国际贸易专业应用型本科精选系列教材
省级精品课程教材

国际贸易理论与实务双语教程

Theory and Practice of International Trade
A Bilingual Course

（第三版）

傅龙海 郑佰青 陈剑霞 ◎主编



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前　言

由傅龙海老师主编的《国际贸易理论与实务》一书在出版后短短不到三年的时间里，又出了第五版，可想而知这本书受欢迎的程度。根据教育部的要求，高校需要有一定比例的双语教学。现在很多高校已经在国际贸易实务或是国际贸易理论课程教学中采用双语授课形式，但是目前国际贸易理论与实务双语教材还是比较缺乏。为了满足广大高校师生的热切愿望，编者在原中文书稿的基础上推出该书的双语教程。

《国际贸易理论与实务双语教程》既介绍了国际贸易的理论知识，又介绍了国际贸易的实务知识。本书结合当代国际贸易的一些新情况和新问题，将理论性与实际操作性相结合，突出实务操作，力求达到内容新颖、重点突出、概念准确、简明扼要，以便更好地适合教师课堂教学和学生学习的需要。需要指出的是，本书采用中英文一一对应的呈现形式，极个别中英文没有完全对应是基于表述更容易让学生理解，更符合国际贸易惯例。

《国际贸易理论与实务双语教程》主要作为经济类和非外贸类专业学生学习经贸基础知识之用，如营销、会计、经济管理、物流和电子商务等专业均可以把本课程当作公共课程来学习，也可以作为相关专业的社会培训用书。本书共 16 章，分为两个部分。第一部分 1—6 章为国际贸易的理论部分，第二部分 7—16 章为国际贸易的实务部分。教师在使用时，可根据需要或分别使用，或综合使用。

本书的作者既有长期从事外贸一线工作的经历，又有从事教学工作的经验，在写作本书时，本着通俗易懂又不乏深度的原则，结合了目前最新的法律法规、惯例以及国际贸易的新形势、新特点来论述。本书不论是理论部分还是实务部分，都结合了目前最新的理论动向和大量的实际案例，使得纯理论的内容变得生动、活泼、通俗易懂。实务部分，萃选精华，深入浅出，使学生更容易掌握国际贸易的最新知识。

本书具体编写人员及分工如下：傅龙海，第 1 章；陈剑霞，第 2 章；傅安妮，第 3 章；倪昌源、倪玮佳，第 4 章；周宝玉，第 5 章；刘宝华，第 6 章；郑佰青，第 7 章；傅安妮，第 8 章；张壁芬、陈剑霞，第 9 章；刘建华，第 10 章；陈剑霞，第 11 章；詹小琦，第 12 章；刘小华，第 13 章；傅安妮，第 14 章；周金铁，第 15 章；傅丹妮、郑佰青，第 16 章。全书由傅龙海统稿。

本书的出版得到了对外经济贸易大学出版社刘传志副总编和郭华良主任的大力支持和帮助。特别要感谢对外经济贸易大学原副校长、博士生导师贾怀勤教授。同时，还要感谢福建阳光集团傅瑞翔先生和王琳女士以及福建省旅游贸易公司进出口部许鲁江经理的大力支持，为我们提供了丰富的案例和单据资料。在本书编写过程中，对外经济贸易大学英语学院的郑佰青老师对本书英文部分的编写及审校做了大量工作。

本书在编写过程中，作者见识难免有限，加之时间仓促，不足之处敬请同行和广大读者不吝赐教。

2022 年 5 月

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Part One

Chapter 1

International Trade Theories and Policies
国际贸易理论及政策

Lesson 1　Basic Concepts of International Trade
国际贸易的基本概念

1. International Trade, Foreign Trade and Overseas Trade 国际贸易、对外贸易和海外贸易

1.1 International Trade 国际贸易

International trade (also named world trade), is the exchange of goods and services happening between the countries or regions across world, including visible products (substantial products) and invisible products (such as labor, technology, consultation etc.). For the traditional international trade, it only refers to the exchange of the goods in variety between countries and regions, not including services; in a modern international trade, the exchange covers the goods as well as services of different countries and regions over the world.

