

外贸函电

[1] 题型.填空题

[1] 题干.虽然可以通过口头的方式进行,但实践中主要是通过 () 的方式进行。

[1] 正确答案.A

[1] 难易度.易

[1] 选项数.1

[1] A.函电

[2] 题型.单选题

[2] 题干. () 年出台的《新合同法》第 10 条和第 11 条规定:当事人订立合同,有书面形式专口头形式和其他形式。

[2] 正确答案.A

[2] 难易度.中

[2] 选项数.4

[2] A.1999

[2] B.1998

[2] C.1997

[2] D.1996

[3] 题型.名词解释

[3] 题干.书面形式

[3] 正确答案.A

[3] 难易度.易

[3] 选项数.1

[3] A.指合同书、信件以及数据电文(包括电报、传真电子数据交换和电子邮件等可以有形地表现所载内容的形式。

[4] 题型.判断题

[4] 题干.函电不仅是洽商国际买卖合同的手段，而且是签订国际买卖合同的主要形式之一。

[4] 正确答案.A

[4] 难易度.易

[4] 选项数.2

[4] A.正确

[4] B.错误

[7] 题型.简答题

[7] 题干.打印日期注意事项。

[7] 正确答案.A

[7] 难易度.中

[7] 选项数.1

[7] A.年份应完全写出，不能用(97)代替(1997)；月份要写英文名称，不能用数字来代但可以用缩写。日期最好用基数字。

[8] 题型.填空题

[8] 题干.称呼可以分成社交称谓和（）两大类。

[8] 正确答案.A

[8] 难易度.易

[8] 选项数.1

[8] A.职衔

[9] 题型.判断题

[9] 题干.为了使收信公司迅速将信函转给经办人或经办部门办理，避免耽搁，可以在封内地址和称呼中间加上经办人姓名。

[9] 正确答案.A

[9] 难度度.中

[9] 选项数.2

[9] A.正确

[9] B.错误

[10] 题型.简答题

[10] 题干.主题的作用。

[10] 正确答案.A

[10] 难度度.易

[10] 选项数.1

[10] A.就好比是杂志文章的标题，使人一看就知道信函的基本内容和目的。

[11] 题型.单选题

[11] 题干. () 是交易磋商函件最重要的部分。

[11] 正确答案.A

[11] 难度度.难

[11] 选项数.4

[11] A.信文

[11] B.姓名

[11] C.地址

[11] D.称呼

[12] 题型.简答题

[12] 题干.商业书信的撰写要做到什么？

[12] 正确答案.A

[12] 难度度.中

[12] 选项数.1

[12] A.完整具体、清楚、简洁、礼貌、体谅、正确、并具有个性。

[13] 题型.名词解释

[13] 题干.附言

[13] 正确答案.A

[13] 难易度.中

[13] 选项数.1

[13] A.也称再启，是指信写完后，想起还有要紧的话说时，在信函上加上的补叙的话。

[14] 题型.单选题

[14] 题干.改良平头式日期，结尾敬辞和签名居中，每段不缩进，段与段之间（）。

[14] 正确答案.A

[14] 难易度.易

[14] 选项数.4

[14] A.空两行

[14] B.空一行

[14] C.不空

[14] D.插图

[15] 题型.判断题

[15] 题干.同潜在的顾客建立业务联系，无论是对刚成立的新公司还是对希望扩大其业务范围及成交额的老公司，都是一个极其重要的经营措施。

[15] 正确答案.A

[15] 难易度.中

[15] 选项数.2

[15] A.散度源

[15] B.错误

[16] 题型.简答题

[16] 题干.4 个要点。

[16] 正确答案.A

[16] 难易度.易

[16] 选项数.1

[16] A.第一要点为写信人信息来源或自我介绍；第二要点为公司的经营范围，写信人是经营什么产品的，对什么产品感兴趣；第三要点为写信人的打算；第四要点为结尾语。

[17] 题型.英汉互译

[17] 题干.We desire to expand the business we do with Middle East countries, and would be most grateful if you could provide us with a list of reliable business concerns in your area who might be interested in importing Chinese electronic products.

