

实用外语系列

SHI YONG WAI YU XI LIE



全国经贸行业外销员统考 外贸英语模拟试题

邓延国 曲延美 编著

青岛出版社



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前 言

随着我国对外贸易不断发展和外贸体制的深化改革,经贸行业需要大量合格的外销员参与国际经济贸易的竞争。为此,对外贸易经济合作部自 1989 年以来,年年举行一次全国经贸行业商务证书资格统考。本书就是为参加全国经贸行业商务证书资格统考的外销员编写的英语水平自测试题。

全书共有 10 套模拟试题、历年统考试题和答案。这些模拟试题是编者根据多年的教学实践和历年参加全国统考阅卷的实际经验,参照历年统考试题的体例和实际材料加工编写而成的。内容包括英文信函、电报、电传的拟写、英文合同的填制以及信用证的审改等。

经贸部人事教育劳动司年年向参考人员指定参考书。本书作为这些参考书的补充资料,力求帮助参考人员将所学知识与实际相结合,提高他们的知识应用能力和应试能力。

该书内容丰富,实战性强,是外销员上岗前参加统考的必备参考书,也可用做外经院校师生的参考用书。

1996 年 1 月

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一、模 拟 试 题



Test One

I. Translate the following

A. From English into Chinese(5%):

1. Seaworthy export packing
2. arbitral award
3. Certificate of origin
4. Encl.
5. Commercial Invoice
6. C. O. D.
7. @
8. OLT
9. oz
10. O/a

B. From Chinese into English(5%):

1. 联运提单; 全程提单
2. 缺货; 无现货
3. 吨位
4. 雨天顺延
5. 在运输途中
6. 国际货币基金组织
7. 良好平均品质
8. 工厂交货价

9. 凭单据付款
10. 附加保险费

II. Choose the correct answer (20%)

1. We trust that the high quality of our products will ____ you to place a trial order.

- a. appeal b. induce c. attract d. seduce

2. Once our supplies are replenished, we shall be ____ too pleased to revert to this matter.

- a. only b. very c. much d. even

3. Letters of credit are valid only for a certain time, after which they are said to ____.

- a. be expired b. being expired
c. have expired d. have been expired

4. The goods should also be insured against breakage ____ your cost.

- a. in b. for c. on d. at

5. In order to ____ handling and shipping expenses as ____ as possible, we suggest that you ship the large order in containers.

- a. cut down/much b. cut out/much
c. subtract/low d. decrease/high

6. 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

7. We require payment by L/C to reach us one month ____ the time of shipment.

- a. prior b. prior to c. at d. preceding
8. ____ you can reduce your quotations, we shall have to buy elsewhere.
- a. Before b. After c. Seeing that d. Unless
9. Your price is found to be on the high side, to accept which would ____ us only a small profit on our sales.
- a. leave b. have left c. give d. make
10. The commission shall be paid ____ by means of goods covered under this contract ____ by check.
- a. either/or b. neither/or c. either/nor d. rather/than
11. We need an agent in that country to help us to ____ our products.
- a. market b. display c. dispose d. buy
12. ABC Co. is an old-established firm, ____ many years' experience ____ the trade.
- a. with/of b. with/in c. have/in d. has/of
13. 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
14. The job which we ask you to take over for us requires tact and ____ ability.
- a. negotiated b. negotiable
c. negotiating d. negotiability
15. It is understood that after signed by the representatives from both parties, the agreement ____.
- a. is made b. extends

c. brings to an end d. comes into force

16. We consider it advisable to delay ____ the matter.

a. to discuss b. of discussion of

c. discussing d. in discussing for

17. We shall lodge a claim for all the losses ____ as a result of your failure to ship our order in time.

a. to occur b. occurred. c. to incur d. incurred

18. We regret our inability to entertain your request that our L/C established with the Bank of China ____ confirmed by X Bank in your city.

a. being b. be c. has been d. should have

19. After the contract is signed, we shall open ____ the Bank of China here an irrevocable L/C at sight in your favour.

a. with b. at c. by d. in

20. ____ 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

■. Telexes and Telegrams

1. Draft a telex according to the following messages(6%):

(1)收到你7月16日电。兹确认按你方第333号订单售价售你女式皮鞋1,000双。(电传缩写字不少于6个)

(2)我已寄你第FG—236号销售确认书正本两份,会签后请将其中一份退还我方。(电传缩写字不少于5个)

(3)请速开有关鞋的信用证,条款须同销售确认书一致,以

免日后改证。(电传缩写字不少于 7 个)

(4)一收到信用证,我将立即交货。谢谢你方合作,并盼新的订货。(电传缩写字不少于 8 个)

2. Translate the following messages into a cable or cable into Chinese messages(4%):

(1)进口许可证获准后,请立即电告证号并开立信用证,以便我方安排装运。(电报字不超过 9 个)

(2) LC7801 AMOUNT SHORT STG300 PLSAMEND
BYCABLE ENABLINGUS CATCH SSREDSTAR SAIL-
ING20TH

IV. Put the following into an English business letter in a proper form

敬启者:

谢谢你们 10 月 2 日关于核桃仁的询价函。根据你方要求现报盘如下,以我方最后确认为准:

