

全 国 国 际 商 务 英 语 考 试 教 材

# 国际商务英语综合模拟实练(二级)

COMPREHENSIVE TRAINING  
FOR CHINA NATIONAL  
BUSINESS ENGLISH TESTS

(Level Two)

中国国际贸易学会商务专业培训考试办公室 编



CHINA NATIONAL BUSINESS ENGLISH TEST

全国国际商务英语考试教材

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中国国际贸易学会商务专业培训考试办公室 编

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# 前 言

商务英语在我国快速发展,得到更加广泛的应用,社会各类机构、大专院校对商务英语的需求十分强烈。为了满足商务企事业单位对员工和应聘人员专业英语水平测评的需要,商务部国际贸易学会举办了全国国际商务英语考试,本系列教材就是专门为全国商务英语考试(二级)而编写的。本套教材组织了强大的编写专家队伍,他们分别来自对外经济贸易大学、广东外语外贸大学、上海对外贸易学院、黑龙江大学、东北财经大学、扬州大学等高等院校。编写组认真讨论了教材编写的理念和框架,对教材进行了反复修改润饰,最后定稿,送国际贸易学会商务专业考试办公室组织专家审定。

本系列教材依据《全国国际商务英语考试(二级)大纲》编写,各册教材具体如下:

1. 《国际商务英语听力(二级)》;
2. 《国际商务英语阅读(二级)》;
3. 《国际商务英语写作(二级)》;
4. 《国际商务英语翻译(二级)》;
5. 《国际商务英语口语(二级)》;
6. 《国际商务英语综合模拟实练(二级)》;
7. 《国际商务英语考试词汇手册(二级)》。

本系列教材的特点是具有很强的针对性,难度和题型都贴近考试,以实用和实训为导向,辅以理论要点讲解,并提供参考答案和录音光盘,适用于报考商务英语二级考试的考生作为培训和复习教材,也可用作大专院校商务英语、国际贸易、工商管理等专业学生提高商务英语水平的培训和自学教材,同时还可作为涉外企业各类从业人员的培训教材或辅导资料,以及广大商务英语学习者的自学教程和参考用书。本教材在编写过程中得到了国际贸易学会领导的大力支持,中国商务出版社也组织了精干的专业人士审稿,并特别邀请英语教学专家 Maria T. Brewster 审订,充分保证了本套教材的出版质量,我们在此表示衷心感谢。同时,我们也十分希望广大读者能对本教材提出宝贵意见,以便我们今后改进。

对外经济贸易大学英语学院  
博士生导师、教授 王立非  
2009年7月

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# 一、综合模拟试题

## (一) 模拟试题一

全国国际商务英语考试 (二级)  
China National Business English Test  
(Level Two)

### Part I LISTENING

(25 minutes)

#### Section A

**Directions:** Listen to five short monologues once. Decide which of the following meanings (A-G) best represents the speaker's intent. Then mark your answers on the Answer Sheet.

You have 30 seconds to read the statements before you listen.

- |                                                                          |
|--------------------------------------------------------------------------|
| A. The speaker is telling something secret.                              |
| B. The speaker thinks that they should redo the work.                    |
| C. The speaker is making a complaint.                                    |
| D. The speaker does not have time to relax now.                          |
| E. The speaker was angry about the meeting in the morning.               |
| F. The speaker is at a conference.                                       |
| G. The speaker will wait for some time before conducting a conversation. |

1. Monologue 1 \_\_\_\_\_
2. Monologue 2 \_\_\_\_\_
3. Monologue 3 \_\_\_\_\_
4. Monologue 4 \_\_\_\_\_
5. Monologue 5 \_\_\_\_\_

#### Section B

**Directions:** Listen to two talks once. Fill-in the numbered blanks with the missing information. Then write down your answers on the Answer Sheet. Write no more than three words or numbers in each of the blanks.