[17] 正确答案.A

[17] 难易度.中

[17] 选项数.1

[17] A.我们希望扩大在中东国家的业务，如果贵商会能提供该地区有兴趣进口中国电子产品的可靠商行的名单，我们将万分感激。

[18] 题型.英汉互译

[18] 题干.对于这件事是如何发生的，我们很迷惑。

[18] 正确答案.A

[18] 难易度.中

[18] 选项数.1

[18] A.We are puzzled as to how it happened.

[19] 题型.完型填空

[19] 题干.He?

() ?the?company?toemployer?for?his?character.他请公司向他以前的雇主查询自己的品行。

[19] 正确答案.A

[19] 难易度.难

[19] 选项数.1

[19] A.referred

[20] 题型.填空题

[20] 题干. () 应简明扼要地写明他想推销何种商品或希望购买何种商品。

[20] 正确答案.A

[20] 难易度.中

[20] 选项数.1

[20] A.发信人

[21] 题型.判断题

[21] 题干.业务关系的建立是交易开始和发展的基础，外贸公司要保持或扩大业务就需要广泛的业务关系。

[21] 正确答案.A

[21] 难易度.易

[21] 选项数.2

[21] A.正确

[21] B.错误

[22] 题型.单选题

[22] 题干. "quotation"后面常跟介词 () ,然后接所报的商品。

[22] 正确答案.A

[22] 难易度.中

[22] 选项数.4

[22] A.for

- [22] B.of
- [22] C.on
- [22] D.as

[23] 题型.英汉互译

[23] 题干.你方中国折扇报价太高，不能接受。

[23] 正确答案.A

[23] 难易度.易

[23] 选项数.1

[23] A.Your quotation of Chinese Folding Fans is too high to be acceptable.

[24] 题型.英汉互译

[24] 题干.Please quote us your lowest price.

[24] 正确答案.A

[24] 难易度.中

[24] 选项数.1

[24] A.请向我方报最低价。

[25] 题型.判断题

[25] 题干.提到对方报来的价，即已形成了的报价用 of。

[25] 正确答案.A

[25] 难易度.难

[25] 选项数.2

[25] A.正确

[25] B.错误

[26] 题型.填空题

[26] 题干.?有时只要 () ， 而省略其它部分就成为 quote a price。

[26] 正确答案.A

[26] 难易度.易

[26] 选项数.1

[26] A.直接宾语

[27] 题型.英汉互译

[27] 题干.见发票即付款，将不胜感激。

[27] 正确答案.A

[27] 难易度.难

[27] 选项数.1

[27] A.Prompt payment of the invoice would be appreciated.

[28] 题型.完型填空

[28] 题干.We are writing to you () getting into business relations with you.我们写此信是打算与贵方建立业务关系。

[28] 正确答案.A

[28] 难易度.易

[28] 选项数.1

[28] A.with a view to

[29] 题型.英汉互译

[29] 题干.你们所询的商品正属于我们的业务经营范围。

[29] 正确答案.A

[29] 难易度.中

[29] 选项数.1

[29] A.The item you inquired for comes within the frame of our business activities.

[30] 题型.完型填空

[30] 题干.We () the import business of textiles.我公司经营纺

织品的进口业务。

[30] 正确答案.A

[30] 难易度.易

[30] 选项数.1

[30] A.handle

[31] 题型.单选题

[31] 题干.We are engaged () the exportation of chemicals.

我们经营化工产品的出口。

[31] 正确答案.A

[31] 难易度.中

[31] 选项数.4

[31] A.in

[31] B.on

[31] C.of

[31] D.for

[32] 题型.英汉互译

[32] 题干.棉布是我们的主要进口商品。

[32] 正确答案.A

[32] 难易度.易

[32] 选项数.1

[32] A.Cotton?Piece?Goods?are?our?main?exports.?

[33] 题型.填空题

[33] 题干.We are willing to enter into business relations with your firm () (在...基础之上) equality, mutual benefit and exchanging what one has for what one needs.

