

14. In order to facilitate the _____ of the less-developed countries, the western nations must open up their markets.
- A. industrialization B. industrial
C. industrious D. industry
15. Conference decisions require a _____ majority.
- A. second-threes B. second-three
C. two-third D. two-thirds
16. FDI stand for foreign direct _____.
- A. integration B. investment
C. investor D. interaction
17. Gaining access to natural _____ is another major motivation for firms to undertake FDI.
- A. minerals B. resources
C. sources D. materials
18. When the price of a foreign exchange goes too high, the government may raise the discount _____.
- A. rating B. level
C. rate D. rank
19. It is possible that the buyer is not _____ and refuses to pay the agreed amount on various excuses.
- A. relying B. independent
C. dependent D. reliable
20. Cargo _____ is an activity aimed at moving the burden of risk from the shoulders of the exporters and importers.
- A. insurance B. assurance
C. endurance D. insurer

第二部分 非选择题

二、完形填空：本题共 10 个空格，每空格 1 分，空格编号为 21 至 30，空格处已给出字母提示。本大题共 10 小题，每小题 1 分，共 10 分。

A 21. con_____ is an agreement which sets forth binding obligations of the relevant parties. It is enforceable by 22. l_____, and any party that fails to fulfill his contractual 23.ob_____ may be sued and forced to make 24. com_____.

There are two types of business negotiations: 25. o_____ and written.

Written negotiations often begin with enquiries made by the 26. b_____ to get information about the 27. g_____ to be ordered.

In response to an enquiry, a quotation may be sent by the 28. ex_____ which should include all the necessary 29. in_____ required by the enquiry.

In making a firm offer, mention should be made of the time of shipment and the mode of 30. p_____.

三、术语辨析：写出下列缩略语的英文全称。本大题共 10 小题，每小题 2 分，共 20 分。

31. MNC
32. EDI
33. APEC
34. CFR
35. CPT
36. BOT
37. CIF
38. DDP
39. D/P
40. FOB

四、对应选择题：在右栏中找出与左栏相对应的表述。本大题共 10 小题，每小题 1 分，共 10 分。

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| 41. law suit | a. absolutely necessary |
| 42. dispute | b. possible to be handed over |
| 43. indispensable | c. the person who issues a draft, usually the exporter |
| 44. firm offer | d. irregular movement of (prices, exchange rates etc.) |
| 45. inflation | e. argument or controversy |
| 46. bundling | f. a person who owes money |
| 47. transferable | g. legal prosecution |
| 48. debtor | h. rise in prices brought about by the excess demand, expansion of money supply, credit etc. |
| 49. drawer | i. the exchanges of goods or services are tied together |
| 50. fluctuation | j. an offer whose terms and conditions are binding on the offerer |

五、中译英：将下列句子翻译成英文。本大题共 5 小题，每小题 4 分，共 20 分。

51. 信用证按其作用、形式和机制分作不同的种类。
52. 世界贸易组织的主要目的是为了促进自由贸易、进一步减少贸易壁垒并建立更有效的贸易纠纷解决机制。
53. 毫无疑问，一个没有先进的运输系统的社会仍然是一个原始落后的社会。
54. 有效期对于确盘是必不可少的。在规定的日期之前，或在被对方接收或拒绝之前确盘一直是有效的。
55. 国际贸易一般指不同国家的当事人进行的交易，它涉及到许多因素，因而比国内贸易要复杂得多。

六、英译中：将下列句子翻译成中文。本大题共 1 小题，每小题 20 分，共 20 分。

56.

International trade can be defined as the exchange of goods and services produced in one country with those produced in another. In the complex economic world, no country can be completely self-sufficient. The distribution of natural resources is uneven. Some countries are abundant in resources, while elsewhere reserves are scarce or even nonexistent. And a country may be rich in some resources but poor in others. For instance, Britain has large reserves of coal but lacks some metal reserves. Kuwait has vast oil deposits but little farm produce. And Japan relies heavily on import for most of the primary commodities. That is the reason why international trade first began.

