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浙江省 2010 年 10 月高等教育自学考试 经贸英语试题 课程代码: 02635

本试卷分 A、B 卷, 使用 1997 年版本教材的考生请做 A 卷, 使用 2006 年版本教材的考生请做 B 卷; 若 A、B 两卷都做的, 以 B 卷记分。

A 卷

I. Give the English equivalents to the following abbreviations. (10%)

- O/B
- WA
- D/P
- NW
- ROL

II. Put the following phrases into English. (10%)

- 对等货样
- 扣留通知书
- 保险凭证
- 仲裁申请书
- 清洁提单

III.Fill in the blanks with the words or phrases from the box.(15%)

from, by, under, for, in, with, on, at

- 11.He practised the art _____ the expectation that he might win the first prize.
- 12.We are noted _____ electric articles in Canada.
- 13.This Agreement is made _____ both Chinese and English.
- 14.Claims, if any, are payable _____ surrender of this Policy together with other relevant documents.
- 15.It is plain _____ Clause 10 A (b) that the duty on the Defendant to provide details of loading ports, etc. was not a condition precedent or fundamental term.
- 16.This Certificate not valid unless the Declaration be signed _____ Johnson Matthey & Company Limited.

appreciate, in this respect, in constant communication with, in terms of, be short of, meet, according to, subjected to, by way of, draw, be committed to, take this opportunity

- 17.The quality of products doesn' t _____ our requirements.
- 18.All our cargoes are, prior to shipment, _____ very strict inspection by the Tianjin Commodity Inspection Bureau.
- 19.The gross profit of JVC shall be determined _____ acknowledged accounting principles as applied in the Joint Proforma.
- 20.In support of what must again be a self-evident proposition, _____ example, the Defendant refer to the following text.
- 21.We would like to _____ to introduce ourselves to you.
- 22.Your close cooperation _____ will be highly appreciated.
- 23.May Lee has signed numerous contracts with China, and is _____ China.
- 24.We' ll _____ on you by our documentary draft at sight on collection basis.
- 25.But the greatest problem in resuming business was that he _____ merchandise.

IV.Reading Comprehension (20%)**A.Read the passage and answer the questions.**

There are many ways of selling manufactured goods to foreign buyers. A manufacturer may sell direct to wholesalers and maintain his own traveling representatives, or set up his own offices or companies abroad. Alternatively he may sell to an export merchanting house; in this case there is little financial risk for the producer, since the merchant acts as a principal and pays for the goods himself. A third possibility is for the manufacturer to appoint foreign agents, who will work on commission and may be stockists. In this case goods may be sent on consignment, unsold, and the agent is expected to obtain the best price available; but this practice is more common with produce exports.

The prices of raw materials and produce change every day, so offers are usually only firm for about twenty-four hours.

The prices of manufactured goods, on the other hand, remain unchanged, as a rule, for weeks or months. So buyers can place orders on the basis of manufacturer's printed price list.

26. How many ways of selling goods to foreign buyers are there mentioned in the text? ()

- A. Two B. Three C. Four D. One

27. Which of the methods that are usually used to sell goods to foreign buyers was NOT mentioned in the text? ()

- A. Selling directly to wholesalers
B. Setting up their own offices or companies abroad
C. Giving permission to use patents and licences
D. Working with foreign agents.

28. Which of the following statements is NOT true? ()

- A. The merchant of export merchanting house is someone who acts as a principal and pays for the goods himself.
B. Foreign agents can only work on allowance according to the text.
C. The prices of raw material may change everyday
D. In order to sell manufactured goods to foreign buyers, a manufacturer can set up his own offices or companies abroad.

29. Which export is more common with the practice that goods may be sent on consignment, unsold, and the agent is expected to obtain the best price available? ()

- A. produce exports B. exports of raw material
C. exports of intellectual property rights D. service exports

30. The word "firm" in the first sentence of second paragraph means "____". ()

- A. secure B. steady C. strong D. valid

B. Read this passage and decide whether these statements are true (T) or false (F).

The buyer's order is an offer to buy. The agreement is not legally binding until the supplier has accepted the offer. After that, both parties are legally bound to honor their agreement. An order can be sent by a letter, a printed order form, a fax or E-mail message. To get exactly what is being ordered, accuracy and clarity must be ensured.

Upon receipt of an order, the seller should acknowledge it as soon as possible. If the goods ordered cannot be supplied or delivered immediately, a letter should be written to give an explanation.

