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## 浙江省 2011 年 1 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 English equivalents to the following abbreviations: (10%)

1. A/W
2. M.O.
3. TPND
4. FAQ
5. IMF

#### II. Put the following phrases into English: (15%)

1. 税目
2. 对等货样
3. 备妥日期
4. 销售合同

5. 贸易习惯
6. 合同货物
7. 不可撤销信用证
8. 不可抗力
9. 装运口岸
10. 年配额

### III. Fill in the blanks with suitable prepositions or adverbs: (15%)

1. Seeing that the goods are very delicate, we advise you to take precaution \_\_\_\_\_ breakage.
2. Their claim for shortage was repudiated by the insurers on the ground that the goods had not been inspected \_\_\_\_\_ transshipment.
3. The factory turns \_\_\_\_\_ upwards of 5000 tons a month.
4. Any damage resulting \_\_\_\_\_ negligence must be paid for by the borrower.
5. Referring to Work Gloves, we would like you to change the quantity of the goods \_\_\_\_\_ S/C P43248 to approximately 5000 dz. pairs of Article P24843.
6. We have \_\_\_\_\_ thanks received your letter dated 18th July, five pieces of cow split leather and 2 pieces of work glove samples.
7. We have sold you rabbit skins \_\_\_\_\_ excess of one million pieces.
8. It is inexplicable that you, \_\_\_\_\_ the circumstances, put forward to defer discussing this subject.
9. Mr. Jones has consulted the chemists \_\_\_\_\_ the BPL content of this shipment before he makes a decision.
10. An additional tax has recently been imposed \_\_\_\_\_ agricultural products.
11. We hope we would be paid in same coin \_\_\_\_\_ your end.
12. I must get \_\_\_\_\_ communication with him on this subject.
13. The devaluation of the Pound sterling has induced many foreign buyers to place more orders \_\_\_\_\_ British manufacturers.
14. The report clearly shows that the parcel \_\_\_\_\_ question stands for the best possible standard for export.
15. The practice of leasing implies special consideration \_\_\_\_\_ legal questions.

### IV. Match the words and expressions with the explanations: (10%)

Words and expressions:

- |                   |     |
|-------------------|-----|
| 1. accommodation  | ( ) |
| 2. outlet         | ( ) |
| 3. lease          | ( ) |
| 4. bill of lading | ( ) |

- 5.at any rate ( )  
6.inventory ( )  
7.bill of exchange ( )  
8.notify ( )  
9.reimburse ( )  
10. prevailing ( )

**Explanations:**

- A.the entire store of a business  
B.a written order requiring somebody to make a specified payment to the signatory or to a named payee  
C.a convenient arrangement  
D.current  
E.to repay a person who has spent or lost money  
F.a point from which goods are sold  
G.a receipt for goods for shipment by sea  
H.to let  
I.to inform  
J.in any case

**V. Translate the following sentences: (30%)**

1. 就迄今为止遇到与商品有关的一系列问题，特向你方提出。
2. 关于正在组装的 50 套刮胡刀，请随时告知进展，特别是装配成本。
3. 装配过程中零件和辅料的合理损坏率在 3% 。
4. 如贵方需要我方产品目录中的任何商品，请不吝查询。
5. 经检查，我方发现每箱重量都短少。
6. This Bill of Lading is subject to the conditions and exceptions of the carrying conveyance.
7. Should any damage be incurred, you may within 30 days after the arrival of the consignment at the port of destination, approach the insurance agents and file your claim with them.
8. If the board should fail to resolve such a dispute, it shall be brought in principle before the ordinary court of the domicile of the actual defendant.
9. Please send us the following articles by express and charge to our account.
10. Upon inspection, we found some cases were broken due to poor packing.

