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开设班次：（请点击相应班次查看班次介绍）

基础班	串讲班	精品班	套餐班	实验班	习题班	高等数学预备班	英语零起点班
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网校推荐课程：

思想道德修养与法律基础	马克思主义基本原理概论	大学语文	中国近现代史纲要
经济法概论（财经类）	英语（一）	英语（二）	线性代数（经管类）
高等数学（工专）	高等数学（一）	线性代数	政治经济学（财经类）
概率论与数理统计（经管类）	计算机应用基础	毛泽东思想、邓小平理论和“三个代表”重要思想概论	

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**全国 2010 年 4 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. customs area
2. roll on-roll off traffic
3. amendment
4. gold standard
5. gilt-edged stocks
6. compound duties
7. discount rate
8. certificate of quality
9. national treatment
10. cost economies

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

11. 世界银行
12. 互利贸易
13. 保兑信用证
14. 装船通知

15. 增值税
16. 追溯到
17. 原产地港口
18. 货物保险
19. 商品交易会
20. 目的地

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

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|---------------------|---|
| 21. integration | a. the act of putting money to use in something offering profitable returns |
| 22. voluntary offer | b. connecting with the sea or navigation |
| 23. draft | c. producing optimum results for the expenditure |
| 24. viability | d. combining into a whole |
| 25. investment | e. a person or an organization etc. that receives something |
| 26. export earnings | f. the amount paid by an insured for coverage under the contract |
| 27. maritime | g. an offer made on the initiative of the offerer |
| 28. premium | h. money earned on the sale of goods to other countries |
| 29. cost-effective | i. ability to succeed in operation |
| 30. recipient | j. an unconditional order to someone to pay a sum of money |

IV. Make brief explanations of the following terms or give the full name of the abbreviation in English (10%)

31. absolute advantage
32. irrevocable credit
33. indemnity
34. green field strategy
35. APEC

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

36. Why is it necessary to revise Incoterms in 1990?
37. Why was the Special Drawing Right created?
38. What contents should be included in a firm offer?
39. What does international business refer to?

VI. Translate the following into Chinese (15%)

40. In insurance of all risks, the insurer is responsible for total or partial loss or damage to the insured goods arising from natural elements or from sea perils, including all losses caused by accidents to the carrying vessels or craft or by any external causes. But it does not, as its name suggests, really cover all risks.
41. The term Triad refers to the three richest regions of the world, the United States, the European Union and Japan that offer the most important business opportunities. Any international enterprise must bear Triad in mind if they want to be successful in the increasingly competitive world market.

VII. Translate the following into English (25%)

42. 在正常的市场交易中，由于使用货币及市场手段，货物的买与卖是分别进行的。
43. 国际股票交易所提供了一种途径，使人们的存款能够为那些需要资金的人所利用。
44. 光票信用证主要用于非贸易结算，而在商品贸易中一般使用跟单信用证付款。
45. 无论人们是否喜欢，经济全球化已成为世界经济发展中的一个客观趋势。
46. 商业发票是对货物的质量、数量、单价和总价的一般描述。