国际贸易又称世界贸易，是指世界各国（或地区）之间货物和服务的交换活动。它既包含有形产品（实物产品）交换，也包含无形产品（劳务、技术、咨询等）的交换。传统的国际贸易，仅指国家间各类货物的交换，不包括服务；现代的国际贸易是指世界各国（或地区）之间货物和服务的交换。

1.2 Foreign Trade 对外贸易

Foreign trade (also named import and export business), refers to the exchange activity

about the goods and services operated by one country or region with other countries or regions.

Foreign trade means the business activity regarded on the side of one country. For example, the trade between China and other countries, is usually called Chinese Foreign Trade. International trade is the business activity regarding all over the world.

对外贸易，又称进出口贸易，是指国际贸易活动中的一国（或地区）同其他国家（或地区）所进行的货物和服务的交换活动。

对外贸易是从一个国家的角度去看待它与其他国家或地区的产品与劳务的贸易活动。如中国与别国的贸易，则称为中国对外贸易。国际贸易是站在世界的角度，从整个国际范围来看这种商品和服务的交换活动。

1.3 Overseas Trade 海外贸易

The foreign trade developed by the insular countries such as Japan, UK is named as overseas trade.

某些海岛国家，如日本、英国等国的对外贸易则称为海外贸易。

2. Export Trade, Import Trade, Transit Trade 出口贸易、进口贸易、过境贸易

According to the different movement directions of the goods, international trade is classified into export trade, import trade, and transit trade.

依据货物的移动方向不同来划分，国际贸易可分为出口贸易、进口贸易和过境贸易。出口贸易与进口贸易是每一笔贸易的两个方面，对卖方是出口贸易，对买方则是进口贸易。

2.1 Export Trade 出口贸易

The business of selling the merchandise including services produced or proceeded in domestic market to abroad market is called export trade or output trade.

出口贸易是将本国所生产或加工的商品（包括劳务）输往国外市场进行销售的商品交换活动，称为出口贸易或输出贸易。

2.2 Import Trade 进口贸易

The business of buying the merchandise (including services) from overseas market, and inputing them to domestic market is called import trade or input trade.

进口贸易是将外国的商品（包括劳务）购买后，输入本国市场进行销售的贸易活动，称为进口贸易或输入贸易。

2.3 Transit Trade 过境贸易

During the business between the country of production and the country of consumption, the transportation will be carried out usually through a third country while the third country charges for the transportation. Then the business is regarded as the transit trade by the third country. For instance, the business trade between the inland country and the non-neighboring countries has to be completed through the third country's frontier, and consequently the kind of business will be classified as the transit trade by the customs of the third country.

商品生产国与商品消费国之间进行的商品买卖活动，其货物运输过程必须要通过第三国的国境。第三国则对此批货物收取一定的费用，这对第三国来说就构成了该国的过境贸易。比如，内陆国与不相邻的国家之间的商品交易，就必须通过第三国国境，对第三国海关来说，则会把这类贸易归入过境贸易。

3. Direct Trade, Indirect Trade, Entrepot Trade 直接贸易、间接贸易、转口贸易

Depending on whether the third party gets involved in the trade, international trade is classified into direct trade, indirect trade and entrepot trade.

依据是否有第三者参与来划分，国际贸易可分为直接贸易、间接贸易和转口贸易。

3.1 Direct Trade 直接贸易

The direct trade is the business trade happening between the country of production and the country of consumption without the involvement of a third country. Both parties of a direct trade make negotiation, conclude a deal and make settlement directly. When the merchandise is exported directly to the country of consumption from the country of production, it is direct export for the producing country and direct import for the consuming country.

