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外贸英语 测试

TEST ON
FOREIGN
TRADE
ENGLISH

周青 编
李宣松
何志刚

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前 言

在党的十四大精神指引下,继续深化改革,进行全方位的对外开放,外资、合资企业数量的迅速增加,对外贸易的不断扩大,这就要求各大企业培养对外贸易的专业人才。要想参与国际竞争,胜任对外经贸工作,仅懂得一些经贸知识是不够的,还需要熟练掌握一门外语,根据读者的急需,我们编写了《外贸英语测试》一书。本书以水平测试的形式,详尽地介绍了外贸业务的各个环节和基础知识,提供了大量有关提高运用外贸英语技能的测试习题。通过这些习题的操练,使读者不仅能熟悉外贸业务,而且能灵活运用英语,把语言和业务融为一体,大大提高运用外贸英语的技能。目前国内外介绍外经贸知识的书籍数不胜数,专门分析外贸英语语言的书也不在少数,但有关外贸英语测试的书还属凤毛麟角。

本书根据多年的教学经验编写而成,采题面广、新颖,有着内在的连续性,是专为具有一定英语基础的、从事或有志于从事对外经贸工作的同志编写的。可作为各大中专院校涉外专业的教材,也可作为各单位人员的自学读物。

编者

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Contents

Chapter One	International Trade	1
Test One		1
Test Two		10
Test Three		17
Chapter Two	Organization and Marketing	28
Test Four		28
Test Five		36
Test Six		44
Test Seven		51
Test Eight		59
Test Nine		68
Chapter Three	Contract	76
Test Ten		76
Test Eleven		85
Test Twelve		96
Test Thirteen		105
Test Fourteen		113
Chapter Four	Finance and Payment	123
Test Fifteen		123
Test Sixteen		132
Test Seventeen		142
Test Eighteen		152
Chapter Five	Transportation	162
Test Nineteen		162
Test Twenty		171

Chapter Six	Insurance	182
Test Twenty-one	.....	182
Test Twenty-two	.....	191
Chapter Seven	Tax and Customs Clearance	201
Test Twenty-three	.....	201
Chapter Eight	Claim and Arbitration	209
Test Twenty-four	.....	209
Test Twenty-five	.....	218
Answer Keys	.....	226

Chapter One

International Trade

Test One

Part One Test on Basic Knowledge of Foreign Trade

1. Translate the following terms into Chinese.

- 1) transit trade
- 2) tangible goods trade
- 3) barter trade
- 4) intermediate trade
- 5) mercantilism
- 6) absolute advantage
- 7) comparative advantage
- 8) compensation trade
- 9) consignment trade
- 10) improvement trade

2. Correct the following mistakes in each statement.

- 1) Domestic trade has a worldwide business range, so it is more difficult and complicated than international trade.
- 2) According to the ways of transportation, international trade can be divided into money trade and barter trade.

- 3) Protectionists were possessed with the notion that a country's wealth comprised only precious metals, and there was little awareness that wealth consists of goods that can be used for production or consumption.
 - 4) The trade comes about because of the diversities of places. Some produce one thing efficiently, others produce another. Economists refer to this characteristic as absolute advantage.
 - 5) According to the Heckscher-Ohlin theory, trade between regions of a country or between countries is caused by similarity in their factor endowments.
 - 6) The new theory of "international product life cycle", which is related to marketing can be applied to new product introduction by firms in any of the developing nations.
 - 7) Tariff is a system of import duties levied on goods going out of the country. The tariff makes these goods more expensive and thus encourages consumers to buy foreign products.
 - 8) The importing licensing system requires an exporter to get a government permit before bringing goods into the country.
 - 9) Trade barriers usually increase the volume of foreign trade, reduce prices to consumers.
 - 10) Developed countries often impose trade barriers to promote industrial growth rather than remain dependent on agriculture or mining.
3. **Match up the following terms and definitions.**
- a. equilibrium
 - b. Milton Friedman
 - c. David Ricardo

- d. mixed economy
- e. net export
- f. macroeconomics
- g. econometrics
- h. dynamic economics
- i. Adam Smith
- j. barter