[33] 正确答案.A

[33] 难易度.难

- [33] 选项数.1
[33] A.on the basis of
-

- [34] 题型.判断题
[34] 题干.relations?必用复数; ?business?可用 trade?替代。
[34] 正确答案.A
[34] 难易度.易
[34] 选项数.2
[34] A.正确
[34] B.错误
-

- [35] 题型.单选题
[35] 题干.They major in the import and export () machines and electrireal equipments.
[35] 正确答案.A
[35] 难易度.中
[35] 选项数.4
[35] A.of
[35] B.for
[35] C.as
[35] D.on
-

- [36] 题型.填空题
[36] 题干.与某某建立业务联系, 一般用法: () 。
[36] 正确答案.A
[36] 难易度.中
[36] 选项数.1
[36] A.to?establish?business?relations?with.....
-

[37] 题型.判断题

[37] 题干.Commodity 是比较正式的用语, 通常指较大范围的商品, 尤其指一个国家的主要商品。

[37] 正确答案.A

[37] 难易度.易

[37] 选项数.2

[37] A.正确

[37] B.错误

[38] 题型.填空题

[38] 题干.Goods 永远是复数形式, 不能与()连用。

[38] 正确答案.A

[38] 难易度.易

[38] 选项数.1

[38] A.数词

[39] 题型.填空题

[39] 题干. () ?=?goods?carried?in?a?ship.即船上所载的货物。

[39] 正确答案.A

[39] 难易度.难

[39] 选项数.1

[39] A.Cargo

[40] 题型.英汉互译

[40] 题干.The?steamer?sailed?with?full?cargo.

[40] 正确答案.A

[40] 难易度.中

[40] 选项数.1

[40] A.该轮满载起航。

[41] 题型.完型填空

[41] 题干.You?can?buy?these?items?through?the? () .?你能从目录中买到这些项目。

[41] 正确答案.A

[41] 难易度.易

[41] 选项数.1

[41] A.catalogue

[42] 题型.判断题

[42] 题干.As?soon?as?the?goods? (不能用 cargo) ?are?available, ?we?will?call?you.

[42] 正确答案.A

[42] 难易度.中

[42] 选项数.2

[42] A.正确

[42] B.错误

[43] 题型.简答题

[43] 题干.询函的发送与接受的目的。

[43] 正确答案.A

[43] 难易度.易

[43] 选项数.1

[43] A.获得有关商品、服务和信息。

[44] 题型.填空题

[44] 题干.信函要求 () , 用最简练的语言表达你的要求, 不必过分讲究措辞来吸引读信人的注意。

[44] 正确答案.A

[44] 难易度.易

[44] 选项数.1

[44] A.直截了当, 清楚准确

[45] 题型.判断题

[45] 题干.由于询函意味着可能的贸易机会, 因此询函应直接寄给公司, 以免被拖延。

[45] 正确答案.A

[45] 难易度.中

[45] 选项数.2

[45] A.正确

[45] B.错误

[46] 题型.名词解释

[46] 题干.询盘

[46] 正确答案.A

[46] 难易度.中

[46] 选项数.1

[46] A.也叫询价, 是指买方为了洽购某种商品, 向对方发出的有关该项商品的询问。

[47] 题型.名词解释

[47] 题干.普通询价(general enquiry)

[47] 正确答案.A

[47] 难易度.易

[47] 选项数.1

[47] A.指对卖方所经营的商品做出要求总体了解的询问, 一般主要是要求对方寄送目录单、价格单、样品, 或要求对方报价等。

[48] 题型.英汉互译

[48] 题干.If anything happens to him, let me know.

