

中国十大品牌教育集团 中国十佳网络教育机构



- 自考名师全程视频授课，图像、声音、文字同步传输，享受身临其境的教学效果；
- 权威专家在线答疑，提交到答疑板的问题在24小时内即可得到满意答复；
- 课件自报名之日起可反复观看不限时间、地点、次数，直到当期考试结束后一周关闭；
- 付费学员赠送1G超大容量电子信箱；及时、全面、权威的自考资讯全天24小时滚动更新；
- 一次性付费满300元，即可享受九折优惠；累计实际交费金额500元或支付80元会员费，可成为银卡会员，购课享受八折优惠；累计实际交费金额1000元或支付200元会员费，可成为金卡会员，购课享受七折优惠（以上须在同一学员代码下）；

英语/高等数学预备班：英语从英文字母发音、国际音标、基本语法、常用词汇、阅读、写作等角度开展教学；数学针对有仅有高中入学水平的数学基础的同学开设。通过知识点精讲、经典例题详解、在线模拟测验，有针对性而快速的提高考生数学水平。[立即报名！](#)

基础学习班：依据全新考试教材和大纲，由辅导老师对教材及考试中所涉及的知识进行全面、系统讲解，使考生从整体上把握该学科的体系，准确把握考试的重点、难点、考点所在，为顺利通过考试做好知识上、技巧上的准备。[立即报名！](#)

冲刺串讲班：结合历年试题特点及命题趋势，规划考试重点内容，讲解答题思路，传授胜战技巧，为考生指出题眼，提供押题参考。配合高质量全真模拟试题，让学员体验实战，准确地把握考试方向、将已掌握的应试知识融会贯通，并做到举一反三。[立即报名！](#)

历年真题测评班：通过真题的在线模拟测试，由自考365网校的专家名师指明未来考试中可能出现的“陷阱”、“雷区”、“误区”，帮助学员减少答题失误，提高学员驾驭和应用所学知识的能力，迅速提高应试技巧和强化所学知识，顺利通过考试！[立即报名！](#)

论文答辩与毕业申请辅导班：来自主考院校的指导老师全程视频授课，系统阐述申报自考论文的时间、论文的选题、论文的格式及内容、与导师的沟通技巧等，并提供论文范例供学员参考。[立即报名！](#)

自考实验班：针对高难科目开设，签协议，不及格返还学费。全国限量招生，报名咨询 010-82335555 [立即报名！](#)

全国2007年4月高等教育自学考试

外贸函电试题

课程代码：00094

请将答案填在答题纸相应位置上

一、单项选择题（本大题共20小题，每小题1分，共20分）

在每小题列出的四个备选项中只有一个是符合题目要求的，请将其代码填写在答题纸相应的位置上。错选、多选或未选均无分。

1. We are not in a position to supply you, as the goods are _____.
A. without stock
B. outside in stock
C. out of stock
D. no stock
2. We highly appreciate _____.
A. your kind cooperation
B. you cooperation
C. that you cooperate
D. it your kind cooperating
3. We shall book _____ on the first _____ steamer.
A. shipment space ... ready
B. shipping space ...available

- C. shipping space ... unavailable D. shipment ...available
4. Ms. Smith wrote us last week that our price was _____ and asked us to secure supplies.
A. acceptable B. managerial
C. impossible D. unfortunate
5. The offer _____ goods being unsold.
A. remains good B. are valid
C. is subject to D. subject to
6. _____ is a very favorable payment term for the exporter.
A. Cash with order B. Cash on delivery
C. Cash against documents D. Payment in advance
7. _____ you can reduce your quotations, we shall have to buy elsewhere.
A. Before B. After
C. Seeing that D. Unless
8. But for their assistance our corporation would not have made such a great progress _____.
A. soon than what had expect B. soon than what was expected
C. sooner than what was D. sooner than what had been expected
9. Please inform your bank to amend the L/C. We look forward to _____ as soon as possible.
A. receive it B. receiving
C. receive the amendment D. receiving the amendment
10. We prefer your quotation _____ CIF New York basis.
A. for B. with
C. on D. at
11. We are unable to _____ with your request in your letter of Jan. 31, 2002.
A. compose B. confirm
C. conform D. comply
12. As agreed upon in our negotiations, payment _____ L/C.
A. is make by B. is to be made by
C. will be D. is by
13. We have arranged with the Bank of Japan, Tokyo, to _____ a credit in your favor to be available until September 30.
A. draw B. establish
C. make D. quote