31. It is not until the supplier accepts the buyer's order that the agreement is legally binding. ()

32. Only the seller is legally bound to honor the agreement. ()

33. An order can only be sent by a letter, a printed order form, or E-mail message. ()

34. Upon receipt of an order, the seller should acknowledge it at a convenient time. ()

35. If the goods ordered cannot be supplied, a letter should be written to give an explanation. ()

V. Translate the following sentences into Chinese. (10%)

36. This declaration if embodied in the bill of lading shall be prima facie evidence but shall not be binding or conclusive on

the carrier.

37.B Altman & Co. is also well known for reliability in maintaining regular stock of high quality merchandise.

38.A contract is an agreement which sets forth binding obligation of the parties.

39.Please also advise us of the manufacturing costs after completing the sample products.

40.The claimed amount called for by plaintiff comes totally to £ 67,000.

VI.Translate the following sentences into English.(15%)

41.我们有理由向你方提出索赔。

42.至少十年内，在付给投资者的实际股息上课征的预扣赋税应不超过 10%。

43.附随汇票的单据依下所列，单据须在提单日期或其他证件证明货物发运日期之后 10 天内提示议付。

44.参加者对 JVC 的任何债务和义务不负责任。

45. 贵方若能长期供应这种产品，我们将大量订货。

VII.Letter-writing(20%)

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、信尾敬语和签名）拟一封信

(1) 事由：回复你方 9 月 16 日的询盘，并高兴地获悉你方愿与我们建立贸易关系。

(2)按照要求，现向你方报盘如下，以你方答复于 2009 年 1 月 29 日前到达此地为有效。

规格：熊猫牌手套 SH001

价格：纽约到岸价（CIF），每打 22 美元

包装：每盒一打，每一纸板箱二十盒

支付：保兑的，不可撤销的凭即期汇票支付的信用证

(3) 我方相信上述条件能为你方同意。市价很可能上涨，尽早订购对你方有利。

(4)写信日期为 2008 年 12 月 29 日。

B 卷

I .Give the English equivalents to the following abbreviations. (10%)

1.MFN _____

2.FAS _____

3.A1 _____

4.BTW _____

5.CNEE _____

II .Put the following phrases into English.(10%)

6.原产地证书 _____

7.报关行 _____

8.未完税交货 _____

9.估计在途时间 _____

10.单独海损 _____

III.Fill in the blanks with the words or phrases from the box.(15%)

as of at on with to in unless

11.As the only direct steamer which calls _____ our port once a month has just departed, goods can only be shipped next month.

12.Enclosed is one set of the shipping documents _____ this consignment, as follows.

13.This is to apply to all orders _____ otherwise specified.

14.As the manufacturers cannot get all the quantity ready at the same time, it is necessary for the contract stipulations to be so worded _____ to allowing partial shipment.

15.Packing of our Men's Shirts is each in a poly bag, 5 dozen to a carton lined _____ waterproof paper and bound with two iron straps outside.

16.We wish to draw your attention _____ the fact that the date of delivery is approaching, but up to the present moment we have not received any news from you.

dynamic, make out, know-how, unconditional, sales-oriented, dispensed, inflation, specializes in, resolution, beyond, outlays, saturated

17.A country can also export and import talents, patents, _____, and skills.

18.As the market has become _____, sales volume will level off.

19.Competition in international markets stimulates the use of more modern technological processes, which has a _____ effect on industry in the developing countries.

20.Using such safeguards to _____ a letter of credit means that the exporter can obtain protection from defaulters.

21.The cost _____ must be less than revenues received from sales; if not, the resources of the companies will be drained away, and it will wither and die.

22.The monetary value of the duty varies in accordance with the monetary value of the product—thus keeping up with _____.

23.Engaging in real estate development, this company _____ small-profit businesses to serve the wage earners.

24.Protest is _____ with by any circumstance which would dispense with notice of dishonor.

25.We also tend customer needs _____ Hong Kong with service centers in Macau and the neighboring Guangdong province of China.

IV.Reading Comprehension (20%)

A.Read the passage and answer the questions.

The Euromarkets are international money and capital markets; they are concerned with Eurocurrencies, that is, currencies traded in Europe (and elsewhere) outside their home countries. The most important Eurocurrency is the

Eurodollar. The Eurodollar market developed in the second half of the 1950s. When the London banks, during the sterling crisis of 1957, were prohibited from using sterling funds to finance non-British trade, they offered high interest rates to attract dollars deposits from both non-American and American holders of dollars. The Eurodollar market was given another major boost when the American Federal Reserve Board placed limits on deposits interest rates in the United States. To avoid these restrictions, dollar deposits were transferred from banks in the United States to European banks and to the foreign branches of American banks, mainly those in London.