- [48] 正确答案.A
[48] 难易度.中
[48] 选项数.1
[48] A.如果他遭到什么意外, 请通知我。
-

- [49] 题型.判断题
[49] 题干.happen?to?也常与 if?与 should 连用。
[49] 正确答案.A
[49] 难易度.易
[49] 选项数.2
[49] A.正确
[49] B.错误
-

- [50] 题型.完型填空
[50] 题干.All?necessary? () ?一切必要的情况。
[50] 正确答案.A
[50] 难易度.易
[50] 选项数.1
[50] A.information
-

- [51] 题型.名词解释
[51] 题干.目录
[51] 正确答案.A
[51] 难易度.中
[51] 选项数.1
[51] A.目录本适用于一般商品, 列名详细规格及商品号码等, 有绘画、照片或图表者, 称为 illustrated?catalogue.
-

- [52] 题型.英汉互译
[52] 题干.以便我公司熟悉你公司供货的质地和工艺。

[52] 正确答案.A
[52] 难易度.中
[52] 选项数.1
[52] A.so?as?to?acquaint?us?with?the?material?and?workma
nship?of?your?supplies.?

[53] 题型.判断题
[53] 题干.intend?打算, 是正式用语, ?指 “心里已有做某事的目标或计划”, ?含有 “行动坚决” 之意。
[53] 正确答案.A
[53] 难易度.易
[53] 选项数.2
[53] A.正确
[53] B.错误

[54] 题型.填空题
[54] 题干.mean?也含有 “想做某事” 的意思, 可与? () 互换, ?但强调 “做事的意图”, ?较口语化。
[54] 正确答案.A
[54] 难易度.中
[54] 选项数.1
[54] A.intend

[55] 题型.判断题
[55] 题干.单页的商品说明书称为 leaflet.
[55] 正确答案.A
[55] 难易度.易
[55] 选项数.2
[55] A.正确
[55] B.错误

[56] 题型.简答题

[56] 题干.Information?n.?消息, 报道; 不可数名词, 后常接
() 。

[56] 正确答案.A

[56] 难易度.易

[56] 选项数.1

[56] A.介词 on 或 about, ?也可以接 regarding 或 concerning

[57] 题型.填空题

[57] 题干.To achieve the purpose effectively, a well-written sales letter may follow the principles known as " () " which is abbreviated from Attention, Interest, Desire and Action.

[57] 正确答案.A

[57] 难易度.易

[57] 选项数.1

[57] A.AIDA

[58] 题型.判断题

[58] 题干.抓住读者的注意力, 引起他们的兴趣, 激发他们想要购买的愿望, 鼓励他们立刻购买。

[58] 正确答案.A

[58] 难易度.难

[58] 选项数.2

[58] A.正确

[58] B.错误

[59] 题型.简答题

[59] 题干.Sales Promotion

[59] 正确答案.A

[59] 难度.中

[59] 选项数.1

[59] A.1.??信要短。2.??在开头一段就得抓住读者的兴趣。3.??说明产品或服务的益处，并以事实或数据使读者相信。4.??尽可能使信的语气象私人交往。

[60] 题型.填空题

[60] 题干.Remember that the () of this letter is to sell products, so make it attractive and intriguing.

[60] 正确答案.A

[60] 难度.易

[60] 选项数.1

[60] A.purpose

[61] 题型.判断题

[61] 题

干.Retail?letters?written?to?provide??necessary?information?about?a?sale?or?special?offer.

[61] 正确答案.A

[61] 难度.中

[61] 选项数.2

[61] A.正确

[61] B.错误

[62] 题型.单选题

[62] 题干.They?can?be?sent?to

() ?people?or?companies??than?direct?mail?letters.??

[62] 正确答案.A

[62] 难度.易

[62] 选项数.4

- [62] A. a larger number of
 - [62] B. a larger of
 - [62] C. larger number of
 - [62] D. a larger for
-

[63] 题型.单选题

[63] 题干.They are usually written about a

() specific situation, a special sale or a new offer, etc.

[63] 正确答案.A

[63] 难易度.中

[63] 选项数.4

[63] A. rather

[63] B. than

[63] C. with

[63] D. of

[64] 题型.判断题

[64] 题

干.This invitation entitles you to bring one guest, too.

