提高

刘法公 俞建耀 胡则远 编著

REFERENCE KEYS TO EXERCISES  
IN *ENGLISH FOR INTERNATIONAL TRADE PRACTICE*  
& ADVANCED READING  
COMPREHENSION



ZHEJIANG UNIVERSITY PRESS  
浙江大学出版社

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# Preface

由刘法公编著的《国际贸易实务英语》是 2002 年 6 月浙江大学出版社策划出版的《21 世纪国际商务英语丛书》之一。该书出版后已被全国许多高校选为商务英语类课程的教材，反响良好，原因有三：（1）该教材选材都是经过剪裁的纯正商务英语语料，很适合英语专业学生提升英语水平又学习国际贸易知识的需要；（2）该教材的每一单元中穿插多个 Exercises，不但训练学生的商务英语语言技能，包括专业术语英汉/汉英对译、介词填空、句子翻译、词语替换等，还训练学生的国际商务专业知识，使在学习商务英语过程中同时提高英语和商务知识，一举两得；（3）每个单元后都设有 Language Features，专门讨论该单元的英语语言特点，总结规律，引导识别，从语体、语法、词汇、术语等方面开展分析，掌握特色。本教材的这些特点是大多数同类教科书中缺少的，为此，我们颇感欣慰。

当时编写《国际贸易实务英语》过程中，为了给学生留下更多独立完成练习题的空间，我们有意识地没在书后提供各单元练习题的答案。然而，这样的设计也让学生们，尤其是自学本书的学生们，感到难以核对独立完成练习题的答案，所以，使用或将要使用该书的学生和老师一致希望我们提供本书中的练习参考答案。浙江大学出版社的钟老师和诸葛老师以满足读者的要求为己任，几次与我们商讨编写这本配套书的计划。可以说，我们编写这本《国际贸易实务英语：解析与阅读提高》一是受到浙江大学出版社上述两位编辑的鼓励，二是感到确有必要给使用《国际贸易实务英语》教材的学生提供自学便利和继续提高商务英语阅读能力的最新语料。

本书是《国际贸易实务英语》的“姊妹”书，提供《国际贸易实务英语》14

个单元中的练习题参考答案,同时在该单元相同的主题下选取 3 篇最新的原版商务英语文章,每篇后续 10 个 4 选项的阅读理解题。读者可以边读边练,稳步提高商务英语的阅读能力。本书 14 个单元中的阅读部分 Part B 分为 14 个专题,内容丰富,英语语料纯正,选择题都是原创,知识性强,新颖可读。作为《国际贸易实务英语》教材的配套书的编者,我们通过不懈努力已经使《国际贸易实务英语:解析与阅读提高》具备了以下两大功能:1) 提供的《国际贸易实务英语》教材中练习题的参考答案,可以使教师授课更加得心应手;学生预习或自学更加便捷。2) 提供的最新国际商务英语阅读理解短文,配上知识点的注释和阅读理解选择题,可以帮助学生进一步提高商务英语的阅读能力。对此,我们很有信心。

本书由《国际贸易实务英语》的编者,浙江工商大学刘法公教授带领该校俞建耀和胡则远两位商务英语任课教师共同编写。刘法公教授负责全书的总体策划、设计和文字统稿,分工编写了第 10、11 单元,以及本书的前言与目录;俞建耀编写了第 1、2、3、4、5、6 单元;胡则远编写了第 7、8、9、12、13、14 单元。编写人员团结合作,编写过程中不断研讨,反复修改,为编好该书,编出特色,付出了辛勤劳动。

本书编写的体例和内容上的不足之处,欢迎批评指正。

编著者

2006 年 12 月

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# Unit One

## Introduction and Highlight

### Part A: 练习参考答案

#### Exercises (p. 8)

##### I. Find in the text the English equivalents for the following:

保护主义 (protectionism)	国内市场 (domestic market)
干 涉 (interference)	直接投资 (direct investment)
限 制 (restriction)	首先提出 (first voiced by...)
支 配 (dominate)	重商主义 (mercantilism)
消 费 (consume)	货币输出 (outflow of currency)
货 币 (currency)	证券投资 (portfolio investment)