**Talk 1** You have 30 seconds to read the following incomplete notes before you listen.

Where did the man and the woman meet with each other last time? On the \_\_\_\_\_ (6)

The original amount the woman orders: \_\_\_\_\_ sets (7)

The original discount the woman asks for: \_\_\_\_\_ (8)

The man said that their maximum discount is: \_\_\_\_\_ (9)

The final amount the woman agreed to order: \_\_\_\_\_ sets (10)

**Talk 2** You have 30 seconds to read the following incomplete notes before you listen.

The question of \_\_\_\_\_ (11) has been settled.

The man only accepts payment by \_\_\_\_\_ (12).

When the woman opens a letter of credit with a bank, she has to pay a \_\_\_\_\_ (13)

The man suggests the woman consider a joint participation on the Japanese \_\_\_\_\_ (14).

The man will still stay here for \_\_\_\_\_ (15).

**Section C** There are question 16-30 in this section. Complete each question according to the directions given.

**Direction 1:** Listen to five short conversations once each. After each conversation, a question will be asked. You have 10 seconds to choose the best answer to the question. Mark your answers on the answer sheet.

16. A. He will go to finish his work at once.  
B. He will ask the women to help him on his work.  
C. He will ask the woman to go to the post office at once.  
D. He will go to the post office himself.
17. A. The plane will absolutely arrive late.  
B. They don't need to leave right now.  
C. They don't have to receive the delegation at the airport.  
D. The weather report is not always right.
18. A. His manager wants to hold an exhibition this weekend.  
B. He will participate in an exhibition next Tuesday.  
C. He probably has to work this weekend.  
D. He wants to know the woman's suggestion for the weekend.
19. A. He is complaining the woman won't give him something to eat.  
B. He needs to eat something.  
C. Working is more important than eating.  
D. He works too hard.
20. A. They should deliver the goods free of charge.  
B. They must charge some money for delivery.  
C. The man is too subjective.  
D. Maybe it's not a good idea to provide free delivery.

**Direction 2:** Listen to three passages once each. After each passage, you will hear three to four questions. Choose the best answer to each question. Mark your answers on the Answer Sheet.

**Passage 1**

21. A. He is asking for a part-time job position.  
B. He wants to talk to the woman.  
C. He wants to plan for his trip.  
D. He works here.
22. A. The man should not waste time on trips.





choices marked A, B, C and D, and mark the corresponding letter on the Answer Sheets.

FOB means Free On Board. This means that the goods will be deemed to be 31 to the Buyer at the point that the goods pass the ship's 32. The term in the lumber industry originated when some mills began to ship 33 rail. They would F. O. B. a rail car at the closest rail siding. This means the mill (the seller) would get it loaded onto the rail car and pay for all charges (shipping and handling) related to getting it loaded. Once loaded, the receiver would be responsible for all 34 charges, insurance, damage, etc. Sometimes they would F. O. B. the siding, which means they would only pay to get it to the siding and not loaded onto a rail car, ship, truck, etc.

FOB point of origin (the seller) —the seller loads material and is paid for it at this point. The buyer supplies the shipping and cost. Seller is responsible for method of shipping and cost, and the seller receives payment at the final 35.

- |                    |            |              |                |
|--------------------|------------|--------------|----------------|
| 31. A. transferred | B. handed  | C. delivered | D. sent        |
| 32. A. edge        | B. rail    | C. board     | D. stern       |
| 33. A. via         | B. through | C. on        | D. by          |
| 34. A. extra       | B. freight | C. shipping  | D. sea         |
| 35. A. site        | B. place   | C. point     | D. destination |

## Passage 2

**Directions:** In the following passage, some sentences have been removed. For Questions 36-40, choose the most suitable one from the list A-G to fit into each of the numbered blanks. There are two extra choices which do not fit in any of the gaps. Mark your answers on the Answer Sheet.

China's foreign trade sector now faces unprecedented difficulties and is set to decline in the first half year of 2009. 36.

Reports said that China should extend export credit insurance coverage and lower insurance rates to help exporters cut risks. Moreover, 37.

Officials urged more focus on exports of labor-intensive products and high-tech products. 38.

