全国高等教育自学考试

2002年(上)经贸知识英语试卷及参考答案

(考试时间150分钟)

题　号	Ⅰ	Ⅱ	Ⅲ	Ⅳ	Ⅴ	Ⅵ	Ⅶ	总　分	
题　分	10	5	20	10	15	25	15	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. compound duties　　b. documentary collection

c. sales confirmation　　d. preferred stock

e. GDP per capita

2. From Chinese into English

a. 保护主义　　b. 无支付能力的

c. 交(货)　　d. 到岸价

e. 股东

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 (5%):

1. drawback　( )　a. duties imposed on goods imported and exported

2. terms of trade　( )　b. the right to collect from an endorser a payment of loss

3. title　( )　c. duties on imports that are refunded when reexported

4. deposit ( ) d. right to the possession of a position or property

5. hyperinflation ( ) e. the relation of export and import prices

f. soaring of prices beyond control

g. money paid as part of the payment owed

得　分	评卷人	复查人

Ⅲ. Make brief explanations of the following terms in English(20%):

1. international trade

2. transferable credit

3. insurance

4. MNC

5. commercial invoice

得　分	评卷人	复查人

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

economic	orders	speculative	protection
risk	insurable	loss	renewed
transfer	financial	charged	policy

Perhaps the most common method of dealing with risk is to shift, or 1) ________, the risk to an insurance company. An insurer (or insurance company) is a firm that agrees, for a fee, to assume 2) ________ responsibility for losses that may result from a specific risk.

The fee 3) ________ by an insurance company is called a premium. A contract between an insurer and the person of firm whose risk is assumed is known as an insurance 4) ________. Generally, an insurance policy is written for a period of one year. Then, if both parties are willing, it is 5) ________ each year. It specifies exactly. which risks are covered by the agreement, the dollar amounts the insurer will pay in case of a 6) ________, and the amount of the premium.

Insurance is thus the 7) ________ against loss that the purchase of an insurance policy affords. Insurance companies will not, however, assume every kind of risk. A risk that insurance companies will assume is called an 8)________ risk. A risk that insurance companies will not assume is called an uninsurable risk.

In general, pure risks are insurable, whereas 9)________ risks are uninsurable. An insurance company will protect a Ford Motor Company assembly plant against losses due to fire of hurricanes. It will not, howere, protect Ford against losses resulting from a lack of sales 10)________ for automobiles.

得　分	评卷人	复查人

Ⅴ. Translate the following into Chinese(15%):

How can more "Made in the U. S. A." goods get into store shelves in China? Under current trade restrictions, imports from the United States have barely flowed into that nation. However, imports will flood in, if China, the largest emerging market in Asia, joins the World Trade Organization. Although U. S. exports to China have increased over the past decade, the yearly total is still only about $12 billion, a tiny piece of all U. S. exports. Meanwhile, the United States has been a very good market for China's goods: U. S. imports about $50 billion worth of goods from China every year, up from roughly $10 billion worth of yearly imports just a decade ago.

If China joins the WTO, the level of U. S. exports to China will skyrocket because high tariffs and various other trade restrictions will be removed. Today tariffs on imports into China range as high as 120 percent. As part of its bid for WTO membership, China has agreed to cut the average tariff rate to 15 percent by the year 2000. In addition, WTO membership would put trade with China under a more standardized legal framework, giving exporters and importers alike more consistent treatment.

Another benefit of China's proposed WTO membership is that U. S. companies would within a few years be allowed to deal directly with Chinese companies instead of going through a trading company. Just as important. U. S. manufacturers would finally be able to market dircetly to Chinese consumers. Such an import – friedndly environment would be bound to open new trade opportunities for U. S. businesses—which is why many U. S. officials favor WTO membership for China.