**VI. Letter-writing (20%)**

先生:

查我方 5 月 20 日函及你方 4 月 12 日，17 日及 19 日函中有关你方对上次发给你们的零件提出索赔一事。厂方

认为一点锈斑无损于这些零件。它们毕竟不是需要个别包装的精密仪器。厂方的结论是，只要这一缺点对货物的使用毫无影响，就没有抱怨的理由。

因此，我方认为向厂方提出索赔是困难的。虽然如此，我们愿意以友好的方式解决此事，给你方 5% 的回扣，以了结此事重新开始业务。

我们希望你们接受我们的建议。等候早复。

中国进出口公司

经理

### B 卷

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

1. IMF \_\_\_\_\_
2. CIF&C \_\_\_\_\_
3. YAS \_\_\_\_\_
4. T.T.P. \_\_\_\_\_
5. FOUO \_\_\_\_\_

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

6. 协定双边配额 \_\_\_\_\_
7. 保险费 \_\_\_\_\_
8. 委托行 \_\_\_\_\_
9. 目的港码头交货 \_\_\_\_\_
10. 中国商品检验局 \_\_\_\_\_

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

at	of	up	on	with	between	off	in
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11. Please insure \_\_\_\_\_ invoice value plus 10%.
12. Since the premium varies \_\_\_\_\_ the extend of coverage, extra premium is for buyer' s account, should additional risks be effected.
13. This extension of the trader' s domain is highly important, since it enables the vendee to make a choice \_\_\_\_\_ alternative goods in satisfying his needs.
14. The financial crisis set \_\_\_\_\_ in East Asian countries in early 1990s.
15. They had fantastic sales for a few months, and then they leveled \_\_\_\_\_.
16. The manager has just got a couple of jobs to mop \_\_\_\_\_ before she goes on holiday.

apply to, complicated, imitation, is consistent with, Auction Market, generate, credit  
worthy, regardless of, deteriorate, attach to, boycott, obligation

- 17.A Transferring bank shall be under no \_\_\_\_\_ to effect such transfer except to the extent and in the manner expressly consented to by such bank.
- 18.The Extension consists of a length of steel tube with a coupling on the other end to \_\_\_\_\_ a handwheel or some other type of operating device.
- 19.The general provisions in the constitution \_\_\_\_\_ its generality and the particular provisions to its particularity.
- 20.A \_\_\_\_\_ of companies that do not sign on to a pledge to endorse a shorter term could work.
- 21.With a subscription to \_\_\_\_\_ Resource, you can view details of thousands of items sold at jewelry auctions around the world.
- 22.The quality policy can be used for improvement provided that it \_\_\_\_\_ top management' s vision and strategy for the organization' s future.
- 23.While copying is often dismissed as a sign of a lack of imagination, some studies have shown that \_\_\_\_\_ actually leads to better innovation.
- 24.Because the art of manufacturing mao-tai is \_\_\_\_\_ and its production cycle is long, the output of mao-tai is extremely limited.
- 25.The Letter of Guarantee shall become automatically null and void upon its expiration \_\_\_\_\_ whether it is returned to us or not.

#### IV. Reading Comprehension (20%)

##### A. Read the passage and answer the questions.

Where you keep your savings is important both to you and to our economic system. Savings kept in a jar at home or in a safe-deposit box are idle. They are not circulating and doing the work that money is supposed to do. If all savings were just stored away, production should slow down. There would be fewer jobs and less income. Savings deposited in a bank, however, are put to work by the bank. They are loaned to people who use them to buy cars, refrigerators, or other durable goods. They are also loaned to business firms who use them to buy factories, stores, machines, office equipment, and other capital goods. Someone else spends the money you don't spend. The wheels of our economic system keep turning.

Putting savings to work is called investing. Savings can be invested in several ways. Depositing them in a bank is only one way. Savings also can be used to buy bonds or life insurance. They can be invested in a business of your own or used to buy shares of stock in a corporation. They can be used to buy land, a home to live in, or property to rent to others. Each of these different ways of putting money to work is an investment.

When you put your savings in a bank, the bank invests them along with the savings of other depositors. You invest your money indirectly. When you buy bonds or stock or property, you invest your money directly.