[64] 正确答案.A

[64] 难易度.易

[64] 选项数.2

[64] A. 正确

[64] B. 错误

[65] 题型.英汉互译

[65] 题干.罗伯特有权看这些文件。

[65] 正确答案.A

[65] 难易度.难

[65] 选项数.1

[65] A.Robert was entitled to see the documents.

[66] 题型.单选题

[66] 题干.many of () are live now, with local access:正在运营, 并可本地接入

[66] 正确答案.A

[66] 难易度.中

[66] 选项数.4

[66] A.which

[66] B.what

[66] C.how

[66] D.that

[67] 题型.填空题

[67] 题干.If you need any help in (), () : n. a place for someone to stay, live or work 住处, 膳宿

[67] 正确答案.A

[67] 难易度.中

[67] 选项数.1

[67] A.accommodation

[68] 题型.单选题

[68] 题干.X2 has already earned the () of most of the top Internet service providers.

[68] 正确答案.A

[68] 难易度.易

[68] 选项数.4

[68] A.backing

[68] B.back

[68] C.backed

[68] D.to back

[69] 题型.完型填空

[69] 题干.pledge one's support: to () to give one's support
保证给予支持

[69] 正确答案.A

[69] 难易度.易

[69] 选项数.1

[69] A.promise

[70] 题型.填空题

[70] 题干.在国际贸易中，可作报价解的除 quote 与 quotation
外，还有一个常用词，即 () .

[70] 正确答案.A

[70] 难易度.易

[70] 选项数.1

[70] A.offer

[71] 题型.判断题

[71] 题干.Offer 作报盘解时，既可作名词用，也可作动词用。

[71] 正确答案.A

[71] 难易度.难

[71] 选项数.2

[71] A.正确

[71] B.错误

[73] 题型.单选题

[73] 题干.买方提及卖方的报盘时，即说到对方已报某货的盘或某

数量的盘时，常用()。

[73] 正确答案.A

[73] 难易度.易

[73] 选项数.4

[73] A.of

[73] B.on

[73] C.with

[73] D.for

[74] 题型.完型填空

[74] 题干.Please?make? (send, ?give) ?us?an?offer?

() ?Walnuts.?Your?offer?of?wood?oil?is?too?high.

[74] 正确答案.A

[74] 难易度.易

[74] 选项数.1

[74] A.for? (或?on

[75] 题型.判断题

[75] 题干.Offer 作及物动词用时，宾语可以是人，可以是物，也可以有双宾语。

[75] 正确答案.A

[75] 难易度.中

[75] 选项数.2

[75] A.正确

[75] B.错误

[76] 题型.英汉互译

[76] 题干.We?hope?to?be?able?to?offer?you?next?week.?

[76] 正确答案.A

[76] 难易度.中

[76] 选项数.1

[76] A.我们希望能于下周某一天向你方报盘。

[77] 题型.英汉互译

[77] 题干.我们能报盘各式各样的棉布。

[77] 正确答案.A

[77] 难易度.难

[77] 选项数.1

[77] A.We?can?offer?various?kinds?of?cotton?piece?goods.?

[78] 题型.简答题

[78] 题干.quote/quotation 与 offer 不同。

[78] 正确答案.A

[78] 难易度.易

[78] 选项数.1

[78] A.严格讲, quote/quotation 是报价, 指某一商品的单价, offer 是报盘, 除单价外, 还包括数量, 交货期, 付款方式等等。另外, offer 比较固定, 卖方价格报出后, 一般不能轻易变动, 而 quote/quotation 则不同, 卖方报价后, 不受约束, 可以根据情况略加调整。尽管有区别, 但各国商人则往往把这两个词混用。

[79] 题型.简答题

[79] 题干.动词 quote?的基本用法。

[79] 正确答案.A

[79] 难易度.中

[79] 选项数.1

[79] A.to?quote?sb.?a?price?for?sth.?

