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| <input checked="" type="checkbox"/> 上市公司 实力雄厚 品牌保证 | <input checked="" type="checkbox"/> 权威师资阵容 强大教学团队 |
| <input checked="" type="checkbox"/> 历次学员极高考通过率 辅导效果有保证 | <input checked="" type="checkbox"/> 辅导紧跟命题 考点一网打尽 |
| <input checked="" type="checkbox"/> 辅导名师亲自编写习题与模拟试题 直击考试精髓 | <input checked="" type="checkbox"/> 专家 24 小时在线答疑 疑难问题迎刃而解 |
| <input checked="" type="checkbox"/> 资讯、辅导、资料、答疑 全程一站式服务 | <input checked="" type="checkbox"/> 随报随学 反复听课 足不出户尽享优质服务 |

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 2011 年 7 月高等教育自学考试 外贸函电试题 课程代码：00094

一、单项选择题(本大题共 20 小题，每小题 1 分，共 20 分)

在每小题列出的四个备选项中只有一个是符合题目要求的，请将其代码填写在题后的括号内。错选、多选或未选均无分。

- Our _____ catalogue will give you details of the model. ()
A. illustrated B. illustrating
C. illustrate D. to illustrate
- The global economic crisis results _____ an increase in unemployment. ()
A. in B. from
C. for D. to
- Please instruct your bank to amend the L/C as _____. ()
A. follow B. follows
C. following D. followed
- If we still haven't received the relevant L/C by the end of this month, the _____ of the contract will be delayed. ()
A. negotiation B. conclusion
C. execution D. position
- The _____ will take delivery of the goods at the port of destination. ()
A. consignor B. consignee
C. bank D. shipper

6. _____ account of lack of direct steamer, please allow transshipment in your L/C. ()
- A. On B. For
C. With D. In
7. We are pleased to accept your Order No.AH43 _____ 500 sets of "Forever" brand bicycles for July shipment. ()
- A. selling B. shipping
C. paying D. covering
8. Our order is subject to _____ the import license. ()
- A. obtain B. be obtained
C. us obtain D. our obtaining
9. It is _____ our long-standing business relationship that we accept your counter offer. ()
- A. in view of B. in the view of
C. with view of D. with the view of
10. The _____ balance of the contract should be transferred by teletransmission to the Seller's bank in one week. ()
- A. standing B. understanding
C. upstanding D. outstanding
11. As you can not supply your products from stock, we regret to have to turn _____ your offer. ()
- A. down B. off
C. away D. out
12. The terms of the L/C should strictly _____ the stipulations set forth in the sales contract. ()
- A. accord to B. conform to
C. same as D. like
13. Owing to the increasing cost of raw materials, we find it difficult to maintain the current price level, _____ to lower our prices. ()
- A. let alone B. only
C. more than D. despite
14. The exporter should _____ a draft on us at 30days' sight. ()
- A. open B. issue
C. draw D. establish
15. We lodge a claim _____ the manufacturer _____ the shortweight. ()
- A. with, against B. against, for
C. with, with D. against, to
16. _____ being the case, we are compelled to decline your order. ()
- A. This B. So much
C. Such D. Which

39. The manufacturers insist that there is no valid ground for your complaint.
40. The depressed market results in the stagnation of trade.
41. FPA coverage is too narrow for a shipment of this nature, please extend it to include TPND.
42. Provided you fulfill the terms of the credit we will accept and pay on maturity the draft presented to us under this credit.
43. Please inform us one week before the shipment of the name of the vessel, ETA and loading capacity.
44. You may be assured that we will carefully and seriously carry out your order sheet to your entire satisfaction.
45. The remittance is in payment of all commissions due to you up to date.
46. The goods are to be shipped in two lots of 100 metric tons each on separate Bill of Lading.
47. When doing business with foreign dealers, we adhere to the principle of equality and mutual benefit.

四、汉英翻译（本大题共 5 小题，每小题 3 分，共 15 分）

48. 请寄我一份贵公司目前可供出口的各式微波炉的最新价目单。
49. 由于最近原材料成本的上涨，我们无法降低价格。
50. 除非你们找一家有信誉的公司担保，否则我们不接受用承兑交单付款。
51. 我们认为供应商要对短量负责，因为破包是由于包装不良引起的。
52. 根据合同规定，唛头应由买方选定。

五、撰写英文书信（本大题 20 分）

53. 尊敬的先生：

关于冻牛肉的报盘

你方来函报 50 公吨标题货物上海到岸价每公吨 360 英镑，已收悉。

尽管很欣赏你们产品的良好品质，但我们遗憾地发现你们的价格太高了与现行市场价格水平不符。有消息表明，一些日本货在此地以比你方低 15%到 20%的价格销售。

既然如此，我们无法说服我方用户接受你们的报盘。如果你们能减价，比方说 10%，我们也许会达成交易。

行市趋疲，建议马上接受。

XXX 谨上