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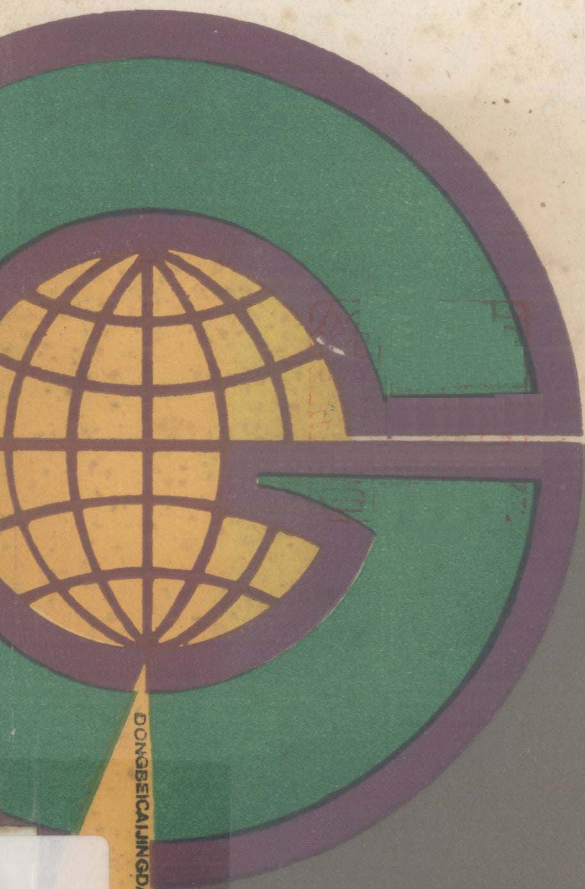
财经大学出版社

# 国际贸易英语

武振山

English  
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THE LANGUAGE OF INTERNATIONAL TRADE IN ENGLISH



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# 国际贸易英语

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## 编写说明

《国际贸易英语》将英语与国际贸易专业知识相结合，以英语阐述专业知识，以专业知识加深学生对专业英语词语的理解，旨在提高学生阅读专业书刊和运用专业英语的能力。

全书共有二十个单元，其内容的选择尽量多样化，以扩大学生的视野、丰富其知识。为了学习方便，对文章中的一些专业词语作了注释，同时补充了一些有关的常用短语。本书适合大专国际经济贸易专业高年级教学使用。

限于编者的水平，书中一定存在错漏，衷心希望读者批评指正。

编者

一九九〇年七月三日

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## Unit 1

# International Trade

International trade is the trade which crosses national frontiers. It is not strictly trade between nations, but between households and firms resident in different countries.

There is one very important difference between domestic and foreign trade. The buying and selling of a good in international trade gives rise to two transactions, not one. A UK firm buying a machine from West Germany must (a) convert pounds into marks and then (b) exchange the marks for the machine. It is essential to keep this fact in mind because all the statistics relating to international trade will be recorded in the currency of the home country. For example, the value of the UK's exports and imports are given in pounds sterling, but these are simply the pound values of the foreign currency which has been earned and spent by UK residents.

Trade between nations has led to a great

extension of the principle of specialization. The fact that human beings have different abilities, aptitudes, interests and personalities helps to explain why so much labour is specialized; people tend to do those jobs for which they are best suited. Similarly, the fact that economic resources are distributed unevenly throughout the world helps to explain why countries tend to specialize. Differences between countries in climatic conditions, in the nature of mineral deposits and in the ratios of labour to land are obvious reasons why some countries are more suited to some economic activities than others. International trade gives countries the opportunities to specialize in the things they do best.

The earliest trade between countries occurred when they were able to supply one another with goods which they were unable to produce for themselves. International trade would not have reached its present volume if trade between countries had been limited in this way. Countries nowadays import many things which they could produce themselves, in the same way that individuals purchase many things they could make for themselves. Division of labour and specialisation, followed by exchange, result in a greater output of everything, and the same applies to international trade also.

The principle underlying international trade is that a country should specialise in the production of those things for which it has the greatest advantage over others. The result of such specialisation will be a larger total world output of these things than if every country tries to be as nearly self-sufficient as possible. The theory of international trade is, therefore, based on the Principle of Comparative Cost. In the same way that division of labour and specialisation within a country make necessary a greater amount of distribution, so greater division of labour in the international field necessitates an expansion of international trade. Nevertheless, in spite of the advantages accruing to international specialisation as shown by the theory of international trade, and in spite of the great efforts made by G.A.T.T. to reduce tariffs and other hindrances to international trade, restrictions on international trade are still widespread. However, a number of attempts have been made to develop wider regional areas of free trade, such as the European Common Market, and the European Free Trade Area.

