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英语/高等数学预备班：英语从英文字母发音、国际音标、基本语法、常用词汇、阅读、写作等角度开展教学；数学针对有仅有高中入学水平的数学基础的同学开设。通过知识点精讲、经典例题详解、在线模拟测验，有针对性而快速的提高考生数学水平。[立即报名！](#)

基础学习班：依据全新考试教材和大纲，由辅导老师对教材及考试中所涉及的知识进行全面、系统讲解，使考生从整体上把握该学科的体系，准确把握考试的重点、难点、考点所在，为顺利通过考试做好知识上、技巧上的准备。[立即报名！](#)

冲刺串讲班：结合历年试题特点及命题趋势，规划考试重点内容，讲解答题思路，传授胜战技巧，为考生指出题眼，提供押题参考。配合高质量全真模拟试题，让学员体验实战，准确地把握考试方向、将已掌握的应试知识融会贯通，并做到举一反三。[立即报名！](#)

真题测试班：通过真题的在线模拟测试，由自考 365 网校的专家名师指明未来考试中可能出现的“陷阱”、“雷区”、“误区”，帮助学员减少答题失误，提高学员驾驭和应用所学知识的能力，迅速提高应试技巧和强化所学知识，顺利通过考试！[立即报名！](#)

自考实验班：针对高难科目开设，签协议，不及格返还学费。全国限量招生，报名咨询 010-82335555 [立即报名！](#)

浙江省 2007 年 1 月高等教育自学考试
经贸英语试题
课程代码：02635

I. Give the English equivalents to the following abbreviations. (10%)

1. S/C
2. EEC
3. FOC
4. MFN
5. P.F.

II. Put the following phrases into English. (10%)

6. 独家代理
7. 合资企业
8. 运输设备
9. 反补贴税
10. 非配额产品

III. Fill in the blanks with the words or phrases from the box. (15%)

under, Beyond, with, of, Besides, for, into, As

11. We would highly appreciate it if you take this matter _____ consideration.
12. _____ informed to you earlier, our buyers are a small party and have already suffered a lot of financial losses.
13. Our Service Engineering Department assures proper installation, operation and maintenance of the equipment, regardless _____ location.
14. We are desirous to place as much business _____ you as is possible.
15. The sellers are _____ obligation to complete the delivery of the goods at the contracted rate.
16. _____ the price, the seller indicates other terms and conditions of a transaction.

accommodate, in urgent need of, see to it that, out of a desire, out of place,
established, from that point on, to the knowledge of, advised, iron out, at any rate, recommend

17. Please be _____ that we have already forwarded you the sample requested.
18. We have brought _____ you that claims should be lodged against us supported by survey report within 60 days after discharge of the goods at the port of destination.
19. The banker did not _____ the shop-keeper with a loan of money.
20. This is our _____ practice that the goods should be inspected after arrival at our port.
21. Mr. Smith worked hard _____ to earn his own living.
22. Finally they have managed to _____ the substantial difference and come to business.
23. They promised us that they would provide us with the necessary information _____.
24. Our customer is _____ the goods, he cannot afford to wait.
25. It is one of our principles to _____ contracts are honoured and commercial integrity maintained.

IV. Reading Comprehension(20%)

A. Read the passage and answer the questions.

Many field sales people are franchisees rather than company employees. The company equips them with the latest sales automation tools, enabling them to develop individualized multimedia presentations and customized market offerings and contracts.

Most buyers prefer to meet sales people on their computer screen rather than in their office. More and more personal selling is occurring over electronic media where the buyer and seller see each other on their computer screens in real time. Sales people are traveling less and airlines are shrinking. The most effective sales people are well informed, trustworthy, likeable and good at listening.

26. A “franchisee” is an _____.()

- A. agent
C. employer
- B. advertiser
D. employee
27. According to the passage, many franchisees are equipped with the latest sales automation tools and they can do all the following things EXCEPT _____.()
- A. to develop individualized multimedia presentations
B. to develop customized market offerings
C. to develop customized market contracts
D. to develop their personal competence
28. Most customers like to meet sales people _____.()
- A. in their office
C. in their department
- B. on their computer screen
D. in their own home
29. According to the passage, which of the following is TRUE?()
- A. Sales people and their customers cannot see each other on their computer screens.
B. Sales people are involved in a lot of traveling.
C. Sales people are traveling less nowadays.
D. Airplanes are becoming smaller and smaller.
30. Which of the following features is NOT included in the characteristics of the most effective sales people?()
- A. Well-informed.
C. Likeable.
- B. Trustworthy.
D. With good hearing.

B. Read this passage and decide whether these statements are true (T) or false (F).

The desire for access to petroleum resources has proved to be a potent source of conflict in the 20th century. Since World War II, the Middle East has provided the main focal point for disputes involving energy, but the disintegration of the Soviet Union has widened the area of potential tension to include Central Asia. A further development has been the arrival of a new player on the stage of global petroleum politics: China.

As China's economic, political and military power has grown, so has its involvement in international affairs. One dimension is the sudden and rapid growth of participation by Chinese companies in the international petroleum arena, both for oil imports and for investments overseas.

31. One of the open sources of conflict in the 20th century lies in the desire for access to petroleum resources. ()
32. The disintegration of the Soviet Union has no effect on the world economic tension. ()
33. China has tried to avoid getting into the global petroleum politics. ()
34. China's involvement in international affairs results from its growth in economic, political and military power. ()

35. Chinese companies have always been active in the international petroleum arena. ()

V. Translate the following sentences into Chinese. (10%)

36. The Parties shall work together with a view to making Tianjin a manufacturer and supplier to the JVC under sublicense from the JVC as soon as practicable.
37. Shippers are requested to note particularly the exceptions and conditions of this Bill of Lading with reference to the validity of the insurance upon their goods.
38. Dealing with the point made about letters of credit, the Plaintiff's contention is altogether impossible to reconcile with their performance of the original contracts.
39. In a contract which provides for payment by confirmed credit, the credit, in the absence of express stipulation, must be made available to the seller at the beginning of the shipment period.
40. We were approached by Mr. Smith with offers of assistance in purchasing Chinese products.

VI. Translate the following sentences into English. (15%)

41. 回购是指我们进口设备或技术，用其生产的产品来补偿。
42. 质量和数量都必须与合同规定相吻合。
43. 我们要求用以我方为抬头的、不可撤销的、金额为全部货款的信用证，允许分装。
44. 美国公司同意就质量不合格问题向我们赔偿总价值的百分之六。
45. 他们将会给这些货物按发票金额加百分之十投保综合险。

VII. Letter-writing(20%)

46. 根据以下所给内容用完整的书信格式（包括信头、信内地址、称呼、正文、结束语、信尾敬语和签名）拟一封信：
- 1) 事由：你方对 1000 公吨化肥索赔（Your Claim on 1000 M/Ts Chemical Fertilizer）。
 - 2) 对于你方 8 月 2 日来函提出短重 1540 lbs 化肥，我方深表遗憾，这肯定造成你方对客户供货的困难。
 - 3) 经我方在 Glasgow 仓库的工作人员核查发现，大约 40 袋化肥没有按合同装入 5 个三合板纸箱中，因此造成仓库经理的疏忽，对此，我们（出口商）表示诚挚的道歉。
 - 4) 鉴于我们长期存在的业务关系，我方在收到你方协议后即通过中国银行用支票的形式向你方户头打入 382 英镑赔款。
 - 5) 我方希望这件事情不会影响我们将来的业务。
 - 6) 写信日期为 2006 年 8 月 11 日。