

# 国际商务英语试题

课程代码:05844

请考生按规定用笔将所有试题的答案写在答题纸上。

**注意事项:**

1. 答题前,考生务必将自己的准考证名称、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。

2. 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。

**I. Translate the following words and expressions from English into Chinese: (10%)**

1. foreign currency reserves
2. customs clearance
3. foreign exchange shortage
4. documentary credit
5. utmost good faith
6. legal entity
7. hedge
8. escape clause
9. European Commission
10. portfolio investment

**II. Translate the following words and expressions from Chinese into English: (10%)**

11. 基础设施
12. 专业化
13. 集装箱
14. 金融市场
15. 商业风险
16. 贴现率
17. 所得税
18. 反倾销
19. 产地证书
20. 关税待遇

**III. Match the words and expressions on the left with the explanations on the right: (10%)**

- |                    |  |
|--------------------|--|
| 21. counterpart    | a. a set of international rules for interpretation of trade terms          |
| 22. reserve        | b. right to the possession of a position or property                       |
| 23. distribution   | c. getting goods off a carrier   |
| 24. unload         | d. money held aside to meet future demand                                  |
| 25. title          | e. soaring of prices beyond control  |
| 26. drawer         | f. the marketing, transporting, and selling of any item                    |
| 27. hyperinflation | g. a natural gift or ability   |
| 28. Incoterms      | h. right to reject or forbid something                                     |
| 29. endowment      | i. the person who issues a draft, usually the exporter                     |
| 30. veto           | j. a person or thing that closely resemble another in position or function |

**IV. Make brief explanations of the following terms or give the full name of the abbreviation in English: (10%)**

31. bill of exchange
32. tariff
33. counter trade
34. hard loan
35. FDI

**V. Answer the following questions in English: (20%)**

36. What are the tenet and objectives of APEC?
37. Are there other bases for trade when there are no differences among countries in production conditions? Mention some of the bases.
38. How are exchange rates published daily? What quote does China use?
39. Briefly explain the Generalized System of Preference.

**VI. Translate the following into Chinese: (15%)**

40. BOT is a popular variant of the turnkey project. For a BOT project, a firm operates a facility for a period of time after building it up before finally transferring it to a foreign company. Making profit from operating the project for a period is the major difference between BOT and the common turnkey project. Needless to say, the contractor has to bear the financial and other risks that may occur in the period of operation.

41. While many people are acclaiming the benefits brought about by economic globalization, there are also loud voices of opposition. Economic globalization enables countries to benefit from the boom of other countries but also makes them more vulnerable to the adverse events across the globe. But like it or not, it has become an objective trend in the world economic development. The best policy for us is to follow the trend closely, availing the opportunities it offers to develop ourselves and avoiding its possible impacts.

**Ⅶ. Translate the following into English: (25%)**

42. 国际贸易指不同国家间进行的交易,它涉及到更多因素,因而比国内贸易复杂得多。
43. 买方发出的询盘是为了获得拟定购商品的有关信息,它对发出询盘的人无约束力。
44. 要么因为信用证金额过大,要么因为对开证行不完全信任,出口商可能有时需要保兑的信用证。
45. 保险是一种风险转移机制。通过保险个人或企业可以将生活中的不确定因素转移给其他人。
46. 直接在国外经营能提高一个公司产品的能见度,使当地客户对他们所购的商品更加放心。