##### II. Fill in the blanks with proper English terms:

- |  |  |
|--|--|
| (1) <u>Merchandise exports</u>         | are tangible goods sent out of countries.  |
| (2) <u>Service exports and imports</u> | are international earnings other than those derived from the exporting and importing of tangible goods.  |
| (3) <u>Merchandise imports</u>         | are tangible goods brought in.   |
| (4) <u>International trade</u>         | is all business transactions that involve two or more countries.   |
| (5) <u>Direct investment (FDI)</u>     | is one that gives the investor a controlling interest in a foreign company.                              |
| (6) <u>Portfolio investment</u>        | is used primarily as financial means for a company to earn more money on its money with relative safety. |

### III. Choose a suitable word for each of the blanks in the following paragraph:

*competitive, competitiveness, competition; liberal, liberty, liberalization; facilitate, encourage, help; trade, business, transaction; greatly, increasingly, mainly*

International (trade) has been growing rapidly in recent decades because of technological expansion, (liberalization) of governmental policies on trade and resource movements, development of institutions needed to support and (facilitate) international transactions, and increased global (competition). Because of these factors, foreign countries are (increasingly) a source of both production and sales for domestic companies.

### IV. Match the definitions with the terms:

- |                                  |   |
|----------------------------------|---|
| (×) mercantilism                 | A. a trading deficit  |
| (B) mercantilist                 | B. a person who favors mercantilism   |
| (C) trade surplus                | C. value that a country gains from exporting more than importing  |
| (D) favorable balance of trade   | D. a fact that a country is exporting more than it is importing   |
| (A) unfavorable balance of trade | E. the approach of countries that apparently try to run favorable balances of trade in an attempt to achieve some social or political objective |
| (E) neomercantilism              |   |

### V. Translate the following paragraph into Chinese:

A country that is running a surplus, or favorable balance of trade, is, for the time being, importing goods and services of less value than those it is exporting. In the mercantilist period, the difference was made up by a transfer of gold, but today it is made up by holding the deficit country's currency or investments denominated in that currency. In effect, the surplus country is granting credit to the deficit country. If that credit can not eventually buy sufficient goods and services, the so-called favorable trade balance actually may turn out to be disadvantageous for the country with the surplus.

一个国家出现贸易盈余或贸易顺差，是指该国当前进口货物和服务的价值大于出口货物和服务的价值。在重商主义时期，这一差值通过转移黄金弥补，但是在今天是通过持有贸易赤字国家的货币或以该国货币表示的投资来弥补。实质上，盈余国家在给予赤字国家信贷。如果此种信贷最终不能买回足够的货物和服务，所谓的贸易顺差结果实际上可能对盈余国家不利。

## Exercises (p. 18)

## I. Give the Chinese equivalents for the following English terms:

- |                                       |           |
|---------------------------------------|-----------|
| (1) absolute advantage theory         | (绝对优势理论)  |
| (2) comparative advantage theory      | (比较优势学说)  |
| (3) international division of labor   | (国际劳动分工)  |
| (4) theory of factor endowments       | (要素禀赋理论)  |
| (5) land-intensive products           | (土地密集型产品) |
| (6) labor-intensive products          | (劳动密集型产品) |
| (7) capital-intensive products        | (资本密集型产品) |
| (8) acquired advantage                | (获得优势)    |
| (9) natural advantage                 | (天然优势)    |
| (10) differences in cultural elements | (文化要素差异)  |

## II. Translate the following sentences into Chinese according to the patterns:

- (1) Gains from trade will occur even in a country that has absolute advantage in all products because the country must give up less efficient output to produce more efficient output.  
(即使所有产品都具有绝对优势的国家, 因其必须放弃产出效率低的产品转而生产产出效率高的产品, 也会从贸易中获益。)
- (2) Although the United States has an absolute advantage in the production of both tea and wheat, it has a comparative advantage only in the production of wheat. This is because its advantage in wheat production is comparatively greater than its advantage in tea production.  
(尽管美国产茶与产麦均有绝对优势, 可它只在麦子上具有相对优势, 因其产麦的优势较其产茶的优势更大。)
- (3) According to the factor-proportions theory, factors in relative abundance are cheaper than factors in relative scarcity.  
(要素禀赋理论认为, 较丰富的生产要素比相对稀缺的要素更加廉价。)
- (4) To operate international business well, managers of a company must have, in addition to knowledge of business operations, a working knowledge of the basic social sciences.  
(为了做好贸易, 公司经理除需要掌握业务经营知识, 还需要掌握基本的实际社会科学知识。)