核桃仁

一级	每公吨	250 英镑
二级	每公吨	230 英镑
三级	每公吨	210 英镑

支付条款:以卖方认可的银行开出的即期信用证付款,在本年年底前抵达卖方

装运期:1995 年 1、2 月份

不言而喻,上述报价为 CIF 伦敦净价。谨告知,如果每种级别的订额超过 1000 公吨的话,我们可以给予 5%的折扣,但不给佣金。

我们必须指出,最近国际市场对中国核桃仁的需求不断增

长,勿庸置疑,这将导致价格的增长,请尽快决策。

盼早复。

此致

ABC 贸易有限公司

山东进出口公司

经理:王谨 谨上

1994 年 10 月 7 日

ABC 贸易有限公司地址如下: 山东进出口贸易公司地址如

ABC Trading Co. Ltd 639 下:

Alexander Street London Shandong Imp/Exp Corpora-

England tion 206 Zhanshan Da Road

Qingdao 266071 P. R. China

V. Fill in the contract form in English with the particulars given below(10%)

合同号码:95—306Z

卖 方:山东省轻工业产品进出口公司

买 方:联营(Allied)贸易公司(尼日利亚拉格斯)

商品名称:印花棉布

规 格:货号 2006,每疋约 40 码

品 质:以本公司 1995 年 2 月 15 日所寄样品为准

数 量:50,000 码

单 价:成本加保险费加运费每码拉格斯 0.76 美元

总 金 额:38,000 美元

包 装:以出口标准打包包装

保 险:水渍险及战争险,按发票金额 110%投保

装 运 港:中国青岛

目的港:尼日利亚拉格斯

唛头:由卖方选定

交货期:1995年10、11月间装运,允许分批装运和转船

支付条款:以不可撤销的即期信用证,1995年10月底前开出。

签约地点与日期:1995年5月2日于青岛

Sales Contract

No.

Sellers:

Buyers:

This Contract is made by and between the Buyers and the Sellers, whereby the Buyers agree to buy and the Sellers agree to sell the under-mentioned commodity according to the terms and conditions stipulated below:

Commodity:

Specifications:

Quality:

Quantity:

Unit Price:

Total Value:

Packing:

Insurance

Port of Shipment:

Port of Destination:

Shipping Marks:

Time of Shipment:

Terms of Payment:

Done and signed in _____ on this ____ day of ____, 199

VI. Write a letter in English asking for amendments to the following letter of credit by checking it with the given contract terms

The Australia and New Zealand Banking Group Limited
New York Branch, U. S. A.

No. 6313/0890

Date: 9 March, 1995

IRREVOCABLE DOCUMENTARY CREDIT

To: Shandong Artware Import and Export Corporation,
Qingdao, China

Advising Bank: Bank of China, Qingdao Branch, Qingdao, China

Dear sirs,

We hereby inform you that we have opened our irrevocable letter of credit No. 6313/0890 in your favour for a sum not exceeding US \$ 13,440 (SAY US DOLLARS THIRTEEN THOUSAND FOUR HUNDRED AND FOURTY ONLY) available for payment of your draft at 60 days after sight on Shantilal Brothers (Fiji) Limited, Suva, Fiji, accompanied by the following documents (at least in duplicate unless otherwise specified):

1. Full set of clean 'on board' ocean bills of lading made out to shipper's order and endorsed in blank, marked "FREIGHT COLLECT" evidencing shipment of 3 FCL STC 630 cartons "Jiali" Brand Toilet Paper CIF Suva as per beneficiary's Sales Confirmation No. 95RG1011

2. Packing lists showing weights, measurements and contents of each package

Shipment from Tianjin port to Suva, Fiji

Shipment is to be effected by the sellers, with partial shipment allowed and transshipment prohibited, as follows:

1st shipment in March of 1 FCL STC 210 cartons

2nd shipment in May of 1 FCL STC 210 cartons

3rd shipment in July of 1 FCL STC 210 cartons

Shipping Marks: SHANTI/SUVA

This credit expires on 10th August, 1995 in China.

1995年1月10日签订的第95RG1011号合同的主要条款:

卖方: 山东省艺术品进出口公司

买方: Shantilal Brothers (Fiji) Limited, Suva, Fiji

商品名称及数量: 3 整集装箱内含 630 纸箱“佳丽”牌卫生纸

单价: 每纸箱 23 美元成本加运费到苏瓦

总金额: 14,490 美元

交货期: 3 月份 1 集装箱含 210 纸箱

5 月份 1 集装箱含 210 纸箱

7 月份 1 集装箱含 210 纸箱

可转运, 可分批装运

装运港:中国港口

目的港:斐济苏瓦

唛头:SHANTI/SUVA

支付条款:以不可撤销、即期信用证付款,议付有效期为最后装船期后 15 天内在中国到期

VI. Translate the following

1. From English into Chinese (7%):

The main task of the China National Foreign Trade Transportation Corporation is to arrange for the various imports and exports by sea, land, air and mail; charter vessels and book space; arrange at the request of friendly nations international through transportation of both their imports and exports, on transit via our country, as well as charter vessels and book space for them, and arrange for transportation, within China, of exhibits from foreign countries to be shown in China.

2. From Chinese into English (8%):

各种货物运输保险分海洋、陆上、航空、邮包险并按货物种类订有一般货物、冷藏货物、散装油类等条款。险别分“全损险”、“基本险”、“综合险”以及附加的“战争险”、“破碎险”、“短量险”、“偷窃提货不着险”等。