- 1) The study of the major economic "total" or "aggregates".
- 2) A study of balance, when all the economic forces present in a situation have an equal influence and there is no tendency to change.
- 3) The discipline of economics that measures economic data for the purpose of increasing knowledge and forecasting ability in that field with the employment of mathematical and statistical methods in the testing of economic theories.
- 4) An American, the author of "Capitalism and Freedom", who was awarded the Nobel Memorial Prize in Economic Science in 1976.
- 5) A branch of economic science that examines and explains economic changes and growth, not only of the national income but also of population or work force, of capital accumulation and of technical process.
- 6) The founder of the theory of comparative cost.
- 7) The fountainhead of economic science and "father of economics".
- 8) An economic system in which some industries are owned by the state and others are owned by private persons as shareholders of industries companies.
- 9) The early exchange of goods without using money.

10) The amount spent by foreigners on one's domestic goods and services, less the domestic currency we spend on other nations' products.

4. Fill in the blanks with the appropriate words given.

1) arbitration, policy, packages, fluctuated, language, process, risky, operations, reproduction, depreciation, notarization, insurance, commercial, market, distance, international, exchange

International trade, also called foreign trade, world trade, overseatrade, in essence, is the fair and deliberate (1) of commodity and services across boundary lines. It includes import and export trade (2). It is more difficult and the uncertainty associated with (3) trade supersedes the perplexities of domestic trade, hence international trade is more (4). Why so? First, the background of the buyer and seller may usually be obscured by the long (5) between them. Secondly, concluding a deal usually involves a long, complicated (6) and the correspondence is slow and inconvenient. Unexpected thing would crop up at any time because of the changeable (7) situation. Thirdly, (8) barriers and the unfamiliarity with the customs and (9) laws of different countries are usually the direct reasons of misunderstanding. Though the (10) organization can solve the disputes arising from this side, the traders can not be fully free from the troublesome process in settling the disputes. Fourthly, the (11) company may compensate the losses of damages which occur from time to time during the transportation of goods, but insurance itself is a sticky question in terms of the fulfillment of obligations and responsibilities in an insurance (12). And it is also difficult to expect an absolute standard and fair (13) when the goods are damaged or the

(14) go out of form. Fifthly, the appreciation and (15) of the currency value will have great influence on the price in negotiation. The traders are troubled by the (16) exchange rate as well as the changeable market price. Lastly, the capital put in the transactions cannot recirculate quickly and then the (17) would be scotched.

2) accumulating, free, advantageously, government, mercantilists, produce, efficient, reduction

Increasing dissatisfaction with (1) control in the era of the mercantilists prompted various writers in the 18th century to advocate a (2) in government protection of local industry and move toward freer foreign trade. Adam Smith attacked the principles and practices of (3). He argued that trade for the sake of (4) gold was foolish when by means of free, unregulated trade, a nation could require what it does not (5) at home. Under (6) trade conditions, a country could gain most by producing only the goods which it was most (7) at making. Some of the surplus goods could then be traded to obtain those products which could not be produced (8) at home.

3) concentrate, resources, costs, wanted, comparative, benefits, specialize, advantage, efficiently

The law of (1) advantage states that any person, business, or economic unit can get more real goods and services if each produces the things which it can produce more (2), and trades this output for other things (3). According to the economic principle of comparative (4), it is said that each country should (5) on producing those goods it can make more efficiently and buy from other countries those goods it cannot produce or produce as efficiently. This is made possible by the fact that foreign trade enables countries to (6) in producing those

things they are best suited to make with the (7) they have. A country (8) more by producing goods it can make most cheaply and buying those goods that other countries can make at lower (9) than by producing everything it needs within its own borders.

4) technology, trade, labor, costs, large, less, capital, internationally

According to the Heckscher-Ohlin theory, if each region concentrates on producing the goods that require a (1) amount of its relatively abundant factor, these goods ought to have lower production (2) and thereof can be sold for (3) in the international market. China, having a relative abundance of (4) as compared to capital, should concentrate on producing labor-intensive goods. Germany, on the other hand, having relatively more (5) than labor, should specialize in capital-intensive products and then (6) with China. When each country makes greater use of the relatively more-abundant and thus less-expensive factors and then trades (7), the result should be a higher level of living for all countries. The theory also assumes that the same (8) is available to all nations.