Exports in April fell 22.6 percent from a year earlier, the sixth straight monthly decline, figures from the General Administration of Customs showed.

"39." Zhuang Jian, a senior economist with the Asian Development Bank office in Beijing, told Xinhua Thursday.

"Though there are some positive signals, for example growing shipping, they are not likely to be sustainable. 40." Zhuang said.

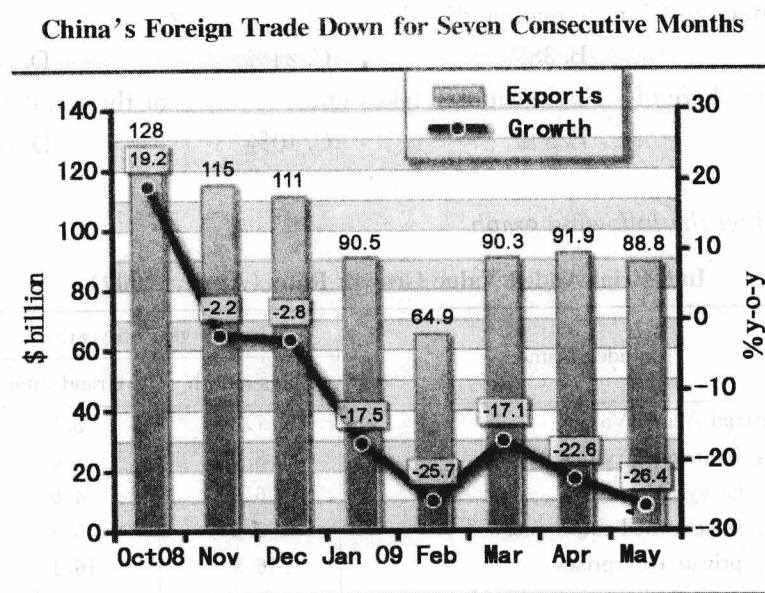
- A. The World Bank had estimated in March that China's economic growth this year would be around 6.5 percent.
- B. Insurers should help realize the State Council's aim to allocate \$84 billion of short-term export credit insurance scale this year and allocate special funds for large equipment exports.

- C. If obvious recovery signals from major economies could be seen at the end of the year, China's trade might start to grow.
- D. It's increasingly difficult to make a quick turnaround and the situation will remain gloomy in the second half year.
- E. And the importance of upgrading trade structure should be always stressed.
- F. Some of the problems are emerging in the Chinese economy including the widespread bankruptcies among smaller enterprises and decline in the property market.
- G. There is no doubt China's foreign trade will decline this year as global demand remains sluggish.

### Section B

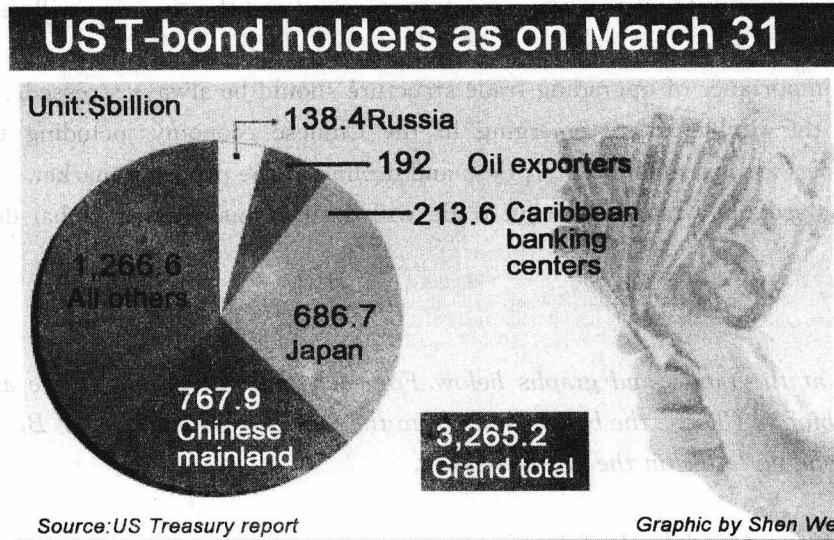
**Directions:** Look at the tables and graphs below. For each table or graph, there are one or two statements describing it. Choose the best answer from the four choices marked A, B, C and D. Then mark the corresponding letter on the Answer Sheet.