14. Our payment terms are _____, irrevocable letter of credit for the full invoice value.
- A. combined
B. confirmed
C. committed
D. completed
15. Please _____ your L/C validity till June 2, 2006.
- A. extent
B. extend
C. expand
D. effect extension for
16. A container holds 240 bicycles; the whole cargo would therefore comprise 50 containers, _____ 8 tons.
- A. and each weighing
B. each to weigh
C. each weighing
D. each weighs
17. Our advice of dispatch was faxed to you three days ago and you _____ it by now.
- A. will receive
B. must have received
C. received
D. have been received
18. As usual we are going to insure _____ for 110% of the invoice value.
- A. order
B. All Risks and War Risk
C. you
D. shipment
19. We have lodged a claim _____ ABC & Co. _____ the quality of the goods shipped _____ m. v. "Peace".
- A. against...for...by
B. with...for...under
C. on...against... as per
D. to...for...per
20. The goods under Contract NO. 3617 left here _____.
- A. in a good condition
B. in good conditions
C. in good condition
D. in the good condition
- 二、填空题（本大题共 15 小题，每空 1 分，共 25 分）
- 请将答案填在答题纸相应的位置上。错填、不填均无分。
21. We trust you will look _____ the matter _____ delay upon receiving the substantiating data concerning the damage.
22. We hope that the matter can be settled _____ our mutual benefit.
23. The premium rate depends _____ the nature of the commodity and mode _____ transport.
24. Please send Packing List NO. 1198 _____ duplicate.
25. The 500 fully automatic washing machines _____ Order No. 3456F7 are now ready _____ shipment.
26. Our customers are also satisfied _____ your quality.
27. Several of my customers have recently expressed interest _____ your waterproof garments and enquired _____ their quality.

28. Because we do not sell our garments directly _____ consumers, we try to keep our wholesale prices _____ ourselves and our dealers.
29. From the enclosed copy of invoice you will see that price of \$1, 889 is well _____ the maximum figure you stated. And I am sure you will be satisfied with it.
30. Any terms we agree to differ _____ these conditions can be stipulated in the Specific Conditions without amendment to the General Conditions because the Specific Conditions supersede the General Conditions.
31. When you go _____ the details, we are sure that you will find many popular items which sell fast _____ your local markets.
32. In common with other suppliers, we have raised our prices since you placed an order _____ us two years ago, but you will be pleased to hear that we still supply your current order _____ the old price.
33. We will effect insurance _____ the usual risks, _____ the value of the goods plus freight.
34. Your proposal for payment _____ time draft under Order No. 16 is acceptable _____ us.
35. A commission of 7% is to be paid _____ all sales, whether from you or direct _____ customers.

三、英汉翻译（本大题共 10 小题，每小题 2 分，共 20 分）

36. The new packaging of this article is exquisitely designed and we are confident that it will appeal strongly to customers.
37. Because of the high cost of air transportation, we prefer sea transportation.
38. Many banks in Hong Kong can issue Letters of Credit and effect payment in Renminbi.
39. We would like to place an order for 500 sets "Lenova" brand Model 262 notebook computers at price of US\$550 each, CIF EMP, for shipment during July/August.
40. I don't think I can cut our price to that extent you required. Shall I suggest that we meet each other half way?
41. It will be appreciated if you will immediately let us have your firm offer for TV sets.
42. It is in view of our long-standing business relationship that we accept your counter offer.
43. You should lodge a claim against either the carrier or the insurance company as the goods was damaged during transit.
44. In the absence of your definite instructions we will cover your goods against W.P.A and War Risk according to usual practice.
45. We are responsible to replace the defective products.

四、汉英翻译（本大题共 5 小题，每小题 3 分，共 15 分）

46. 如果进口商发现货物数量与合同规定不符，他将拒收。
47. 请贵方马上安排装运这批货物。
48. 此信用证无延展可能，特此提请你方注意该信用证的有效期。
49. 买方建议用承兑交单的付款方式，但卖方不愿例外。

50.很抱歉，我方不能接受你方的还盘，因为我方报给你方的价格是很实际的。

五、撰写英文书信（本大题共 20 分）

51.尊敬的先生：

感谢 10 月 1 日的电子邮件。你们增长的销售额，是你们成功分销我产品的明证。

我们认识到价格是维持、拓展市场的一个重要因素。在不降低质量的前提下，我们一直努力降低成本。实际上，我们的利润一直很低。这就是我们不能再降低价格的原因。但我们不会停止降低成本的努力。

作为一个选择方案，可行的方法也许是提供一个低档的但是质量仍可接受的低价产品。一些品种的说明书在附件中。请告知你们对哪些产品有兴趣。

×××谨上

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