## III. Fill in the blanks with proper prepositions:

Companies must make decisions today (for) an uncertain future. If a company waits to see what happens (at) political and economic fronts, it may already be too

late because investments (in) research, equipment, plants, and personnel training can take many years to complete. The company that correctly guesses now where future opportunities lie will be the one that produces and sells the goods and services consumers want (at) a price they are willing to pay. The company must do so (in) conformity (with) the rules of the societies (in) which it operates. Guessing correctly is not always possible. However, (by) envisioning different ways (in) which the future may evolve, a company's management may better avoid unpleasant surprises.

## Part B: Reading Comprehension

---

### Passage 1

International trade today little resembles European commerce as it existed between the 16<sup>th</sup> century and the 19<sup>th</sup> century. Trade in earlier times was conducted largely between a mother country and its colonies. It was conducted according to strict mercantilist principles<sup>①</sup>. The colonies were supposed to supply the mother country with raw materials, and they were expected to buy all finished goods from the mother country. Other forms of trade were forbidden to the colonies, but many of them evaded these restrictions.

A result of the Industrial Revolution, which began in England in the 18<sup>th</sup> century, was the transformation of trade from a colonial exchange into a many sided international institution. Cottage industries gave way to mass production in factories. Railroads and steamships lowered the cost of transportation at the same time when new markets were being sought for the expanding output of goods.

The Industrial Revolution also brought an end to mercantilist policies. The laissez-faire attitude that emerged in their stead permitted businessmen to manufacture what they pleased and to trade freely with other nations. Trade was also stimulated by the growth of banking facilities, insurance companies, and improved commercial shipping and communications.

The repeal of the Corn Laws<sup>②</sup> by Great Britain in 1846 ended Britain's longstanding policy of protectionism. During the 19<sup>th</sup> century, many European nations made commercial agreements with each other easing their tariff rates. Lower tariffs and the growth of population and industry caused trade to soar in the 19<sup>th</sup> century.

In the 20<sup>th</sup> century two world wars and a major depression caused severe disturbances in international trade. Nations, sensing a threat to their domestic economies, sought to protect themselves from further disturbances by erecting various barriers to trade.

The situation became even worse after Great Britain abandoned the gold

standard<sup>®</sup>. The nations that were closely related to Britain, including most of the members of the Commonwealth, also gave up gold standard. As the means of making international payments broke down and trade restrictions increased, some countries had to resort to barter to obtain foreign goods.

International trade was in such severe straits during the depression that a World Economic Conference was held in 1933. This conference, however, was unable to halt a rush of currency devaluations, tariff increases, and quota arrangements.

In 1934, U.S. Secretary of State Cordell persuaded Congress to pass the Reciprocal Trade Agreements Act. This law authorized the President to negotiate tariff cuts with other nations. The Reciprocal Trade Act provided for protection of U.S. industries in the event foreign imports increased to such a degree that U.S. businesses were injured. This protection included peril point and escape clauses<sup>®</sup> under which tariff cuts could be refused or rescinded if a U.S. industry suffered economic hardship. Despite the protectionist clauses in the act, U.S. tariffs were substantially reduced.

Shortly before the end of World War II, members of the United Nations met at Bretton Woods, N.H.<sup>®</sup> to discuss ways of reducing the financial barriers to international trade. The International Monetary Fund was established as a result of the conference. The fund was designed to encourage the growth of international trade by stabilizing currencies and their rate of foreign exchange.

In the early postwar period, more than 20 nations met in Geneva, Switzerland, to negotiate tariff reductions. When any two nations reached an agreement to reduce tariffs on a product, the benefits were extended to all participating nations. This was an application of the so-called most favored nation clause.