## Words and Expressions

1. trade [treid] n. the business of buying, selling,



or exchanging goods, with a country or between countries 贸易

v. to carry on trade; to buy, sell a product, goods, etc. 交易, 经商

trade mark 商标

trade name 商号

international trade 国际贸易

foreign trade 对外贸易

overseas trade 海外贸易

domestic trade 国内贸易

2. cross [krɒs] v. pass from one side to the other side of 越过

3. household [haus'həʊld] n. 家庭

4. firm [fɜ:m] n. two or more persons carrying on a business 公司, 商号

5. resident ['rezɪdənt] n. person who resides in a place 居民

6. domestic [də'mestɪk] adj. native; of one's own country 国内的, 本国的

domestic industry 国内工业

domestic demand 国内需求

domestic capital 本国资本

7. foreign ['fɔrɪn] adj. of, in, from, another country 外国的, 在外国的, 来自外国的

foreign affair 外事

foreign capital 外国资本

foreign currency 外币

foreign loans 外债

8. transaction [træn'zækʃən] n. piece of business  
交易
9. give rise to 引起, 使发生  
give rise to two transactions 发生两笔交易
10. UK; the United Kingdom 是指 the United Kingdom of Great Britain and Northern Ireland 大不列颠及北爱尔兰联合王国
11. West Germany 西德, 全称是 the Federal Republic of Germany 德意志联邦共和国
12. machine [mə'ʃi:m] n. 机器, 机械
13. convert [kən'vet] v. change from one form, use etc. into another 对换, 变换
14. pound [paund] n. unit of money 镑 (英国货币单位) 即 pound sterling 英镑
15. mark [mɑ:k] n. unit of German currency 马克
16. exchange [iks'tʃeindʒ] v.n. 交换, 互换
17. statistics [stə'tistiks] n. 统计, 统计数字
18. value ['vælju:] n. 金额, 价值
19. the value of the UK's exports and imports 英国的进出口额
20. export [ex'pɔ:t] v. ['expɔ:t] n. send goods to another country 出口
21. import [im'pɔ:t] v. ['impɔ:t] n. bring in, introduce goods from a foreign country 进口

22. currency ['kʌrənsi] n. money that is actually in use in a country 货币
23. earn [ə:n] v. 赚得
24. spend [spend] v. 花费
25. principle ['prinsəpl] n. basic truth; general law of cause and effect 原理, 原则
26. specialization [,speʃəlaɪ'zeɪʃən] n. 专门化
27. aptitude ['æptɪtʃʊd] n. natural ability to acquire knowledge or skill 才能, 能力
28. personality [,pə:sə'nælɪti] n. quality that make up a person's character 个性
29. tend [tend] v. be inclined to 趋向, 倾向  
tend to do something 趋向做某事
30. resource [ri'sɔ:s] n. wealth, raw material 资源
31. climatic [klaɪ'mætɪk] a. 气候的  
climatic conditions 气候条件
31. mineral ['mɪnərəl] n. 矿物
32. deposit [dɪ'pɒzɪt] n. 矿床  
mineral deposits 矿藏
33. ratio [reɪʃiəu] n. 比, 比率  
in the ratios of labour to land 劳动力与土地之比
34. economic [,i:kə'nɒmɪk] adj. of economics 经济的  
economic resource 经济资源  
economic crisis cycle 经济危机周期  
economic development 经济发展  
economic goal 经济目标

economic power 经济实力

35. supply ['sʌplai] v. n. give or provide 供给, 供应

supply sb with sth 向...提供...

36. division [di'viʒən] n. 分派, 分配

division of labour 分工

37. output ['aʊtput] n. quantity of goods, etc.,

produced 产量

38. the principle underlying international trade 国际

贸易的基本原理

39. apply [ə'plai] v. 适用

40. advantage [əd'vɑ:ntidʒ] n. 优势, 利益

41. specialize ['speʃəlaiz] v. 专门(从事), 专攻

specialize in the production of those things for  
which it has the greatest advantage over others

专门从事生产自己比他人具有最大优势的产品

42. self-sufficient ['selfsə'fɪʃənt] adj. 自给自足的

43. theory ['θiəri] n. 理论, 原理

44. The theory of international trade is, therefore,

based on the Principle of Comparative Cost. 国

际贸易的基本理论是比较成本原理。the Principle of

Comparative Cost 即 the Theory of Comparative

Cost 或 the Theory of Comparative Advantage.