[80] 题型.简答题

[80] 题干.动词?offer?的基本用法。

- [80] 正确答案.A
[80] 难易度.易
[80] 选项数.1
[80] A.to?offer?sb.?sth.
-

- [81] 题型.填空题
[81] 题干.in?due?course?是商业书信中的成语，有时用副词
()，意指情况正常按时到达。
[81] 正确答案.A
[81] 难易度.易
[81] 选项数.1
[81] A.duly
-

- [82] 题型.判断题
[82] 题干.At?seller 's?option?表示由卖方决定，而 at?buyer'
s?option?则表示由买方决定。
[82] 正确答案.A
[82] 难易度.中
[82] 选项数.2
[82] A.正确
[82] B.错误
-

- [83] 题型.判断题
[83] 题干.confirmation?是名词，表示确认。
[83] 正确答案.A
[83] 难易度.易
[83] 选项数.2
[83] A.正确
[83] B.错误
-

[84] 题型.英汉互译

[84] 题

干.We?are?indebted?for?your?address?to?the?Commercial?Cou
nselor's?Office?of?the?Algerian?Embassy?in?Beijing.?

[84] 正确答案.A

[84] 难易度.中

[84] 选项数.1

[84] A.我们得知你公司的地址，要感谢阿尔及利亚驻北京大使馆商
赞处。

[85] 题型.单选题

[85] 题干.宾语后接 () 短语: ?in?form?
(advise) ?somebody?of?something.?

[85] 正确答案.A

[85] 难易度.易

[85] 选项数.4

[85] A.of

[85] B.for

[85] C.on

[85] D.as

[86] 题型.英汉互译

[86] 题干.我们已经以每公吨 110 美元的价格成交，特此告知。

[86] 正确答案.A

[86] 难易度.中

[86] 选项数.1

[86] A.We?wish?to?inform?

(advise) ?you?that?business?has?been?done?at?US\$110?per?
metric?ton.

[87] 题型.判断题

[87] 题干.如果省略宾语（人称代词）则不宜使用 inform.

[87] 正确答案.A

[87] 难易度.难

[87] 选项数.2

[87] A.正确

[87] B.错误

[88] 题型.英汉互译

[88] 题干.Please advise what quantity you can sell a year.

[88] 正确答案.A

[88] 难易度.易

[88] 选项数.1

[88] A.请告知每年可销售的数量。

[89] 题型.填空题

[89] 题干.In the market for something 也可以引申于“（）”。

[89] 正确答案.A

[89] 难易度.中

[89] 选项数.1

[89] A.乐于接受某物

[90] 题型.填空题

[90] 题

干.bring to market, put on the market, come into the market 都可以用来表示：（）。

[90] 正确答案.A

[90] 难易度.中

[90] 选项数.1

[90] A.在市场上出售, 投放市场

[91] 题型.英汉互译

[91] 题干.新型彩色电视机不久将投放市场。

[91] 正确答案.A

[91] 难易度.易

[91] 选项数.1

[91] A.The?new?color?TV?will?come?into?the?market?soon.?

[92] 题型.判断题

[92] 题干.商业信件中常有在?enclose 后加 herewith 的, 如
We?enclose?herewith?a?copy?of?our?price?list.?

[92] 正确答案.A

[92] 难易度.中

[92] 选项数.2

[92] A.正确

[92] B.错误

[93] 题型.英汉互译

[93] 题

干.We?don't?want?to?lose?our?market?by?sticking?to?have?it?a
t?the?market?price.?

[93] 正确答案.A

[93] 难易度.易

[93] 选项数.1

[93] A.我们不想因为坚持按市价购进而失去做买卖的机会。

[94] 题型.判断题

[94] 题干.Price?out?of?the?market? (商品) 定价过高而无人购

买。

[94] 正确答案.A

[94] 难易度.中

[94] 选项数.2

[94] A.正确

[94] B.错误

[95] 题型.填空题

[95] 题干.表示附在某封信内，用介词（）。

[95] 正确答案.A

[95] 难易度.中

[95] 选项数.1

[95] A.with 或 in

[96] 题型.判断题

[96] 题干.过去分词 enclosed 作表语时，常倒装置于句首。

[96] 正确答案.A

[96] 难易度.中

[96] 选项数.2

[96] A.正确

[96] B.错误

[97] 题型.简答题

[97] 题干.去分词 enclosed 作宾语补足语时，也常倒装置于句首或置于谓语动词之后：（）

[97] 正确答案.A

[97] 难易度.易

[97] 选项数.1

[97] A.Enclosed?please?find?a?copy?of?our?price?list.?