The Geneva tariff agreements were written into the General Agreement on Tariffs and Trade (GATT). GATT also established standards for the conduct of international trade. For example, the agreement prohibits nations from placing quotas or limits on imports, except under very special circumstances.

After World War II a number of free trade areas were formed to solve trade problems on a regional basis. Tariffs on goods moving within these areas were to be abolished, easing the flow of goods and services among themselves. The most notable free trade area is the North American Free Trade Agreement (NAFTA), formed between the US, Canada and Mexico. Some of the groups also erected a single tariff on the goods of outsiders coming into their common area. Such groups are called customs unions. Since imports from other countries are subject to the same tariff no matter which member they export to, it is impossible for non-members to get into the market of the customs union in a detour.

Such an example is Mercosur (Southern Cone Customs Union) formed by Argentina, Brazil, Paraguay and Uruguay. The common market is further up the scale of regional economic integration. Now factors of production such as labor, capital and technology are free to move among members so that they can be utilized



in a more efficient and productive way. In the past the European Community remained a common market (the European Economic Community)<sup>®</sup> for some years. The highest form of economic integration is called the economic union which is characterized by integration of the domestic policies of its members in respect of economy, finance, etc. in addition to absence of trade barriers, practice of common external policy and free production factor mobility. The goal of all trade blocs was to merge small political units into large geographic entities in which goods could be freely manufactured and sold.

Besides regional economic integration, some countries have also formed commodity cartels to control the production, pricing and sale of the particular goods so as to seek higher and more stable prices for the relevant goods. The most influential commodity cartel is the Organization of Petroleum Exporting Countries (the OPEC).

- 【注释】**
- ① 早期重商主义（1500—1750）观点：实行保护关税政策，禁止外国工业品尤其是奢侈品的进口，即使是售价比本国低的商品也不例外；禁止从本国输出羊毛、皮革和锡等原料，奖励那些不输出原料及在本国生产工业品的生产者；主张多卖少买，保持贸易顺差，因为任何金银的流出都是本国财富的流失。殖民地对其母国的关系只是自然资源的供应地。
  - ② 拿破仑战争以后，地主所把持的议会为了庇护英国的农业经营，征收很重的保护性关税，——此即《谷物法》（Corn Laws）。这足以威胁到英国出口的实际增长。因为，如果世界上尚未实现工业化的其他地区，由于英国的保护政策而无法出售它的农产品，那么它也无法购买只有英国才能够提供的工业产品。所以，曼彻斯特商界成为反对整个地主所有制，尤其是反对《谷物法》的中心，并通过顽强斗争，成为 1838—1846 年间“反《谷物法》同盟”（Anti-Corn Law League）的支柱。《谷物法》直到 1846 年才终于废除。
  - ③ 最早的国际货币体系称为金本位制，在这个体制下各国承诺在受到要求时将其货币由纸币兑换成黄金。在金本位制下，各国都将其货币价值与黄金挂钩以确立货币金平价，由此便形成了固定汇率制。从 19 世纪大部分时间直到第一次世界大战结束，主要贸易国家均采用金本位制。由于英国当时在经济、政治和军事上的强大，英镑成为国际贸易往来中最重要的货币。因此便产生了“英镑金本位制”。
  - ④ 豁免（免除）条款是双边或多边贸易协定中允许签约国在享受关税或其他贸易减让的进口商品过多，国内产业受到进口竞争的损害时，可暂时取消减让待遇的条款。
  - ⑤ 布雷顿森林会议，有 44 国参加。该会议正式名称为“联合国货币及金融会议”，1944 年在美国新罕布什尔州布雷顿森林举行，故此得名。会议的一个重大成果是建立了国际复兴开发银行和国际货币基金组织。会议建立了一个以美元为基础的金本位制作为国际结算的工具，以代替原先的英镑金本位制。与会所有国家都同意将其货币钉住黄金，但只有美国保证在另一国中央银行的要求下把美元换成黄金。在新的固定汇率制下，各成员国保证各自货币的平价，仅允许 1% 的上下波动。布雷顿森林体系可以说是采取了可调整的钉住制。也有人称