直接贸易是指商品生产国与商品消费国不通过第三国而直接买卖商品的贸易活动。直接贸易的双方直接谈判、直接签约、直接结算、货物直接运输。生产国商品出口到消费国，从生产国来说，是直接出口；从消费国来说，是直接进口。

3.2 Indirect Trade 间接贸易

The indirect trade is the business trade made by the producing country and the consuming country through a third country. For some reasons such as political reasons and the inconvenience of communication between the two countries, when the negotiation, contract conclusion and settlement in the business cannot be carried out directly between the export country and the import country without the involvement of the third country, the indirect trade is necessary.

间接贸易是指商品生产国与商品消费国通过第三国所进行的商品买卖行为。此类贸易

因为各种原因，出口国与进口国之间不能直接进行洽谈、签约和结算，而必须借助于第三国。间接贸易有些是出于政治方面的原因，有些是由于交易双方的信息不通畅造成的。

3.3 Entrepot Trade 转口贸易

The Entrepot Trade is the business involving three parties which are the country of production, the country of consumption and the country of making entrepot trade. Sometimes, the merchandise is transported to the country of consumption from the country of the production, though the two countries are not in direct business relationship, as a third country has business relationship with the two countries respectively.

The countries or regions engaged in entrepot trade usually boast the advantages of superior geographic location, well-developed traffic, convenient settlement instruments and free trade policies, which are suited to being distribution centers such as Hong Kong of China, Rotterdam of Holland and the like.

The difference between entrepot trade and indirect trade originates from the different points of view: so far as the country of production or the country of consumption is concerned, the trade made through a third country is indirect trade, and for the third country it is entrepot trade.

The difference between entrepot trade and transit trade is as follows: for entrepot trade, the ownership of the merchandise is firstly moved to the party of a third country or region from the country of the production, then to the party of the country of consumption; for transit trade, the ownership of the merchandise is not moved to the party of a third country. Entrepot trade takes making profits as its main purpose and usually has an addition to the price while transit trade usually takes a bit of extra charges.

转口贸易是指商品生产国与商品消费国通过第三国进行商品买卖，对第三国来说是转口贸易。转口贸易亦包括下述情况，即商品直接从生产国运往消费国，但两国并没有发生直接贸易关系，而是由第三国分别与两国发生贸易关系。

从事转口贸易的大多是地理位置优越、交通便利、结算方便、贸易限制较少的国家或地区，适合于作为商品的集散、销售中心，例如中国香港、荷兰鹿特丹等。

转口贸易与间接贸易的区别在于看问题的角度不同：商品生产国与消费国通过第三国进行的贸易对生产国和消费国而言是间接贸易；对第三国（地区）而言，则是转口贸易。

转口贸易与过境贸易的区别如下：在转口贸易中，商品的所有权先从生产国出口者转到第三国（或地区）商人手中，再转到最终消费该商品的进口国商人手中。而在过境贸易中，商品所有权无须向第三国商人转移。转口贸易以营利为目的，通常有一个正常的商业加价，而过境贸易只收取少量的手续费。

4. General Trade and Special Trade 总贸易和专门贸易

According to the different standards of import and export, international trade may be

divided into general trade and special trade. Both are statistical systems.

依据进出口标准的不同，国际贸易可分为总贸易和专门贸易。总贸易与专门贸易是国际货物贸易的统计方法。

4.1 General Trade 总贸易

It is a statistical method to classify import and export by country's border. General trade is divided into general import and general export. All the merchandise moving into the border of a country counts toward the general import including what are consumed in domestic and what are transited or passed through the territory of the country; all the merchandise moved out of the border of a country counts toward general export including the export of the home-made products, the re-export of foreign merchandise and transited goods or the goods passing through the border. The total sum of general import and general export is general trade. Currently, there are more than 90 nations and regions adopting general trade as the statistical method, covering the United States, UK, Japan, Canada, Australia etc. China also adopts general trade system as the statistical method.