(或?Please?find?enclosed?a?copy?of?our?price?list.)

[98] 题型.简答题

[98] 题干.过去分词 enclosed 可作名词，前面加定冠词：

We?believe?you?will?find?the?enclosed?interesting.?

[98] 正确答案.A

[98] 难易度.中

[98] 选项数.1

[98] A.We?believe?you?will?find?the?enclosed?interesting.?

[99] 题型.单选题

[99] 题干.requirement?表示需要时，常用单数，后接介词（）。

[99] 正确答案.A

[99] 难易度.中

[99] 选项数.4

[99] A.of

[99] B.as

[99] C.on

[99] D.with

[100] 题型.英汉互译

[100] 题

干.We?have?noted?your?requirement?of?samples?and?catalogues.

[100] 正确答案.A

[100] 难易度.易

[100] 选项数.1

[100] A.我们已经注意到你们需要样品和商品目录。

[101] 题型.英汉互译

[101] 题干.我们可以满足你方对核桃仁的需要。

[101] 正确答案.A
[101] 难易度.中
[101] 选项数.1
[101] A.We?can?meet?your?requirements?for?Walnut?meat.

[103] 题型.填空题
[103] 题干.To promote both business and friendship 促进业务和友谊。可替代的用法是 () 。
[103] 正确答案.A
[103] 难易度.中
[103] 选项数.1
[103] A.to promote friendship as well as business .

[104] 题型.填空题
[104] 题干.trade?做动词用时, 表示 “ () ” 。
[104] 正确答案.A
[104] 难易度.易
[104] 选项数.1
[104] A.从事贸易, 做生意, 经营

[105] 题型.判断题
[105] 题干.和某人做贸易接 with, ?经营某项商品接 in.?
[105] 正确答案.A
[105] 难易度.易
[105] 选项数.2
[105] A.正确
[105] B.错误

[106] 题型.填空题
[106] 题干.订单的主要特点是 () 。
[106] 正确答案.A
[106] 难易度.中
[106] 选项数.1
[106] A.正确和清楚

[107] 题型.简答题
[107] 题干.订单或订购信函应。
[107] 正确答案.A
[107] 难易度.难
[107] 选项数.1
[107] A.1.?包含详细的说明、数量、价格以及货号等。2.??说明包装方式、目的港以及装运期 3.??确认在初期洽谈时所同意的付款条件。

[108] 题型.判断题
[108] 题干.按照商法，买主的订单是对欲购货物的出价，在卖主接受以前，不受法律约束。
[108] 正确答案.A
[108] 难易度.中
[108] 选项数.2
[108] A.正确
[108] B.错误

[109] 题型.判断题
[109] 题干.有时因所要求的货物无货可供或价格和规格已经改变，卖主不能接受买主的订单。
[109] 正确答案.A
[109] 难易度.中

[109] 选项数.2

[109] A.正确

[109] B.错误

[110] 题型.英汉互译

[110] 题干.This letter serves to notify the shipping date of goods on your order No. 106.

[110] 正确答案.A

[110] 难易度.易

[110] 选项数.1

[110] A.此函旨在通知第 106 号订单的装运日期

[111] 题型.单选题

[111] 题干.A confirmation letter must be clear and specific about what is being () or what is being changed.