Question 41 and 42 are based on the following graph.



41. Which successive months suffered the biggest decline?
- A. Dec-Jan
- B. Oct-Nov
- C. Jan-Feb
- D. Mar-Apr
42. The export volume of September, 2008 is \$ \_\_\_\_\_ billion?
- A. 160
- B. 154
- C. 100
- D. 107

Question 43 and 44 are based on the following graph.



43. The percentage of Chinese mainland's share is \_\_\_\_\_?
- A. 28%                      B. 38%                      C. 24%                      D. 15%
44. The smallest share of a single country takes up \_\_\_\_\_ of the total?
- A. 4%                          B. 5%                          C. 10%                      D. 18%

Question 45 is based on the following graph.

**Industrial Added Value Growth Rate (April, 2009)**

Index Name	Growth year-on-year %	
	This month	Grand total
Industrial Added Value	7.3	5.5
in: light industry	8.2	7.0
heavy industry	6.9	4.9
in: state-owned enterprises	2.3	0.4
in: private enterprises	16.9	16.1
in: collectively-owned enterprises	7.1	4.3
joint-equity cooperative enterprises	7.0	7.1
share-issuing enterprise	9.4	7.9
foreign investment	1.7	-0.7

45. Which of the following statements is true? \_\_\_\_\_
- A. The growth rate of this month is always higher than the grand total in every industry.
- B. The growth rates in private enterprises boost the minimum disparity.
- C. Since the growth rate in heavy industry is much lower than in light industry, the total heavy industry output must be much lower too.
- D. The growth each month does not necessarily lead to growth in the grand total in some areas.

**Section C**

**Directions:** Read the following three passages. Choose the best answer for each statement or question from the four choices marked A, B, C and D, and mark the corresponding letter on the Answer sheet.

Questions 46-50 are based on Passage 1.

**Passage 1**

Over the past decade, American companies have tried hard to find ways to discourage senior managers from feathering their own nests at the expense of their shareholder. The three most popular reforms have been recruiting more outside directors in order to make boards more independent, linking bosses' pay to various performance measures, and giving bosses share options, so that they have the same long-term interests as their shareholders.

These reforms have been widely adopted by America's larger companies, and surveys suggest that many more companies are thinking of following their lead. But have they done any good? Three papers presented at the annual meeting of the Academy of Management in Boston this week suggest not. As is usually the case with boardroom tinkering, the consequences have differed from those intended.

Start with those independent boards. On the face of it, dismissing the boss's friends from the board and replacing them with outsiders looks like a perfect way to make senior managers more accountable. But that is not the conclusion of a study by Professor James Westphal. Instead, he found that bosses with a boardroom full of outsiders spent much of their time building alliances, doing personal favors and generally pleasing the outsiders.

All too often, these seductions succeed. Mr. Westphal found that, to a remarkable degree, "independent" boards pursue strategies that are likely to favor senior managers rather than shareholders. Such companies diversify their business, increase the pay of executives and weaken the link between pay and performance.

To assess the impact of performance-related pay, Mr. Westphal asked the bosses of 103 companies with sales of over \$ 1 billion what measurements were used to determine their pay. The measurements varied widely, ranging from sales to earnings per share. But the researcher's big discovery was that bosses attend to measures that affect their own incomes and ignore or play down other factors that affect a company's overall success.

In short, bosses are quick to turn every imaginable system of corporate government to their advantage which is probably why they are the people who are put in charge of things. Here is a paradox for the management theorists: any boss who can not beat a system designed to keep him under control is probably not worth having not beat a system designed to keep him under control is probably not worth having.

46. What is the purpose of large companies in recruiting outsiders and putting them on the board of directors?
- A. To diversify the business of the corporation.