得　分	评卷人	复查人

Ⅵ. Translate the following into English(25%)

1. 作为取代关贸总协定的新的、改善了的机构，世界贸易组织是一个永久性的国际组织，所有关贸总协定的成员国均自动转为世界贸易组织的成员。

2. 许多国际交易是通过汇票支付的。汇票是对银行或顾客发出的支付命令，包括即期汇票和远期汇票。

3. 买方发出的询盘是为了获得拟订购商品的有关信息，它对发现询盘的人无约束力。

4. **即使是在这种情况下,大多数公司宁可支付数量明确的保险费来转移风险,也不愿有遭受风险的不确定性。**

5. **尽管跨国公司的日常管理工作下放到其子公司,但重要决策,如公司目标和新投资项目都由母公司来决定。**

得　分	评卷人	复查人

Ⅶ. Answer the following questions in English(15%)

1. Why and how are Incoterms used? Give two commonly used terms to illustrate.

2. How is D/A different from D/P after sight? Which is safer for the exporter?

2002年(上)全国高等教育自学考试
经贸知识英语参考答案

Ⅰ.a.**复税/混合关税**

b.**跟单托收**

c.**售货确认书**

d.**优先股**

e.**人均国内生产总值**

a.protectionism

b.insolvent

c.make delivery

d.CIF

e.share－holder/shareholders

Ⅱ.1.c　2.e　3.d　4.g　5.f

Ⅲ.1. International trade refers to the exchange of goods and services produced in one country with those produced in another.(In the complex economic world, no country can be completely self－sufficient.)

2. Transferable credit: a letter of crdeit that can be transferred by the original beneficiary to one or more parties in making payment.

3. Insurance is a social device in which a group of individuals transfer risk, and it provides for payment of losses from funds contributed by all members who transferred fisk.

4. MNC is a business organization which owns (whether wholly or partly), controls and manages assets, often including productive resources, in more than one country, through its member companies incorporated separately in each of these countries.

5. The commercial invoice is a business document which gives a general description of the quality and quantity of the goods and the unit and total price.

Ⅳ.1.transfer　2.financial　3.charged　4.policy　5.renewed　6.loss　7.protection　8.insurable　9.speculative　10.orders

Ⅴ.**如何使更多的美国货出现在中国的商店里？按照现行的贸易限制，进入中国的美国商品数量不多。但是，如果中国，亚洲最大的新兴市场，加入世界贸易组织，进口商品将大量涌入。尽管在过去的十年中美国对中国的出口有所增加，但每年的总出口仍只有120亿美元左右，占美国总出口的很小比例。同时，美国是中国商品的一个很好的市场，美国每年从中国进口商品的价值从十年前的100亿美元左右增至大约500亿美元。**

如果中国加入世贸，美国对中国出口的数量将大大增加，因为高关税与其它各种贸易限制将被取消。目前中国的进口关税最高可达120%。为了加入世贸，中国已同意到2000年以前把平均关税税率降至15%。加入世贸将会把中国的对外贸易置于更为规范的法律框架之中，从而会对进出口商一视同仁。

中国加入世贸带来的另一个好处在于美国公司将可以不必通过贸易公司直接接触中国的公司。同样重要的是,美国的制造商们最终还能够直接向中国消费者销售其产品。这样一个利于进口的环境必将为美国企业展现新的贸易机会,所以许多美国官员都赞成中国加入世界贸易组织。

Ⅵ.1. Being a new, improved replacement of GATT, WTO is a permanent international organization, to which all the members of GATT have automatically become members.

2. The payment of many international transactions is made by draft. A draft is an order to a bank or a customer, which includes sight draft and usance draft.

3. The enquiry made by the buyer is to get information about the goods to be ordered. It is made without engagement to the enquirer.

4. Even in those circumstances, most firms prefer to pay a known premium for the transfer of risk, rather than face the uncertainty of carrying the risk of loss.

5. Although the day-to-day administration of MNCs may be delegated (decentralizded) to their affiliates, major decisions such as corporate goals and new investment projects are made by the parent company.

Ⅶ. (1) The purpose of Incoterms is to 1) provide a set of international rules 2) for the interpretation of the most commonly used trade terms 3) in foreign trade. Thus, 4) the uncertainties of different interpretations of such terms in different countries 5) can be avoided or 6) at least reduced to a considerable degree. Examples: 7) FOB, short for Free On Board. It means that the exporter makes delivery of the goods on board the ship without the responsibililty for the insurance cover and transportation. 8) CIF, short for Cost, Insurance and Freight. It means that the exporter is responsible for the arrangement of insurance cover and transportation before delivering the goods.

(2) 9) In the case of documents against acceptance (D/A), 10) documents are handed over to the importer 11) upon his acceptance of the bill of exchange drawn by the exporter. 12) Payment will not be made until a later date. 13) D/P after sight gives the importer a certain period after presentation of the dcouments, 14) but documents are not released to him until he actually pays for the merchandise. 15) D/P after sight is safer than D/A.