

2022 年 10 月高等教育自学考试

经贸英语试题

课程代码:02635

1. 请考生按规定用笔将所有试题的答案涂、写在答题纸上。

2. 答题前,考生务必将自己的考试课程名称、姓名、准考证号用黑色字迹的签字笔或钢笔填写在答题纸规定的位置上。

选择题部分

注意事项:

每小题选出答案后,用 2B 铅笔把答题纸上对应题目的答案标号涂黑。如需改动,用橡皮擦干净后,再选涂其他答案标号。不能答在试题卷上。

I. Multiple Choice. 20%

- Technological Advancements play a key _____ in growth of business.
A. role B. time C. space D. field
- In case the goods are not _____ from stock, please keep us informed at early date.
A. availability B. have C. available D. open
- Our eyes could not _____ the darkness.
A. penetrate B. penalize C. pending D. pensive
- To some _____ this theory is reasonable.
A. extend B. extent C. extending D. extension
- He _____ our trouble. He will give us more help.
A. appreciates B. appreciation C. appreciating D. appreciative
- She made the _____ to attend graduate school.
A. decide B. decisive C. decision D. deciding
- They have done everything possible to _____ the prompt delivery of the goods.
A. sure B. assurance C. insurance D. ensure
- She put salt in my coffee _____.
A. by error B. in mistake C. by mistake D. for mistake
- Both the buyer and the seller must _____ the stipulations of the contract.
A. confirm to B. confirmation to C. conformation to D. conform to
- The manager was supposed to _____ the marketing plan before Friday.
A. summit B. sum C. subject D. submit

11. We should keep our action _____ line with our words.
A. out of B. into C. in D. at
12. They exclude him _____ this position.
A. from B. on C. into D. out of
13. A clause in the agreement provides _____ the arbitration of all disputes by an independent body.
A. for B. against C. with D. /
14. Their offer is _____ change without notice.
A. subject to B. subject from C. subject in D. subject against
15. Every Chinese should work hard to build a _____ motherland.
A. proper B. prosperous C. probable D. process
16. The corporation has _____ a new compensation plan for its sales team.
A. implemented B. into C. interesting D. imagination
17. There might be many difficulties ahead, but they are confident that they will _____ their goal.
A. full B. fill C. fulfill D. fall
18. Some people go back for their education to _____ another degree or diploma to impress the society.
A. acquire B. require C. acquisition D. requirement
19. They _____ her idea for a chain store, and decided to have a supermarket instead.
A. returned B. read C. reached D. rejected
20. The project team _____ of 9 persons.
A. makes B. considers C. consists D. confesses

II. Reading Comprehension. 10%

Transportation systems and the routes they use have greatly influenced both how and where people live. Reliable transportation allows a population to expand throughout a country's territory and to live comfortably in remote areas far from factories and farms. The growth and expansion of the United States were directly related to the means of transportation available at the time. The more compact cities of the U. S. eastern seaboard are the result of early human and animal-based transportation systems that allowed only short trips. The more sprawling cities of the western United States are the result of an automobile-based transportation system that permits much longer travel distances.

Transportation is vital to a nation's economy. Reducing the costs of transporting natural resources to production sites and moving finished goods to markets is one of the key factors in economic competition. The transportation industry is the largest industry in the world. It includes the manufacture and distribution of vehicles, the production and distribution of fuel, and the provision of transportation services. In the 1990s, approximately 11 percent of the U. S. gross domestic product and an estimated 10 percent of all jobs in the United States were related to the transportation industry.

The same transportation systems that link a nation can also be used in the nation's war efforts. The rapid movement of troops, equipment, and supplies can be a deciding factor in winning a battle or a war. Just as mobilizing a nation's military strength is critical to success, disabling an enemy's transportation system is usually an early strategic objective of any armed conflict.

21. Which of the following isn't the benefit brought by transport?
- A. People can live throughout the territory of a nation.
 - B. People who live in remote regions can lead a comfortable life.
 - C. People can enjoy better medical care.
 - D. People who live in remote areas can keep in touch with the outside world.
22. Why are the cities of American eastern seacoast so densely populated?
- A. Because the cities are economically prosperous and people like to live there.
 - B. Because the earlier transportation tools were able to transport large amount of passengers.
 - C. Because the climate there is enjoyable.
 - D. Because the earlier transportation tools couldn't travel long.
23. Which of the following is the contribution made by transportation to economy?
- A. It makes faster delivery.
 - B. It makes quicker payment.
 - C. It reduces the transportation cost.
 - D. It makes higher quality of the products.
24. The transportation industry doesn't include _____.
- A. vehicle manufacture and distribution
 - B. fuel production and distribution
 - C. the provision of transportation services
 - D. the transmission of knowledge
25. Which is usually an early strategic objective of any armed conflict according to the passage?
- A. Demobilizing the enemy's military strength.
 - B. Destroying the enemy's transportation system.
 - C. Cutting the water supply of the enemy.
 - D. Mobilizing a nation's military strength.

非选择题部分

注意事项:

用黑色字迹的签字笔或钢笔将答案写在答题纸上,不能答在试题卷上。

III. Fill in each blank of the following sentences with one of words or phrases listed below and make changes if necessary. 10 %

in relation to	barrier	locate	exchange	identify
predict	in terms of	beyond one's control	abide by	extension

26. Women's earnings are still low _____ men's.
27. She _____ that the business would become prosperous.
28. Their company has _____ another branch on the east coast.

29. The government gives much support for the _____ of our foreign trade.
30. _____ the price, the product is quite expensive.
31. Labels stamped, sewn or printed on packages can help customers _____ the products.
32. They will try their best to fulfill the contract, but there may be something that is _____.
33. In compensation trade, the buyers can import what they need without consuming foreign _____.
34. In order to encourage imports and exports, the government has lifted all the foreign trade _____.
35. The staff will have to _____ the rules and regulations of the company.

IV. Put the following terms into English. 10%

36. 交换承诺
37. 财力
38. 销售渠道
39. 销售量
40. 知识产权
41. 合同条款
42. 远期汇票
43. 现金支付
44. 从量税
45. 固定成本

V. Put the following sentences into Chinese. 20%

46. In the commercial society, everyone is a buyer and a seller as well, we are all directly or indirectly involved in the business.
47. The product is competitive in terms of price.
48. His leg was badly injured and he had to withdraw from the race.
49. One of the purposes of product presentation is to give the product a “brand image” so that it cannot be mistaken for anyone else’s product.
50. It is certainly not exaggerated if we claim that our product is considered one of the best in the international market.

VI. Put the following sentences into English. 30%

51. 我们必须按照公司总裁的指示行事(act on)。
52. 一份典型的出口合同通常包括(involve)5 个要素。
53. 她的工作包括(consist of) 帮助无人照顾的独居老人。
54. 公司开了几次会议为新产品定价(set prices)。
55. 出口商应该认真考虑到(take... into account) 这些风险。