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全国 2009 年 7 月高等教育自学考试  
国际商务英语试题  
课程代码：05844

I . Translate the following words and expressions from English into Chinese (10%)

1. copyright
2. per capita income
3. non-discrimination principle
4. broker
5. exchange rate
6. deferred payment
7. common carrier
8. contracting parties
9. validity period
10. ad valorem duty

**II. Translate the following words and expressions from Chinese into English (10%)**

11. 比较利益 (优势)
12. 跨国公司
13. 专业化
14. 金融市场
15. 循环信用证
16. 空运提单
17. 有价证券
18. 间接标价
19. 有形贸易
20. 发票

**III. Match the words and expressions on the left with the explanations on the right (10%)**

- |                        |  |
|------------------------|--|
| 21. firm offer         | a. a subsidiary company controlled by another  |
| 22. shipping marks     | b. all forms of man-made obstructions to international trade other than tariffs, including prohibitions and quotas, etc.   |
| 23. affiliate          | c. capacity that can move or be moved easily and quickly from place to place   |
| 24. insurance policy   | d. of persons, the public, having the money to buy goods and services  |
| 25. reimburse          | e. large-scale public services, such as water and power supplies, road, rail and radio communications, etc. needed to support economic activity, esp. industry, trade and commerce |
| 26. infrastructure     | f. pay back to somebody for the expenses he has spent  |
| 27. protectionism      | g. the theory of the system of developing home industries through duties and other means imposed on competitive imports  |
| 28. mobility           | h. an offer whose terms and conditions are binding on the offerer  |
| 29. non-tariff barrier | i. what is printed on the outer packing of goods as symbol for identification in the course of transportation  |
| 30. purchasing power   | j. a document used for covering possible risks   |

**IV. Make brief explanations of the following terms in English (10%)**

31. clean credit
32. offeree

- 33. intellectual property
- 34. joint venture
- 35. gold reserves

**V. Answer the following questions in English (20%)**

- 36. What are the 3 major functions of bill of lading?
- 37. Explain briefly the following terms: applicant; opening bank; beneficiary; advising bank; confirming bank.
- 38. What are the advantages of counter trade?
- 39. What is documentary collection? Point out the different types of it.

**VI. Translate the following into Chinese (10%)**

40. The transferable credit is designed to meet the requirements of international trade. It enables a middleman who is receiving payment from a buyer under a documentary credit to transfer his claim under that credit to his own supplier. In this way he can carry out transactions with only a limited outlay of his own funds. A transferable credit may only be transferred once. The second beneficiary may not further transfer it unless there is an express provision to this effect in the original credit. This limit on transferability is intended to prevent abuse.
41. A contract is an agreement by which two parties mutually promise to buy or sell some products. In practice, some informal contracts may be reached orally. This is understandable, but may lead to unfortunate consequences. A reasonable exporter should at least insist on strict observance of the legal requirements in case of orders that are not routine transactions. When the goods ordered represent a considerable value, a formal contract embodying all terms of the agreement should be prepared in duplicate; each copy should be signed by both parties, and each party should retain a copy of the contract.

**VII. Translate the following into English (30%)**

42. 尽管中国取得了很大的成就，但仍然面临巨大的挑战。一部分挑战和竞争来自于农业、银行业和保险业，还有一部分来自于一些国家所采取的贸易保护主义措施。
43. 没有可保利益的保险合同是无效的。而任何根据这类合同提出的索赔都不会被受理。
44. 最近几年运输功能引人注目的另一个因素就是越来越多的使用零库存系统。这种系统是以公司保持很少数量的生产投入为基础的。
45. 已装船提单表明货物已实际装上开往目的港的承运船只。
46. 国际货币基金组织旨在向那些在付款方面有困难的基金会员国提供中期贷款。