The chief participants in the Euromarkets are the London banks, the overseas branches of American banks and commercial banks on the Continent and in other parts of the world. These banks accept deposits of dollars and other convertible currencies from other banks, including central banks, companies and individuals. The funds thus obtained are traded among the banks and lent out to non-banks, either in the original currency or after having been converted into another currency. Eurocurrency loans involve large sums of money; they may be short-term, medium-term or long-term. Long-term Eurocurrency funds can also be raised by an issue of Eurobonds on the Eurobond market.

26. The Euromarkets are concerned with _____. ()

- A. currencies
- B. Eurodollars
- C. bonds
- D. money and capital

27. The Eurodollar market developed _____. ()

- A. from 1950 to 1959
- B. from 1950 to 1955
- C. from 1955 to 1959
- D. from 1955 till now

28. The Eurodollar market developed rapidly when _____. ()

- A. the London banks offered high interest rates to attract dollar deposits.
- B. the AFRB imposed limits on deposit interest rates in the United States.
- C. dollar deposits were transferred from banks in the United States to European banks and to the foreign branches of American banks.
- D. All the above

29. ____ play the chief role in the Euromarkets. ()

- A. Commercial banks
- B. The London banks
- C. The overseas branches of American banks
- D. All the above

30. Eurocurrency funds can be raised by _____. ()

- A. issuing Eurobonds
- B. both large and small sums of money
- C. limited loans

D. All of the above

B. Read the passage and decide whether these statements are true (T) or false (F).

Beginning in the late 1990s, the WTO was the target of fierce criticism. Opponents of globalization, and in particular those opposed to the growing power of multinational corporations, argued that the WTO infringes upon national sovereignty and promotes the interests of large corporations at the expense of smaller local firms struggling to cope with import competition. Environmental and labor groups (especially those from wealthier countries) have claimed that trade liberalization leads to environmental damage and harms the interests of low-skilled unionized workers. Protests by these and other groups at WTO ministerial meetings—such as the 1999 demonstrations in Seattle, Washington, U.S., which involved approximately 50,000 people—became larger and more frequent, in part because the development of the Internet and e-mail made large-scale organizing and collective action easier. In response to such criticism, supporters of the WTO claimed that regulating trade is not an efficient way to protect the environment and labor rights. Meanwhile, some WTO members, especially developing countries, resisted attempts to adopt rules that would allow for sanctions against countries that failed to meet strict environmental and labor standards, arguing that they would amount to veiled protectionism.

31. Criticism is not received by WTO that it promotes small companies' interests while neglects the larger ones. ()
32. Sanctions will be imposed on countries that slowed down the pace of globalization. ()
33. Indirect protectionism results from strict environmental and labor standards. ()
34. China is the supporter of the World Trade Organization. ()
35. Large protests against WTO are getting difficult due to the block on the Internet. ()

V. Translate the following sentences into Chinese. (10%)

36. Actually, a carrying case is not necessary with the Model V5 calculators; the handsome, steel exterior of the V5 not only makes carrying it convenient but gives it full protection.
37. As a special accommodation, we agree to your proposal and accept payment by D/P at sight, but this should not be regarded as a precedent.
38. We will entertain your claim after the retained samples are checked and certified by another laboratory.
39. Some common types of enterprise include partnership, corporations (also called limited liability companies), and sole proprietorships.
40. The process of target market selection involves narrowing down potential country markets to a feasible number of countries and market segments within them.

VI. Translate the following sentences into English. (15%)

41. 更短的生命周期意味着公司们为了在业务上立于不败之地，必须不断地开发新的产品。
42. 由于你们延迟开立相关的信用证，我们无法按合同的规定发货，该批货要推迟到7月份装运。
43. 钢笔装在一个锦缎小盒里，再用一条漂亮的绸带系在外面。
44. 我们已经将价格降到底线，不能再让步了。

45. 我公司要联系的代理商，必须在这方面有经验，目前正从事办公用品贸易与市场有联系的代理商。

VII. Letter-writing (20%)

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、信尾敬语和签名）拟一封信

- (1) 现回复你方关于保险问题的 6 月 25 日来信，很高兴告知你方如下。
- (2) 综合险：一般来讲，如果在没有接到我方客户明确指示的前提下，我们只投保水渍险和战争险。如果你方想要投保综合险，我们可按稍高一点的保险费率办理该保险。
- (3) 破碎险：破碎险是一个特殊险别，要求额外费用。目前的费率大约为 2%。破碎率超过 5% 才可以索赔损失。
- (4) 所保金额：我们获悉你方希望我方按发票金额的 110% 投保这批运往你方的货物，你方的这一要求我们会即时办理。
- (5) 我们相信上述信息将满足你方的需要，盼进一步的回复。
- (6) 写信日期为 2010 年 6 月 26 日。