- B. To enhance the cooperation between the senior managers and the board directors.  
C. To introduce effective reforms in business management.  
D. To protect the interests of the shareholders.
47. What does Professor James Westphal's study suggest?  
A. Boardroom reforms have failed to achieve the desired result.  
B. Outside board directors tend to be more independent.  
C. With a boardroom full of outsiders, senior managers work more conscientiously.  
D. Cooperation between senior managers and board directors suffered from the reforms.
48. The word "seduction" in the fourth paragraph probably means "\_\_\_\_\_".  
A. efforts to conquer  
B. attempts to win over  
C. endeavors to increase profits  
D. exertions to understand
49. Which of the following statements is true?  
A. Corporate executives in general are worth the high pay they receive.  
B. The income of corporate executives is proportional to the growth of corporate profits.  
C. Corporate executives tend to take advantage of their position to enrich themselves.  
D. The performance of corporate executives affects their own interests more than those of the shareholders.
50. How does the author feel about the efforts to control senior executives?  
A. doubtful.                      B. optimistic.                      C. positive.                      D. approving.

Questions 51-55 are based on Passage 2.

### Passage 2

Do the names MySpace, Facebook, Orkut, etc. ring a bell? They probably do because they are some of the most popular sites on the internet today. These sites are all called 'social networking' sites because they help people meet and discuss things online. Each of these social networking sites has its own strengths: MySpace is especially popular among teenagers; Facebook is popular with college age people; Orkut is especially loved in Brazil, and CyWorld is the site to visit in South Korea. The common thread between all of these social networks is that they provide a place for people to interact, rather than a place to go to read or listen to 'content'.

Social networks are considered to be web 2.0. What does this mean? To understand this, it's important to understand what the original web did (often called web 1.0). Back in the nineties, the internet-or web-was a place to go to read articles, listen to music, get information, etc. Most people didn't contribute to the sites. They just ' browsed ' the sites and took advantage of the information or resources provided. Of course, some people did create their own sites. However, creating a site was difficult. You needed to know basic HTML coding (the original language the internet uses to 'code' pages). It certainly wasn't something most people wanted to do as it could take hours to get a basic page just right. Things began to get easier when blogs (from web log) were introduced. With blogs, many more people began writing 'posts', as well as commenting on other people's blogs.

In 2003 a site named My Space took the internet by storm. It was trying to mimic the most popular features of Friendster, the first social networking site. It quickly became popular among

young users and the rest was history. Soon everyone was trying to develop a social networking site. The sites didn't provide 'content' to people, they helped people create, communicate and share what they loved including music, images and videos. The key to the success of these sites is that they provide a platform on which users create the content. This is very different from the beginning of the internet which focused on providing 'content' for people to enjoy.

Relying on users to create content is the key to the success of web 2.0 companies. Besides the social networking sites discussed here, other huge success stories include: Wikipedia, Digg.com and the latest success-Twitter. All of these companies rely on the desire of users to communicate with each other, thereby creating the 'content' that others want to consume.

51. Which phrase best describes what people do at social networking sites?
  - A. They interact with other people.
  - B. They browse articles and other content.
  - C. They code pages in HTML.
  - D. They play games and send e-mails.
52. What was the original web mainly used for?
  - A. Interacting with other people
  - B. Creating content
  - C. Creating pages in HTML
  - D. Browsing content
53. Why didn't many people create web pages in the beginning?
  - A. They didn't like communicating with others.
  - B. They didn't feel comfortable coding HTML pages.
  - C. They didn't know they could create web pages.
  - D. They didn't know the technology.
54. Which is the best description of web 2.0 sites?
  - A. They are content driven sites.
  - B. They are platforms for interaction.
  - C. They are like blogs, but better.
  - D. They are professional sites.
55. What is most important for these new sites?
  - A. Users' desire to communicate with each other
  - B. Users' desire to read interesting content written by professionals
  - C. Users' desire to learn coding
  - D. User's desire to surf the Internet

Questions 56-60 are based on Passage 3.

