

全国高等教育自学考试

经贸知识英语标准预测试卷(一)

(考试时间 150 分钟)

题 号	一	二	三	四	五	六	七	总 分	
题 分	10	6	24	10	15	25	10	核分人	
得 分								复查人	

得 分	评卷人	复查人

I . Translate the following words and expressions
(10%)

- 1) From English into Chinese
- a. confirmed letter of credit
- b. counter offer
- c. competitive devaluation
- d. annual sales
- e. financial market

2) From Chinese into English

- a. 初级产品
- b. 从价税
- c. 承兑交单
- d. 保险单
- e. 所得税

得 分	评卷人	复查人

II . Match the words and expressions on the left with the explanations on the right. There are two additional choices on the right. (6%)

- 1)reciprocal

a. privately or publicly owned companies committed to performing a movement service of the same quality for all shippers on an equal basis and without discrimination
- 2)standards of living

b. force or speed of movement or development
- 3)momentum

c. changes made to something
- 4)common counter

d. a person or thing that closely resembles another in position or function
- 5)amendment

e. trade in services
- 6)counterpart

- f. given or felt by each toward the other
- g. a plan or scheme offered or suggested
- h. quality of living

得 分	评卷人	复 查 人

Ⅲ. Make brief explanations of the following terms in English(24%)

1)commercial invoice

2)opening bank

3)freight transportation

4)claims

5)balance of payments

6)transfer to technology

得 分	评卷人	复 查 人

IV. Fill in each of the following blanks with an appropriate word from the list. (10%)

limited,origin,competitive,duties,required,exported,brand,opposite,international,contract,importing

It is only natural for exports to be clearly marked with country of origin, such as “Made in the People’s Republic of China”or “Made in Japan”. But things are just the (1)_____ when neutral packing(中性包装)is required. Neutral pack-

ing is frequently used in (2) _____ trade to promote export sales. If neutral packing is agreed upon in the sales (3) _____, then there can be no (4) _____ at all either on the outer packing or inner packing that indicate country of (5) _____, the manufacturer or the name of the commodity itself. As a matter of fact, even trade mark or (6) _____ is not to be found. However, there is another form of neutral packing by which the exporter may use a specified brand or trade mark as required by the importer for the goods (7) _____. It should be noted that this practice is normally (8) _____ only to steady importers who buy things on large scales. The whole idea of neutral packing is that this form of packing makes it possible for exporters to get around high customs (9) _____ of the importing countries. Hence, they will be able to entrench their position to market profitably on the (10) _____ international market.

得 分	评卷人	复查人

V. Translate the following into Chinese(15%)

There are two types of letter of credits, revocable and irrevocable. You as an export seller should always insist on irrevocable L/C because that means that once the letter of credit is issued to you the payment cannot be cancelled or the

terms be changed without your approval. Therefore the key phrase to remember is that you will want “an irrevocable, confirmed letter of credit”. Confirmed means that a bank acceptable to you, either overseas or in your home country, has confirmed that the money has been obtained and is ready for payment to you once satisfactory proof of shipping has been made. You will also probably want to be paid in convertible(可兑换的) currency and this would be specified in the letter of credit.

得 分	评卷人	复查人

VI. Translate the following into English(25%)

1) 比较利益并不是一个静止的概念, 一个国家可以通过自己的行动发展某种特定的比较利益。

2) 还盘是对发盘的拒绝,一旦作出还盘,原报盘即失效而失去约束力。

3) 正常的保险合同付出的赔偿只是将被保人的利益恢复到受害前的状态——但不好于这种状态。

4) 政府满足公共部门借贷需求的方法之一就是出售金边证券。

5) 1995 年 1 月关贸总协定结束运作,世界贸易组织开始行使职能。

得 分	评卷人	复 查 人

VII. Answer the following questions in English
(10%)

Explain briefly the terms FOB,CFR and CIF.

全国高等教育自学考试

经贸知识英语标准预测试卷(二)

(考试时间 150 分钟)

题 号	一	二	三	四	五	六	七	总 分	
题 分	10	6	24	10	15	25	10	核分人	
得 分								复查人	

得 分	评卷人	复查人

I . Translate the following words and expressions
(10%)

- 1)From English into Chinese
- a. absolute advantage
- b. documentary letter of credit
- c. stock exchange
- d. the common pool
- e. preferential customs tariff

2)From Chinese into English

- a. 寄售交易
- b. 循环信用证
- c. 国际价格协议
- d. 结构调整贷款
- e. 贸易壁垒

得 分	评卷人	复查人

II . Match the words and expressions on the left with the explanations on the right. There are two additional choices on the right. (6%)

- 1)assets
2)premises
3)discrepancy
4)contract proper
5)prerequisite
6)multi-model transportation

a. difference, absence of agreement
b. the main body of a contract
c. a tract of land including its buildings
d. method of putting right something that is wrong
e. transport that combines road, rail, sea and air
f. total resources of a business, as cash, accounts receivable, fixtures, real estate etc.

- g. required as a condition for something else
- h. money paid as part payment that is owed

得 分	评卷人	复 查 人

Ⅲ. Make brief explanations of the following terms in English(24%)

1)customs union

2)usance credit

3)trade terms

4)protectionism

5)multinational enterprise

6)per capita GNP

得 分	评卷人	复查人

IV. Fill in each of the following blanks with an appropriate word from the list. (10%)

governing, stipulates, destination, terms, breach, vital, effect, order, concerned, provisions, near, fixed, negotiating

When making a sale to a foreign customer the exporter may consider carefully the (1) _____ of the contract. One of the most important features of all sales contracts is the time clause which (2) _____ when the shipment must go forward from either the factory or seaboard. No buyer is willing to place an (3) _____ for the merchandise to be delivered at some indefinite future time. Should the seller fail to comply with the time (4) _____ of a contract, he

will most probably lose a customer, and besides, he is to blame for the (5) _____ of the contract.

The time of shipment is so vital to the exporter that he has to consider it carefully when (6) _____ a contract. The shipment should come into (7) _____ neither too long nor too short a time after the contract is concluded. Generally speaking, the time limit (8) _____ a shipment is of three categories; the shipment with a (9) _____ date; the shipment with a date in (10) _____ future; the shipment with an indefinite date.

得 分	评卷人	复查人

V. Translate the following into Chinese(15%)

It is quite natural that disputes arise in the course of the execution of a business contract or relating to the interpretation of the provisions of a contract. Some businessmen resort to unscrupulous(**不道德的**) means to break the contract when the market price of the contract goods is falling drastically or the rate of exchange is fluctuating in a direction adverse to their interests. They will spare no effort to try to terminate the contract. With a view to preventing this from happening and also providing the ways to solve the trade disputes in case they arise, the two par-

ties in a business transaction normally incorporate in the contract such provisions as regarding disputes, claims, penalty, force majeure, and the ways of settling trade disputes should they arise.

得 分	评卷人	复 查 人

VI. Translate the following into English(25%)

- 1) 汇票可以是光票或跟单汇票。在后一种情况下, 随同汇票一起的有相关的单据, 如提单、发票、保险单等。
- 2) 在即期信用证情况下, 提示汇票和正确无误的单据后便立即付款。
- 3) 进口商可以通过可转让的运输单据将货物在运输途中卖给新的买方, 这类可转

让单据用起来非常方便。

4) 保险是一种风险转移机制。通过保险个人或企业可以将生活中一些不确定因素转移给其他人。

5) 国际货币基金组织旨在向那些在付款方面有困难的基金会员国提供中期贷款。

得 分	评卷人	复 查 人

VII. Answer the following questions in English
(10%)

What are the several presumed advantages in counter trade ?