总贸易是指以国境为标准划分进口与出口的一种统计方法。总贸易可分为总进口和总出口。凡是进入一国国境的商品一律列入总进口，包括进口后供国内消费的部分和进口后成为转口或过境的部分；凡是离开一国国境的商品一律列入总出口，包括本国产品的出口、外国商品复出口及转口或过境的部分。总进口额与总出口额之和即为总贸易额。目前，采用总贸易统计方法的有美国、英国、日本、加拿大、澳大利亚等 90 多个国家和地区。我国采用的是总贸易体系。

4.2 Special Trade 专门贸易

It is a statistical method to classify import and export by a country's customs frontier. Special trade is divided into special import and special export. Special import is the goods moving into the customs frontier after paying tariff and making customs clearance; according to the standard, the goods which are moved into the border of a country but kept in the bonded warehouse, or in the duty-free export processing zone are not taken as the import. Special export is the home-made goods moved out of the customs area and the re-exported goods which are moved out of the customs area after being imported and processed. Therefore, the exported goods within the border but out of the customs area are not taken as the export of the country. Special trade of a country consists of special import and special export. For the time being, there are more than 80 nations and regions adopting special trade system, including Germany, Italy, Switzerland, France and so on.

The customs area and country's area are usually consistent entirely. However, occasionally there are inconsistency, such as the countries with special economic zone in which the customs area is smaller than the country's area because the special economic zone is out of the customs area but within the country's border. In case that several countries are

allied into a customs union, the territories of the countries are united into one unified customs frontier. In this case, the customs area is bigger than any country's area.

专门贸易是指以关境作为划分进口和出口标准的统计方法。专门贸易又可分为专门进口和专门出口。专门进口是指进入关境并向海关缴纳关税由海关放行的外国商品；根据这个标准，虽然进入了国境，但如果只是放在海关的保税仓库之内，或者只是进入到免税的出口加工区进行加工，则不被统计为进口。专门出口是指从国内运出关境的本国产品及进口后经加工又运出关境的复出口商品。可见，从关境外国境内出口到其他国家的商品，则不被统计为出口。专门进口额加专门出口额构成一国的专门贸易总额。目前，采用专门贸易统计方法的国家有德国、意大利、瑞士、法国等 80 多个国家和地区。

一般情况下，一国关境与国境完全重合，但也有不一致的情况，如设经济特区的国家，关境的范围要小于国境，因为，经济特区虽然在国境内，但却在关境之外。当几个国家结成关税同盟，参加关税同盟的国家的领土合并成为一个统一的关境，这时，关境范围要大于其中某一国的国境。

5. Visible Trade and Invisible Trade 有形贸易和无形贸易

According to the forms and contents of merchandise, international trade may be classified into visible trade and invisible trade.

依据商品的形式与内容的不同来划分，国际贸易可分为有形贸易和无形贸易。

5.1 Visible Trade 有形贸易

It is also named as cargo trade, referring to the trade of substantial merchandise in import and export, in which the goods are visible and touchable. The import and export of visible merchandise have to go through customs, and to be indicated in the statistical data of import and export, constituting the total amount of the foreign trade of a country for a period of time. At the same time, for convenience of statistics, UN makes a classification of visible merchandise, which can be categorized into 10 sorts. The No.0–No.4 are named as primary products, and No.5–No.8 are named as manufactured products. No.9 is named as other articles unclassified.

有形贸易也称货物贸易，是指在进出口贸易中进行的实物商品交易，因为这些实物商品看得见、摸得着，故称为有形贸易。有形商品的进口和出口都要办理海关手续，并在海关的进出口统计中反映出来，从而构成一个国家一定时期的对外贸易总额。同时，联合国为便于统计，把有形商品分为 10 类。0—4 类商品称为初级产品，5—8 类商品称为制成品。9 类为没有分类的其他商品。

5.2 Invisible Trade 无形贸易

It refers to all the trades of non-material merchandise in international business, including trade of service and trade of technology. Usually, the invisible trade is not indicated in the statistics of customs as it needn't go through customs, but instead shown on the international