

2023 年 10 月高等教育自学考试全国统一命题考试

国际商务英语

(课程代码 05844)

注意事项:

1. 应考者必须按试题顺序在答题卡(纸)指定位置上作答,答在试卷上无效。
2. 涂写部分、画图部分必须使用 2B 铅笔,书写部分必须使用黑色字迹签字笔。

I. Translate the following words and expressions from English into Chinese. (本大题共 10 小题,每小题 1 分,共 10 分)

1. customs invoice
2. trade terms
3. idle funds
4. hyperinflation
5. inventory
6. face value
7. value chain
8. affiliate
9. premium
10. balance of payments

II. Translate the following words and expressions from Chinese into English. (本大题共 10 小题,每小题 1 分,共 10 分)

11. 贸易惯例
12. 债务人
13. 报价
14. 贴现
15. 货号
16. 有价证券
17. 关税配额
18. 特许经营
19. 反向购买
20. 缔约方

III. Match the words and expressions on the left with the explanations on the right. (本大题共 10 小题,每小题 1 分,共 10 分)

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|----------------------------|---|
| 21. discrepancy            | a. the act of a government in reducing by law the exchange value of its currency in units of gold or as compared with other currencies          |
| 22. turnkey contract       | b. method of putting right something that is wrong.   |
| 23. integration            | c. the person who issues a draft, usually the exporter  |
| 24. liability              | d. business dealings between individuals or firms   |
| 25. revenue                | e. one in which one of the parties agrees to supply, at the contract price, a complete product ready for use, such as a new home, factory, etc. |
| 26. commercial intercourse | f. combining into a whole   |
| 27. remedy                 | g. the total annual income of a state   |
| 28. devaluation            | h. what one is responsible for according to law   |
| 29. drawee                 | i. the person to whom a draft is drawn  |
| 30. drawer                 | j. difference; absence of agreement   |

IV. Make brief explanations of the following terms or give the full name of the abbreviation in English. (本大题共 5 小题,每小题 2 分,共 10 分)

31. anti-dumping
32. absolute advantage
33. buyback
34. documents against acceptance
35. PPP

V. Answer the following questions in English. (本大题共 4 小题,每小题 5 分,共 20 分)

36. How does WTO differ from GATT?
37. What are the factors that have changed the transportation industry?
38. What are the two types of business negotiations?
39. Please describe briefly the characteristics of MNEs.

VI. Translate the following into Chinese. (本大题共 2 小题,第 40 小题 7 分,第 41 小题 8 分,共 15 分)

40. The bulk of international trade is done in the general mode of buying and selling of goods and services by means of money and the market. Under specific conditions, however, special modes of transactions may be adopted to better realize one's business purposes.

41. "Letter of credit" is often shortened as L/C, and is sometimes referred to as "banker's credit", or "commercial credit". Modern credits were introduced in the second half of the 19<sup>th</sup> century and had great development after the First World War. The credit is a letter issued by a bank at the request of the importer in which the bank promises to pay upon presentation of the relevant documents.

VII. Translate the following into English. (本大题共 5 小题, 每小题 5 分, 共 25 分)

42. 外汇汇率有三种形式, 即: 买进汇率、售出汇率和两者的平均值——中间汇率。
43. 国外直接投资主要有三种形式: 建立新企业、购买现有设备和建立合资公司。
44. 国家从事的贸易种类是多样的、复杂的, 往往是有形贸易和无形贸易的混合。
45. 许多人欢呼经济全球化带来的好处, 但同时也有强烈的反对声音。
46. 如果信用证可以由原受益人转让给另一个或几个人, 那么这种信用证即为可转让信用证。