Part Two Test on Business Language

1. Write out the full words of the abbreviations or short forms of the following commercial terms. And translate them into Chinese.

- 1) agcy.
- 2) B/L or B. L.
- 3) VW
- 4) D/D
- 5) ECE
- 6) F. A. Q.

7) gr. wt.

8) H. O.

2. Fill in the following blanks with proper prepositions or adverbs.

1) The goods have been abandoned __ unsalvageable.

2) They agree to absolve us __ our obligation.

3) Carpets are available __ abundance.

4) After several approaches, we have talked them into acceding __ your request for substitution.

5) It is difficult to account __ this sharp rise in price.

6) You will have to acquaint us __ the details.

7) We hope the result will be an adequate compensation __ your efforts.

8) There is little or no advantage __ reducing the price.

9) We are studying your list of commodities and will advise you __ our present interest.

10) The amount is RMB ¥ 85,673 __ the aggregate.

11) It appears that our records are not __ agreement.

12) We are __ the alert against dumping operations.

13) The business is allegedly closed __ \$860 per metric ton.

14) Allowing __ the difference in quality, the disparity in price should not be so wide.

15) Repayment of the bond is conditioned __ 10 years' amortization.

3. Fill in the blanks with the proper forms of the following verbs.

generate, abrogate, promote, approach, hesitate, expedite, accelerate, practice, cover, exert

1) Though many of Adam Smith's suggestions have been __ in the United States, the concept of laissez-faire has generally

been rejected.

- 2) Your business is our business. If there is anything to improve, please do not __ to point it out for our mutual benefit.
- 3) The order is urgently required that we must ask you to __ shipment.
- 4) Corporations, which __ the greatest total sales revenue in our economy, are becoming more popular, as a function of time, and as a form of business ownership.
- 5) Production is being __ to meet rising demand.
- 6) We have no intention to __ our obligation.
- 7) We confirm that we hold your house __ against fire risks for \$ 10,000.
- 8) We believe the normalization of diplomatic relations between our two countries will __ trade.
- 9) Agent shall __ his best efforts with diligence in advertising and promoting the sale of products throughout the world.
- 10) What you should do is to __ the suppliers for further quantities with the least possible delay.

4. Insert one word in each line.

International is the export and import of goods and services, yet are other ways in which international business is transacted. A U.S. company may allow a foreign company to produce its products LICENSING agreements. The U.S. company may a patent and receive royalties for the sales of its product. company might provide critical inputs such soft drink syrup or specially trained engineering consultant.

Closely paralleling the licensing is the franchising agreement, which involves an ongoing business relationship the franchisor and franchisee. Foreign franchising includes a broad range computerized services, professional, temporary help, ice cream shops,

video equipment sales, food markets, restaurants, automotive products services, weight control centers, and printing and copying stores. 1985 the ten areas the world with the most American franchises were Canada (239), followed the Caribbean (88), Australia (75), Asia, other than Japan and Middle East, (74), Continental Europe(73), the United Kingdom(68), Japan(66), the Middle East(41), Mexico(36), South America(35).

When companies from different countries combine capital human resources in specific ventures it called a joint venture. The GM-Toyota joint production of the Chevrolet Nova in California is recent highly publicized example of a venture.

When a company buys builds production facilities in a foreign country it creates a wholly owned subsidiary. have a wholly owned subsidiary, the parent company must 100 percent of the equity (the shares) in the subsidiary. The foreign country is to as the "host" country and the country of origin called the "home" country.

International business is the collective term international trade, licensing, joint ventures, and wholly subsidiaries . These different modes of engaging in business are not mutually exclusive. American company may export to Canada, license England, engage in a joint venture in Brazil a Brazilian-owned company, and maintain a wholly owned subsidiary in Nigeria. choice of any one of these methods depends many variables including the long-range market potential of the product, local government laws that may prohibit owned subsidiaries, the level of skills the lost country, political risk such as expropriation of facilities, and the financial ability of one company provide necessary capital investment.

