


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！](#)

习题班：自考 365 网校与北大燕园合作推出，共计 390 门课程，均涵盖该课程全部考点、难点，在线测试系统按照考试难度要求自动组卷、全程在线测试、提交后自动判定成绩。我们相信经过反复练习定能使您迅速提升应试能力，使您考试梦想成真！[立即报名！](#)

论文答辩与毕业申请指导班：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，不及格退还学费。全国限量招生，报名咨询 010-82335555 [立即报名！](#)

浙江省 2008 年 1 月高等教育自学考试
经贸英语试题
课程代码：02635

I. Give the English equivalents to the following abbreviations. (本题共 5 小题，每小题 2 分，共 10 分)

1. VAT
2. YC
3. O.S.
4. J/A
5. FAS

II. Put the following phrases into English. (本题共 5 小题，每小题 2 分，共 10 分)

6. 已装船提单
7. 保险单
8. 仲裁庭
9. 子公司
10. 反之亦然

III. Fill in the blanks with the words or phrases from the box. (本题共 15 小题，每小题 1 分，共 15 分)

with from against at of for to in

11. A change _____ one accounting method to another during the lease term is not uncommon.

B. Read the passage and answer the questions.

After further consultation with the manufacturers of the goods, we regret to say that we are unable to come to any positive result which would help clear the situation. Our manufacturers are of the opinion that by a few traces of rust no harm could be done to those spare parts. They are not precision instruments after all, which would need different packing. Our manufacturers therefore come to the conclusion that there is no valid ground for complaint so long as such a defect does not in the least affect the use of the goods.

In consequence, we consider it difficult to file a claim against the manufacturers. Nevertheless, we are prepared to straighten out the matter in an amicable way by paying you a rebate of 5% so as to start with a clean slate. We hope that our proposal will be acceptable to you for the settlement of the pending case so that we may continue doing business with you shortly.

28. What is this article about? ()

A. Complaint B. Claim C. Adjustment D. Packing

29. What does the word “ground” mean? ()

A. Reason B. Land C. Background D. Area

30. The manufacturers hold the opinion that ()

- A. those spare parts have been harmed by the rust
- B. no reasons to make a claim are unacceptable
- C. the damage has nothing to do with the packing
- D. the defect has affected the use of the goods

C. Read Passage B again and decide whether these statements are true (T) or false (F).

31. The manufacturers agree to compensate their customer. ()

32. These instruments are exquisite ones. ()

33. The customer has accepted the 5% rebate. ()

34. A friendly method of dealing with this problem is proposed. ()

35. It is impossible to claim against the manufacturers. ()

V. Translate the following sentences into Chinese. (本题共 5 小题，每小题 2 分，共 10 分)

36. The dividends for the Foreign Participants shall be fully paid in foreign exchange.

37. This is the only lot available and others are after it.

38. With this issue clarified, we can proceed to fresh business now.

39. All negotiations under this credit must be noted below.

40. It is established beyond controversy that the shipping company is responsible for the damage to the goods.

VI. Translate the following sentences into English. (本题共 5 小题，每小题 3 分，共 15 分)

41. 我方已开出汇票向你收取 200 美元的欠款，而未向你电索。

42. 如果你们的价格合理，质量令人满意，我们会下大定单。

43. 很抱歉目前我们不能续订 315 号发票的货。
44. 上述货物被我方海关扣留着。
45. 销售目标应根据产品对象进行安排。

VII. Letter-writing. (本大题 20 分)

46. 根据以下所给内容用完整的书信格式（包括信头、信内地址、称呼、正文、结束语、结尾敬语和签名）拟一封信：

1)我方：John Smith, Dolly Enterprises Pte. Ltd. (地址：Midlink Plaza, Singapore 0715,

Fax: 3250661, Tel: 3250666) 代表伦敦的客户写这封信，他们对进口中国瓷器很感兴趣。

2)能否寄最近的商品目录及价目表并报最优价。

3)告知对方 (sales manager, Ganjiang Potteries Ltd., 78 Ciyi Street, Jingdezhen, Jiangxi, China) ，我方的客户是伦敦的大型零售商店，如果价格和产品合适，可能将会下大订单。

4)期望早日收到回函。

5)写信日期：2007 年 11 月 1 日