比较利益是国家或个人的专业分工以及自由贸易的基

础。创立比较利益学说的荣誉应归于大卫·李嘉图。

45. comparative[kəm'pærətɪv] adj. comparing 比较的

comparative cost 比较成本

46. distribution [ˌdistriˈbjʊːʃən] n. 分配, 分布  
 47. field [fiːld] n. area, range 领域, 范围  
 48. G.A.T.T.: 全称是 General Agreement on Tariffs and Trade 关税及贸易总协定

An international body established in 1947 with the aim of reducing tariffs, as an aid to increasing the volume of international trade.

50. tariff ['tærɪf] n. a tax collected by a government on goods coming into or going out of a country 关税  
 51. restriction [risˈtrɪkʃən] n. 限制  
 52. regional ['rɪdʒənəl] adj. 区域的, 地方的  
 53. free trade 自由贸易

A condition of international trade where nations do not impose customs duties or other taxes on the imports of goods from other countries. The theory of International Trade shows that trade for the world as a whole will be at its greatest if it is not subject to restriction by tariffs, quotas, etc. It was a desire to expand world trade, which is to the benefit of all taking part in it, that led to a reaction in favour of free trade after the Second World War. The efforts of G.A.T.T. have been directed towards a general reduction in tariffs and its efforts have met with some degree of success.

54. European Common Market 欧洲共同市场  
55. European Free Trade Area 欧洲自由贸易区

## Exercise

### I. Discussion

1. What is international trade?
2. What are the differences between foreign and domestic trade?
3. Name a few functions of international trade.
4. Do you think international trade is necessary and important to the economic development of a country?
5. If the United States has an absolute comparative advantage over Europe in food and clothing, why is it still beneficial to import clothing from Europe?
6. Have you got any ideas about how China can expand its foreign trade?

### II. Fill in the blank spaces with the correct word or phrase given below.

theory      point out      profitable      commodity  
efficiency      comparative      advantage  
export      import      quantity      specialize  
product      portion

1. The \_\_\_\_\_ of comparative cost \_\_\_\_\_ that

trade between countries can be \_\_\_\_\_ for all, even if one of the countries can produce every commodity more cheaply. As long as there are minor, relative differences in the \_\_\_\_\_ of producing a commodity, even the poor country can have a \_\_\_\_\_ in producing it.

2. Comparative advantage has led countries to \_\_\_\_\_ in particular \_\_\_\_\_ and to mass-produce. Sometimes this goes one step further. Italy gained a comparative advantage over many countries in mass-producing wine. France, self-supporting in wine, presently \_\_\_\_\_ large \_\_\_\_\_ of Italian wine, which is cheaper. In turn, a large \_\_\_\_\_ of the French wine production is \_\_\_\_\_.

## Unit 2

# Free Trade Areas and Common Markets

In addition to the international organizations working for the removal of restrictions on international trade, the post-war period has seen the creation of many regional trading blocs. The basic idea of these organizations is for a group of nations, preferably at the same stage of economic development, to join together for the purpose of removing restrictions on trade between themselves. Nations are attracted to the idea by the prospects of the economic advantages of having much larger home markets but, in many cases, there is also a strong political motive. The formation of closer economic ties between countries is seen as a necessary first step to the creation of a political union.

International economic linkages between groups of countries may take many different forms, but the main types are, free trade areas, customs unions and common markets.



## Free Trade Areas

Countries which are members of a free trade area agree to remove all tariffs, quotas and other barriers to trade between themselves. As far as trade with the rest of the world is concerned, each member is free to set its own tariffs or quotas. Free trade is limited to those goods which are produced within the member countries. This is a very necessary rule otherwise there would be a large-scale diversion of trade. In order to avoid trade diversion, most free trade areas have regulations which insist that goods exported from one member country to another only qualify for duty-free entry if something like 50 per cent of the value of the goods has been produced in the exporting country.

The European Free Trade Association (EFTA) came into being in May 1960. Its original members were Austria, Denmark, Norway, Portugal, Sweden, Switzerland and the United Kingdom. Finland signed an agreement of association in 1961 and Iceland became a member in 1970. It was formed to allow free trade in industrial goods between member states. By 1966 all tariffs and quotas on industrial products had been removed. When they