### Passage 3

This year Americans elect a new president on November 4th. It's an important event that happens once every four years. Currently, the president is always elected from one of the two main parties in the United States: the Republicans and the Democrats. There are other presidential

candidates. However, it is unlikely that any of these “third party” candidates will win. It certainly hasn’t happened in the last one hundred years.

In order to become the presidential nominee of a party, the candidate must win the primary election. Primary elections are held throughout each state in the United States in the first half of any election year. Then, the delegates attend their party’s convention in order to nominate their chosen candidate. Usually, as in this election, it’s clear who will be the nominee. However, in the past parties have been divided and choosing a nominee has been a difficult process.

Once the nominees have been selected, they campaign throughout the country. A number of debates are usually held in order to better understand the candidates’ points of view. These points of view often reflect their party’s platform. A party platform is best described as the general beliefs and policies a party holds. Candidates cross the country by plane, bus, train or by car giving speeches. These speeches are often called ‘stump speeches’. In the 19th century candidates would stand on tree stumps to deliver their speeches. These stump speeches repeat the candidate’s basic views and aspirations for the country. They are repeated many hundred of times by each candidate.

Many people believe that campaigns in the United States have become too negative. Each night you can see many attack ads on the television. These short ads contain sound bites which often distort the truth, or something the other candidate has said or done. Another recent problem has been voter turnout. There is often less than 60% turnout for national elections. Some people don’t register to vote, and some registered voters don’t show up at the voting booths. This angers many citizens who feel that voting is the most important responsibility of any citizen. Others point out that not voting is expressing an opinion that the system is broken.

The United States maintains an extremely old, and some say inefficient, voting system. This system is called the Electoral College. Each state is assigned electoral votes based on the number of senators and representatives that state has in Congress. Each state has two Senators. The number of representatives is determined by the states population, but is never less than one. The electoral votes are decided by the popular vote in each state. One candidate wins all of the electoral votes in a state. In other words, Oregon has eight electoral votes. If one million people vote for the Republican candidate and one million and ten people vote for the Democratic candidate ALL eight electoral votes go to the democratic candidate. Many people feel that this system should be abandoned.

56. What must a person do to become a presidential nominee?
  - A. Win the general election.
  - B. Win a primary election.
  - C. Decide to run for president.
  - D. Win the support of people.
57. What is the main purpose of the debates?
  - A. Raising money for the election.
  - B. Helping to understand the candidates’ points of view.
  - C. To see who is a better speaker.
  - D. To attract advertising.
58. What is the party platform?
  - A. The official place of the party.



- B. The belief of a specific presidential nominee.  
C. The general beliefs and policies of the party.  
D. The place where the party is held.
59. What is a stump speech?  
A. A special speech for a particular group.  
B. A speech to attract attention.  
C. The standard speech given by a nominee many times.  
D. A speech about the forest.
60. What is an attack ad?  
A. An advertisement which presents a nominee's point of view on an issue.  
B. An advertisement which attack the rival party's nominee.  
C. An advertisement which contains a sound bite which distorts the truth.  
D. A type of party platform.

### Part III TRANSLATION

(30 minutes)

#### Section A

**Directions:** Translate the underlined part of the following passage into Chinese and write the Chinese version on the Answer Sheet.

61. Profit is absolutely essential, to be sure, but it is a downstream outcome of creating value, and so it functions very poorly as an objective in itself. One of the reasons so many businesses fail is that all their analysis and learning revolves around profit, so they become aware of problems only when their profits begin to decline. In struggling to fix their profits, they concentrate on a symptom and miss the underlying breakdown in their value-creation system.

#### Section B

**Directions:** Translate the following passage into English and write the English version on the Answer Sheet.

62. 随函寄上第 303 号询价单一份, 盼望你方早日给我们报上海到岸价, 包括我方 5% 的佣金。报价时请说明最早交货期和可供数量。

### Part IV WRITING

(30 minutes)

**Directions:** Write a report of about 150 words in the correct format according to the following information.

63. You are a clerk in Lucky Tourism Company. You are responsible for arranging travelling lines. One day, you received the data as follows: