

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!

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,不及格返还学费。全国限量招生,报名咨询 010-82335555 <u>立即报名!</u>

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)

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全天 24 小时服务咨询电话 010-82335555 免费热线 4008135555

11. We have plea	asure	informing	you that we ha	ave transferred the above	ve-mentioned cow split leather and your
samples to our m	ills for produc	ing sample prod	ducts.		
12. We sent then	m a telex and	have since rec	ceived an ackn	owledgement	them accepting our cancellation of
orders we had pla	aced.				
13. The weight, r	neasure, marks	s, and value are	not checked by	y the Carrier	_ loading.
14. The seller c	an treat hims	elf as discharg	ged from any	further performance of	of the contract and can sue the buyer
dam	ages for not pr	roviding the cre	edit.		
15. Kindly refer	to your letter	dated May 12	, 1996 in whic	h we enclosed a detail	ed letter addressed your
Tianjin Branch.					
16. Buyers may f	ile claims	us wit	hin 45 days aft	er the date of arrival.	
					1
	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 no	ot considering	the new orders	for 1996 this is	s something that is entire	ely yourselves.
18 a	bove, we requ	est you to allow	v us a 5% disco	ount.	
19. We have sold	l you rabbit ski	ns	one million	pieces.	
20. The buyers m	ust be held	all	consequences	arising therefrom.	
21. It is importan	t that you time	the shipment t	o arrive here	the expirat	tion of the import license.
22. We are of the	opinion that the	he liability shou	ıld	the insurance compa	nny.
23. Both sides ha	ve agreed to co	onduct business	s p	processing supplied mat	erial.
24. Party A shall	take the respon	nsibility of insu	ırance	Party B.	
25. This is	fair a	nd the telexes s	how that the D	efendant was quite fran	k about their difficulties.
IV. Reading con	nprehension. ((本大题共 10 八	小题,每小题 2	2分,共20分)	
A. Read the pass	sage and answ	ver the questio	ns.		
We duly red	ceived the doc	uments and too	ok delivery of	the goods on arrival of	the S.S. "Lucky" at Shanghai. We are
much obliged to	you for the pro	ompt execution	of this order. E	Everything appears to be	e correct and in good condition except in
case No.63. Unfo	ortunately whe	n we opened tl	his case, we fo	und it contained compl	etely different articles, and we can only
presume that a m	istake was ma	de and the cont	tents of this cas	se were for another orde	er. As we need the articles we ordered to
complete deliveri	ies to our own	customers, we	must ask you to	o arrange for the dispate	h of replacements at once.
26. Please choose	e a suitable title	e for the passag	ge ()		
a. Complaint			b. Claim		
c. Quotation			d. Delivery		
27. The word "	obliged" me	ans: (



a. forcedb. gratefulc. regretd. 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 al	bout? ()	
a. order	b. enquiry	
c. amendment of L/C	d. price	
29. What does the word	"aggregate" refer to ? ()	
a. total	b. total amount	
c. all	d. added together	
30. "We may effect shi	ipment within the contracted delivery time" means: ()	
a. "We may delay shipm	ent within the contracted delivery time"	
b. "We may change ship	ment within the contracted delivery time"	
c. "We may affect shipm	nent within the contracted delivery time"	
d. "We may execute ship	oment within the contracted delivery time"	
C. Read passages B aga	nin and decide whether these statements are true (T) or false (F).	
31. According to the first	t paragraph, the contracted goods are Model TX122. (
32. The functions of Moo	del TX104 are less than that of Model TX122. ()	
33. Model TX122 is dear	rer than Model 104. ()	
34. In the article we know	w that the L/C is needed to be improved in order to purchase Model TX122. ()
35. The amendment advi	ice is being waited in the following weeks. (
V. Translate the following	ing sentences into Chinese. (本大题共 5 小题,每小题 2 分,共 10 分)	
36. The letter is accompa	anied 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 ta	x liabilities, nor are there any other liabilities of the company.	
39. It is subject to a varia	ation 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。

