

# 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。
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(本大题共 10 小题,每小题 1 分,共 10 分)**

1. turnkey project
2. EDI
3. compound duties
4. CPT
5. trade credit accounts
6. partial shipment
7. cargo receipt
8. port of origin
9. buying rate
10. tariff quota

**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. 债权国
12. 董事会
13. 关税联盟
14. 缔约方
15. 分阶段付款
16. 资金周转
17. 产品自然领域

18. 股权投资
19. 增值税
20. 技术转让

**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)**

- |                   |   |
|-------------------|---|
| 21. spur          | a. unable to pay debts  |
| 22. welfare       | b. ability to succeed in operation  |
| 23. remittance    | c. to urge or encourage   |
| 24. business line | d. to repay or pay off  |
| 25. drawee        | e. a person or thing that closely resembles another in position or function |
| 26. insolvent     | f. a person to whom a draft is drawn  |
| 27. viability     | g. a person engaged in the practice of a profession or occupation           |
| 28. redeem        | h. money sent by post   |
| 29. practitioner  | i. goods dealt in by a company  |
| 30. counterpart   | j. well-being   |

**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. invoice
32. credit-worthiness
33. revenue
34. exchange rate
35. FCA

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

36. Explain briefly how a member borrows from the International Monetary Fund.
37. What is a joint venture? How are the proportions of ownership determined?
38. What are the differences between visible trade and invisible trade? Give a few examples of invisible trade.
39. What are the nature and objectives of OPEC?

**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. Sending goods from one country to another, as part of a commercial transaction, can be a risky business. If they are lost or damaged, or if delivery does not take place for some other reason, the climate of confidence between parties may degenerate to the point where a law suit is brought.
41. In a broad sense, transportation is defined as the movement of freight and passengers from one location to another. The important common element in any definition of transportation, however, is movement: changing the physical location of freight or passengers. Products must be moved to the locations where they are needed and wanted, such as groceries moved to a supermarket.

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

42. 对外直接投资是国际投资的主要方式,而控制成本则是企业对外投资的主要动机。
43. 口头业务协商指的是面对面的直接谈判或通过国际长途电话进行的商谈。
44. 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。
45. 许多国际交易是通过汇票支付的,汇票是对银行或顾客支付命令。
46. 国际贸易最初以商品贸易的形式出现,即在一国生产或制造商品而出口或进口到另一国进行消费或转售。