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- 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！](#)

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真题串讲班：教育部考试中心已经启动了自考的国家题库建设，熟练掌握自考历年真题成为顺利通过考试的保障之一。自考 365 网校与权威自考辅导专家合作，推出真题串讲班网上辅导课程。通过对课程的整体情况分析及近 3 次考试的真题讲解，全面梳理考试中经常出现的知识点，并对重点难点问题配合典型例题扩展讲解。串讲班课程在考前一个月左右开通。[立即报名！](#)

习题班：自考 365 网校与北大燕园合作推出，每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！](#)

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 2009 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. (本大题共 5 小题，每小题 2 分，共 10 分)

1. C/A
2. COSCO
3. G/A
4. FOC
5. NP

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

6. 互购
7. 销售调研
8. 报关值
9. 合理破损
10. 营业执照

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

on to in for with from at under

11. We have pleasure _____ informing you that we have transferred the above-mentioned cow split leather and your samples to our mills for producing sample products.
12. We sent them a telex and have since received an acknowledgement _____ them accepting our cancellation of orders we had placed.
13. The weight, measure, marks, and value are not checked by the Carrier _____ loading.
14. The seller can treat himself as discharged from any further performance of the contract and can sue the buyer _____ damages for not providing the credit.
15. Kindly refer to your letter dated May 12, 1996 in which we enclosed a detailed letter addressed _____ your Tianjin Branch.
16. Buyers may file claims _____ us within 45 days after the date of arrival.

prior to	in view of	by means of	responsible for
less than	on behalf of	rest with	in excess of
in advance	at any rate	up to	free from

17. In so far as not considering the new orders for 1996 this is something that is entirely _____ yourselves.
18. _____ above, we request you to allow us a 5% discount.
19. We have sold you rabbit skins _____ one million pieces.
20. The buyers must be held _____ all consequences arising therefrom.
21. It is important that you time the shipment to arrive here _____ the expiration of the import license.
22. We are of the opinion that the liability should _____ the insurance company.
23. Both sides have agreed to conduct business _____ processing supplied material.
24. Party A shall take the responsibility of insurance _____ Party B.
25. This is _____ fair and the telexes show that the Defendant was quite frank about their difficulties.

IV. Reading comprehension. (本大题共 10 小题，每小题 2 分，共 20 分)

A. Read the passage and answer the questions.

We duly received the documents and took delivery of the goods on arrival of the S.S. “Lucky” at Shanghai. We are much obliged to you for the prompt execution of this order. Everything appears to be correct and in good condition except in case No.63. Unfortunately when we opened this case, we found it contained completely different articles, and we can only presume that a mistake was made and the contents of this case were for another order. As we need the articles we ordered to complete deliveries to our own customers, we must ask you to arrange for the dispatch of replacements at once.

26. Please choose a suitable title for the passage ()
- a. Complaint b. Claim
- c. Quotation d. Delivery
27. The word “obliged” means: ()

- a. forced
c. regret
- b. grateful
d. helpful

B. Read the passages and answer the questions.

On going through the L/C, we found the product specified in it is Model TX 122 instead of Model TX104 as contracted. We are able to supply TX122 in the quality you require in case you really wish to have this model. You may refer to the catalog we have previously sent you and will find that TX122 has more functions than TX104, but the price is only USD5.00 higher per set.

You are, therefore, requested to amend the L/C in question either by rewriting the Model Number to read TX122; or by increasing the aggregate amount to USD110,000.00 and the unit price to USD55.00 CIF Shanghai.

Please let us have your L/C amendment advice within the next week so that we may effect shipment within the contracted delivery time.

28. What is this article about? ()
- a. order
c. amendment of L/C
- b. enquiry
d. price
29. What does the word “aggregate” refer to? ()
- a. total
c. all
- b. total amount
d. added together
30. “We may effect shipment within the contracted delivery time” means: ()
- a. “We may delay shipment within the contracted delivery time”
b. “We may change shipment within the contracted delivery time”
c. “We may affect shipment within the contracted delivery time”
d. “We may execute shipment within the contracted delivery time”

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

31. According to the first paragraph, the contracted goods are Model TX122. ()
32. The functions of Model TX104 are less than that of Model TX122. ()
33. Model TX122 is dearer than Model 104. ()
34. In the article we know that the L/C is needed to be improved in order to purchase Model TX122. ()
35. The amendment advice is being waited in the following weeks. ()

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

36. The letter is accompanied by complete sets of documents as specified.
37. The stipulation for a credit is a condition which is an essential term of the contract.
38. There are no other tax liabilities, nor are there any other liabilities of the company.
39. It is subject to a variation of several degrees.
40. Rise in commodity price in many countries is imputable to the repercussions of food shortage.

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

41. 我们相信你们将按合同规定的标准执行我们的定单。
42. 显而易见, 我方货物的生产, 一部分由上海转移到那里进行。
43. 种子不得含有杂质。
44. 由疏忽而造成的任何损失都必须得到赔偿。
45. 看起来不可能超过 100 美元的索赔, 无须进行查勘。

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: (Li Mingyang, export manager, Unitech M & T Co. Ltd., 334 Tianmu Road, 15th Floor, Shanghai, China. Tel: 021-5362112, Fax: 021-5362113) 通知对方 (Mr. Marco Fillmore, managing director, Indigo Co. Ltd., 56 Victory Street, Manila, the Philippines) 所订的 265 号货已经发运。
- 2) Dashun 号货轮已于 10 月 5 号载着这批货离开上海, 将于四星期后抵达马尼拉。
- 3) 全套的运输单证包括: 清洁的已装船提单一式三份, 保险证明书、产地证书和发票都已交给了马尼拉的中国银行。
- 4) 希望这批货适合对方客户的需要, 并期待着下一批订单。
- 5) 写信日期: 2006 年 10 月 6 日。