





- A. pulled  
C. pushed
- B. found  
D. chose

13. The Audit Techniques Guides (ATGs) focus on developing highly trained examiners for a particular market segment.

- A. division  
C. examination
- B. protection  
D. innovation

14. More than Microsoft, Google is more likely to monopolize the Internet with their probable GNet and Google.

- A. constitute  
C. stabilize
- B. promote  
D. dominate

15. The book discusses his illness and subsequent resignation from the government.

- A. yielding  
C. following
- B. successive  
D. speculative

二、将下列词组译成中文（本大题共 10 小题，每小题 1 分，共 10 分）

16. most-favored nation treatment  
17. trade surplus  
18. hard currency  
19. merger of banks  
20. liquid assets  
21. a hermit nation  
22. trade negotiation  
23. at a rough estimate  
24. Chinese Export Commodities Fair  
25. foreign exchange reserves

三、将下列词组译成英文（本大题共 10 小题，每小题 1 分，共 10 分）

26. 国民收入  
27. 国际收支  
28. 收盘价  
29. 惩罚性进口关税  
30. 证券投资

31. 商品市场
32. 自由市场（无壁垒市场）
33. 智囊团 / 顾问班子
34. 产地证明书
35. 对等价值

#### 四、简答题（本大题共 6 小题，共 18 分）

##### Passage 1

Coca-Cola's advance into orange soda is bad news for Sunkist, which holds a 1.5% share of the soft drink market, and Crush (around 1%) Coca-Cola began testing Minute Maid Orange Soda in Canada last summer. Some analysts think it will quickly challenge Sunkist as the top-selling orange drink.

The sleeper among the products might turn out to be Cherry Coke, which contains no fruit juice at all. Emanuel Goldman, a beverage analyst with Montgomery Securities in San Francisco, says Cherry Coke has captured shares of 4% to 8% in test markets. The drink probably won't do as well when it is rolled out nationally, since consumer coupons and price promotions have been helping it along. But Goldman believes Cherry Coke could eventually displace Dr Pepper as the nation's fifth-best-selling soft drink.

36. Why is Cherry Coke described as the "sleeper"?
37. What is a test market? How do you understand "price promotions" here?
38. Which brand occupies the fifth place on the soft drink list at present?

##### Passage 2

The most visible result of this buoyant market in both centres is a plethora of new multi-storey commercial and residential buildings. In Abu Dhabi, these projects are let through the Khalifah committee or the Department of Social Services to local consultants, but in Dubai there is more of an international spread.

Building work apart, consultants predict a fairly wide spread of projects. "We expect the market to remain buoyant for the next couple of years. There is a fair bit of work at Mina Zayed coming up, a fair bit of road-working on the island and the hinterland, and we expect some airport development to rear its head in the not too distant future," says one long-established Abu Dhabi-based consultant.

39. Who are renting the multi-storey commercial buildings in Abu Dhabi and Dubai?
40. What is the prospect of new building projects?

41. Please explain “rear its head” and “Abu Dhabi-based” in the last sentence.

五、正误判断题（本大题共 10 小题，每小题 2 分，共 20 分）

### Passage 1

Specifications are detailed descriptions of the goods to be sold. They include the composition, content, purity, strength, size, etc. of the goods.

The same kind of goods might also be classified into different grades, such as large, medium, or small; Grade A, Grade B, or Grade C. Every grade has its own specifications. These grades are given by commercial chambers or relevant government departments or informally by the producers or the traders themselves. There are no uniform international grades for goods, and they are not so formal as standards.

Standards are the specifications or grades officially recognized by the governmental department or commercial organizations of a country. They have legal effects and hence are binding upon the traders. If the goods do not conform with the requirements demanded by the standards, they are not to be marketed.

Different countries have different standards. Also, most countries make alterations and amendments to their standards and it is therefore necessary to state the quoted publications of the standard in a contract.

In the trading of agricultural products, F.A.Q. (fair average quality) is often employed to indicate the quality of the goods. F.A.Q. is rather sweeping. From a technical point of view, it indicates the average quality of the current crop. Besides F.A.Q., specifications are still necessary unless the transaction is done between regular trading partners.

To be different from F.A.Q., the term “selected” is sometimes employed. With this term, the seller needs to state the specifications of the goods to show how selected it is.

For the trading of wood and aquatic products, G.M.Q. (good merchantable quality) is employed to indicate the quality of goods. G.M.Q. means the goods is free from defects and is good enough for use or consumption. G.M.Q. is usually not supplemented with specifications and when disputes arise because of the quality of the goods, exporters will have to be invited to make the arbitration.

42. Grades have more detailed descriptions of goods than specifications.

43. One major difference between standards, grades and specifications is that standards are official.

44. It is important for export goods to meet the standards of their target countries.

45. The difference between F.A.Q. and “selected” is that the latter involves less general specifications.

46. Goods with G.M.Q. are usually better in quality than products with F.A.Q.

**Passage 2**

Let me touch on a few areas where progress in the Doha Development Agenda will help poorer countries reap further gains from trade and enhance their potential for sustainable development.

Agriculture is and has always been a fundamental sector for many developing countries. Agriculture is critical to the successful conclusion of the negotiations. Ambitious liberalization in this sector can offer big potential gains for all countries, particularly developing countries. WTO members are committed to comprehensive negotiations aimed at addressing market access, export subsidies and trade distorting domestic support. More than 50 developing countries depend on agriculture for over one-third of their merchandise export earnings. The eventual elimination of trade distorting measures which affect agricultural trade will be a tremendous boost for sustainable development. The World Bank has estimated that phasing out restrictions on agriculture could lead to higher income in developing countries of some US\$400 billion by 2015. The gains from this are several times larger than all the debt relief granted to developing countries so far.

Tariff peaks and tariff escalation: after many rounds of trade negotiations, average tariffs on non-agricultural products have been significantly reduced. But relatively high tariffs still remain on some products in which developing countries are competitive and tariffs go up as the level of processing increases. Tariff escalation prevents developing countries from moving away from dependence on a few commodities. Tariff peaks and tariff escalation must be brought down by the negotiations, if developing countries are to be able to meaningfully gain from world merchandise trade.

47. The speaker discusses the reason of why Doha Development Agenda has been a great success.

48. Progress in the agriculture negotiations alone contributes substantially to this development agenda.

49. Most of the export earnings of Africa come from agricultural products.

50. Doing away with trade barriers in agriculture means exempting developing countries from debts.

51. Because developed countries set a limit on tariffs, developing countries are exporting a broader range of competitive commodities.

**六、翻译题（本大题 12 分）**

52. During the past few years a major objective of the Chinese authorities has been to reduce the proportion of agricultural exports, while increasing that of industrial and mineral products. A wide variety of industrial goods are now exported and Chinese capital equipment has been used by a number of developing countries to establish projects in areas such as agriculture, forestry, light industry, food processing, water conservation and transport and communications.