26. If lots of people kept savings at home, \_\_\_\_\_. ( )

- A. production would speed up  
B. more jobs would be provided  
C. money would do the work it was supposed to do  
D. none of the above is true
27. Savings deposited in a bank are \_\_\_\_\_. ( )  
A. lent to people and business firms who are in need of them in the form of loans  
B. circulating  
C. bringing profits to both you and the bank  
D. all of the above
28. "The wheels of our economic system keep turning" means \_\_\_\_\_. ( )  
A. the economic system is out of order  
B. the economic system works properly  
C. the economic system is out of control  
D. the economic system advances rapidly
29. Which of the following is not an investment? ( )  
A. Depositing your mother's money in a bank.  
B. Buying shares of stock in a liability corporation.  
C. Lending money to your friend's to buying bonds or life insurance.  
D. Sending your daughter to Harvard University.
30. If you want to invest your money indirectly, you can \_\_\_\_\_. ( )  
A. buy houses  
B. put it in a bank  
C. buy stocks and bonds  
D. buy property

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

A tariff may be one of the four kinds: ad valorem, specific, alternative or compound. An ad valorem, the kind most commonly used, is one that is calculated as a percentage of the value of the imported good—for example, 10, 25 or 35 percent. They may be based, depending on the country, either on the value of the goods landed at the port of destination, or on the value of the goods at the port in the country of origin. A specific duty is a tax of so much local currency per unit of the good imported based on weight, number, length, volume, or other unit of measurement—for example \$10 per kilo or per gallon. An alternative duty is where both an ad valorem duty and a specific one are prescribed for a product, with the requirement that the more onerous one shall apply. A compound duty is a combination of an ad valorem duty and specific duty—for example, 15 percent of value plus 5 pence per pound. Some goods are free from import duty.

31. A tariff may be excluded from one of the four kinds mentioned in the passage. ( )  
32. The calculation of an ad valorem takes the priority of the value of the goods landed at the port of destination rather than

that of the country of origin. ( )

33. Specific duties are assumed to be levied on foodstuffs and raw materials. ( )

34. When an alternative duty is prescribed, the heavier one is ignored. ( )

35. Both the value of the goods and the unit of measurement would be calculated for any imposed compound duties. ( )

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

36.Revenue tariffs offer some limited protection, and protective tariffs produce some small revenue.

37.TV coverage is usually national or regional so for this reason as well as that of cost it is usually appropriate only for large-scale consumers marketing.

38.Given its limitation, packaging can't deliver audio-visual movement in the way a TV commercial can, but packaging can be the source of big ideas.

39.Your ordered goods Model No.84 are now out of stock, but we recommend No.85 as a substitute which is very close to your choice in quality though slightly higher in price.

40.We write to inform you that we have today established with Hua Xia Bank an irrevocable documentary L/C in your favor for the amount of \$52,000 covering 1000 sets of lawnmower.

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

41.请确认丢失的支票将不被兑现，以便我们再开出一个等同于我们付款额的支票副本。

42.这些条件对于这类小额订货特别优惠。

43. 制定的价格必须既要高到能够产生合理的利润，又得低到在海外市场上具有竞争力。

44. 服务性企业提供的是无形产品，它们和制造性企业对资本的需求有所不同，但通常服务性企业的资本需求较小。

45. 意外的事件迫使我方要求贵方取消我们的部分订单，改发 1000 箱红茶，而不是 2000 箱。

**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、称呼、正文、结束语、信尾敬语和签名）拟一封信：

(1) 我们已经收到你方 8 月 25 日关于货运延误的邮件。

(2) 对于货物装运的延误，我方深感抱歉。自 8 月 11 日起，我们公司就备好这批货等待收取。报关清单只有在货物从厂方提走，运到海关清关之后才能做。你方的货运代理商，Albright & Sons 有限公司，直到 8 月 21 日才来我们公司收货。我们在之前曾催促他们早点来提货，但他们没有过来。由于周六没有报关，所以只能在 8 月 23 日报关。

(3) 我方不明白为什么你方会为这次的延误指责我们，因为我们根本没有接到你方货运代理商要来取货的紧急通知。

(4) 如果有什么我们能帮忙的事，请告知我们。

(5) 写信日期为 2010 年 8 月 26 日。