


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！](#)

全国 2008 年 7 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的位置上

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。

- For goods concluded on FOB basis, freight for shipment from Shanghai to Hong Kong is to be _____ to buyer's account.
 - A. borne
 - B. paid
 - C. changed
 - D. charged
- We wish to call your attention _____ the L/C covering your order No.185 has not reached us.
 - A. to the fact that
 - B. to that
 - C. to
 - D. that
- We have received your enquiry of 15 October _____ you show great interest in our electric heaters.

- A. which
B. at which
C. in which
D. from which
4. You can file a claim with the insurance company in your area, who will _____ the loss incurred.
A. compensate
B. compensate for
C. compensate to you
D. compensate you
5. _____ will be highly appreciated if you will send us a brochure.
A. We
B. You
C. It
D. Which
6. Please effect shipment immediately as L/C will _____ on July 31.
A. valid
B. firm
C. due
D. expire
7. Your order No. 123 was confirmed by our fax of September 15 subject to _____ of your credit within 15 days from the date.
A. arrival
B. reaching
C. arrive
D. reach
8. We are now _____ your inquiry of October 12.
A. on receipt
B. on receipt of
C. in receipt
D. in receipt of
9. Our new low cost solutions may be _____ particular interest to you.
A. in
B. of
C. with
D. for
10. Drafts drawn in compliance with the terms of credit shall be duly _____ on presentation and paid at maturity.
A. honored
B. dishonored
C. discounted
D. declined
11. Please _____ the shipment date of your L/C to October 15 and validity to October 30.
A. amend
B. extend
C. establish
D. expand
12. We look forward to _____ the goods in fourth quarter.
A. the delivery of
B. your delivery
C. deliver
D. delivery
13. Should your price _____ reasonable, we will place an order with you _____ the item.
A. is...for
B. is...from

- C. be...for D. be...with
14. _____, we are airmailing you our latest quotation sheet for your consideration.
- A. As request B. At request
C. At requested D. As requested
15. We are sorry for the trouble the printer has caused you, but we are confident that it can be fixed _____ your complete satisfaction.
- A. to B. with
C. in D. for
16. We hope the goods you ordered will arrive at the port of destination _____.
- A. in good condition B. in good conditions
C. in a good condition D. in the good condition
17. We lodge a claim _____ you _____ the short-weight.
- A. with...on B. for...for
C. with...for D. for...with
18. Please insure _____ WPA _____ 110% of the invoice value.
- A. with...for B. against...at
C. for...for D. against...for
19. 90 percent of the credit amount must be paid _____ the presentation of documents.
- A. at B. by
C. when D. against
20. _____ you don't reduce your quotations, we shall have to buy elsewhere.
- A. Before B. If
C. Unless D. When

二、填空题(本大题共 24 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. The goods _____ Contract No.3617 left here yesterday.
22. As the goods are now ready _____ shipment, please rush your letter of credit.
23. The buyer is required to _____ a confirmed and irrevocable letter of credit in seller's favor.
24. As to terms of payment, we often require a confirmed and irrevocable L/C _____ by draft at sight.
25. If additional risks are to be covered, the extra premium is for buyer's _____.
26. We will try our best to satisfy you _____ the additional 10,000 tons of coal.
27. Don't you think it is troublesome to transship the goods _____ Sydney?

28. While placing our order we emphasized that any delay in delivery would definitely add _____ the cost of the goods.
29. As for the shortage, we suggest your making it _____ in your next shipment.
30. You can see the clear difference _____ these two grades.
31. So far as we know, there are risks of pilferage or damage _____ the goods if they are transshipped.
32. Your refusal to amend the L/C is equivalent _____ cancellation of the order.
33. We have been doing quite well in our business, and we are willing to open an account _____ you.
34. The machine requested has been replaced by a new model, which can provide you _____ a more satisfactory service.
35. If the goods are _____ to our customer's expectation, we shall place further orders with you.
36. We are enclosing our pro-forma invoice in triplicate for your application _____ import license.
37. We are studying your offer and hope that it will remain valid _____ the end of the month.
38. The products we supplied are _____ fine quality.
39. Please refer _____ our last order in which model F-65 is included.
40. Enclosed are three copies of our catalog, _____ which we hope you will find your preferences.
41. Now we are looking forward to your replying _____ our offer.
42. Thanks _____ your enquiry dated May 18, we are now sending you our latest price list _____ your reference.
43. Please quote us lowest price _____ cotton pieces goods CIF Singapore.
44. We are making you our quotation for shoes _____ follows.

三、英汉翻译（本大题共 10 小题，每小题 2 分，共 20 分）

请将答案填写在答题纸相应的位置上。

45. We don't think we can cut our price to that extent you required. Shall I suggest that we meet each other half way?
46. Please let us know at what price per metric ton, and upon what terms of payment, you are able to deliver large quantities of best rock sugar.
47. In order to start some concrete business, we are glad to make you the following special offers subject to our final confirmation.
48. If quality and price are satisfactory, there will be prospects of good sales here.
49. The goods you intend to order are out of stock, but we recommend Art. No 123 as an excellent substitute.
50. If you insist on your price, we will have no way but to turn to other sources for supply.
51. The draft was discounted in Shanghai.
52. We shall appreciate it very much if you can accept Documents against Payment terms.
53. Please make sure the terms in the L/C are exactly the same as those in our contract so that there is no need for amendment, which is costly and time consuming.
54. Our offer is based on reasonable profit margin.

四、汉英翻译（本大题共 5 小题，每小题 3 分，共 15 分）

请将答案填写在答题纸相应的位置上。

55. 这些货花了我们一百万美元。
56. 该定单以我们获得进口许可证为条件。
57. 我们已经在“海河”号货船上定了货仓。
58. 如果没有你们的明确指示，我们将按惯例投保水渍险和战争险。
59. 货物短交 1, 540 公斤。

五、撰写英文书信（本大题共 20 分）

请将答案填写在答题纸相应的位置上。

60. 执事先生：

我们按时收到了由“东风”号运来的货。对于你方迅速执行定单，深表谢意。

经检查第 3 号箱子内所装货物完全不对。我们猜想是货物错装了，箱子内的货物属于别的定单。

由于需用所定货物来完成对我们客户的交货，务请更换，立即发运。随函附上第 3 号箱货物清单一份，请与我方定单核对。

盼复。

此致



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