Test Two

Part One Test on Basic Knowledge of Foreign Trade

1. Translate the following terms into Chinese.

- 1) protectionism
- 2) re-export
- 3) quota
- 4) entrepot trade
- 5) excess of export
- 6) favorable trade balance
- 7) embargo
- 8) multilateral trade
- 9) triangular trade
- 10) two way trade

2. Correct the following mistakes in each statement.

- 1) In China, compensation trade was widely used during the early days after liberation to break the blockade imposed against our country.
- 2) In barter trade, payments of imports (chiefly machinery and equipment for a factory) are to be made by products of the particular factory during certain years of its production according to agreement.
- 3) In processing trade, imports of finished goods are to be re-exported after processing or manufacture according to agreement.
- 4) In consignment trade, goods are exported by the consignee to the consignor abroad and payment is made by the con-

signor only after the goods have been sold.

- 5) Consignment trade is chiefly used to start exports of goods of old designs, old production or old brands ect.
 - 6) The peculiar feature of agency arrangements is that the exporter enters into direct relations with the customers abroad, by means of a contract procured and concluded on behalf of the importer by a representative who resides abroad and is not his employee.
 - 7) Under agency arrangements, the remuneration of independent agent is usually based upon a discount on the purchase price of the exports.
 - 8) Tender, auction and commodity exchange transactions do not belong to export or import trade.
 - 9) As initially formulated, the theory of absolute advantage is based on labor-cost differentials.
 - 10) The presence of protectionism is termed free trade, where-in goods and services flow across international boundaries on the primary basis of comparative advantage.
- 3. Match up the following terms and definitions.**
- a. negative trade balance
 - b. bilateral trade agreement
 - c. comparative advantage
 - d. protectionism
 - e. economics
 - f. Alfred Marshall
 - g. balance of trade
 - h. code of conduct
 - i. invisible trade
 - j. Joan Robinson

- 1) The author of "Principles of Economics" and a master of "partial analysis".
- 2) The study of how a society chooses to use scarce resources to produce goods and services and physically distribute them to people for their consumption.
- 3) Net imports are greater than net exports.
- 4) The surplus or deficit that results from comparing a country's expenditures on merchandise imports and receipts derived from its merchandise exports.
- 5) A formal or informal agreement involving commerce between two countries.
- 6) International instruments that indicate the standards of behavior by national, states or multinational corporations deemed desirable by the international community.
- 7) A central concept in international trade theory which holds that a country or a region should specialize in the production and export of those goods and services that it can produce relatively more efficiently than other goods and services, and import those goods and services in which it has a comparative disadvantage.
- 8) Items such as freight, insurance, and financial services that are included in a country's balance of payments accounts even though they are not recorded as physically visible imports and exports.
- 9) The deliberate use or encouragement of restrictions on imports to enable relatively inefficient domestic producers to compete successfully with foreign producers.
- 10) A pioneer in the study of the behavior of firms in imperfectly competitive markets and the author of "The Economics of Imperfect Competition".

4. Fill in the blanks with the appropriate words given.

statistics, international, competitiveness, difference, value, weakness, domestic, production, abroad, strength, planning, services, tangible, rise, impact, currency, export, incomes, foreign, imports

The balance of international trade of a country is the (1) between its exports and imports of not only (2) goods but also products of other factors of production in all forms, such as services related to (3) transportation, travel, insurance, the (4) and supervision of construction projects, management assistance, the work performed by migratory workers, and (5) from royalties and from international investments. Most countries (6) their imports C. I. F. and their exports, F. O. B. The (7) for trade in tangible goods, based on documents filed by exporters and importers with customs officials, show the movements of goods regardless of whether or when payments are received or made.

The statistics for trade in goods and (8) is aimed at the computation of GNP—imports are deducted and exports are added to get the total gross national product. Another purpose of the statistics is to calculate the (9) of a country in international trade on the one hand and the (10) of its balance of payments on the other.

However, the balance of trade does not exactly show how it affects the (11) economy, because, to a large degree, the flow of goods is in the reverse direction of that of monetary funds and import of goods has an unfavourable (12) on domestic investments and consumption expenditures, while (13) can sometimes promote domestic production directly and promote import which is required by domestic (14). However, a rise in