[111] 正确答案.A

[111] 难易度.中

[111] 选项数.4

[111] A.confirmed

[111] B.confirm

[111] C.confirming

[111] D. be confirmed

[112] 题型.判断题

[112] 题干.定货是为了要求供应具体数量的货物而提出的一种要求。

[112] 正确答案.A

[112] 难易度.中

[112] 选项数.2

[112] A.正确

[112] B.错误

[113] 题型.判断题

[113] 题干.有时因为所要求的货物无货可供或价格和规格已经改变, 卖方不能接受买方的订单。

[113] 正确答案.A

[113] 难易度.中

[113] 选项数.2

[113] A.正确

[113] B.错误

[114] 题型.简答题

[114] 题干.RepeatOrder 续订货信包括 3 个要点。

[114] 正确答案.A

[114] 难易度.易

[114] 选项数.1

[114] A.(1)?对上次订货表示满意(2)?要求续订该货??(3)询价可替代产品:Declining?a?RepeatOrder 谢绝续订货信包括 3 个要点:?(1)得知对方意图(2)解释谢绝订货的原因(3)提供类似产品以供选择。

[115] 题型.完型填空

[115] 题干.To keep your inquiry () us to keep your inquiry in mind 记住贵方的询盘, 记住你方的询价

[115] 正确答案.A

[115] 难易度.中

[115] 选项数.1

[115] A.before

[116] 题型.填空题

[116] 题干.To being position to 表示能够, 是外贸书信中常用的成语, 与 () 是同义词。

[116] 正确答案.A

[116] 难易度.难

[116] 选项数.1

[116] A.can 和 to be able to

[117] 题型.完型填空

[117] 题干.To be in a () to accept new orders 能接受新订单。

[117] 正确答案.A

[117] 难易度.中

[117] 选项数.1

[117] A.position

[118] 题型.判断题

[118] 题干.信用证是可数普通名词, 单数为 (a) letter?of?credit, ?复数为?letters?of?credit.

[118] 正确答案.A

[118] 难易度.易

[118] 选项数.2

[118] A.正确

[118] B.错误

[119] 题型.填空题

[119] 题干.在商业书信中常作大写, 单数为 (a) Letter?of?Credit, ?复数为?Letters?of?Credit; 且常用 () .

[119] 正确答案.A

[119] 难易度.中

[119] 选项数.1

[119] A.大写缩写, 单数为 (an) L/C, 复数为 Ls/C

[120] 题型.判断题

[120] 题干.开立信用证, 最普通的是 open?an?L/C, 比较正式的说法是 establish?an?L/C, 从银行的角度可以说 issue?an?L/C.

[120] 正确答案.A

[120] 难易度.易

[120] 选项数.2

[120] A.正确

[120] B.错误

[121] 题型.简答题

[121] 题干.关于期信用证的常用词组。

[121] 正确答案.A

[121] 难易度.易

[121] 选项数.1

[121] A.letter?of?credit?available?by?draft?at?sight, ?letter?of?credit?payable against?draft?at?sight, ?letter?of?credit?available?by?sight?draft, letter?of?credit payable?against?sight?draft, ?sight?L/C? (在商业书信中常用) 。

[122] 题型.单选题

[122] 题干.见票后多少天支付的说法很多, ?常见的有: ?L/C?available?by?draft?at? () ?days?after?sight?见票后 () 天付款。

[122] 正确答案.A

[122] 难易度.中

[122] 选项数.4

- [122] A.30
 - [122] B.35
 - [122] C.45
 - [122] D.40
-

[123] 题型.判断题

[123] 题干.当数量条款定有溢短装条款时, 付款条件中也应有所反映。

- [123] 正确答案.A
 - [123] 难易度.中
 - [123] 选项数.2
 - [123] A.正确
 - [123] B.错误
-

[124] 题型.单选题

[124] 题

干.By?confirmed, ?irrevocable?L/C?payable?by?draft?at?sight.? The?L/C?should?include?a?clause?

() ?more?or?less?for?both?the?quantity?and?the?amount?allowed.保兑的、不可撤销的信用证付款。信用证必须包括装货数量和总值都有 () 溢短的条款。

- [124] 正确答案.A
 - [124] 难易度.易
 - [124] 选项数.4
 - [124] A.5%
 - [124] B.15%
 - [124] C.20%
 - [124] D.10%
-

[125] 题型.英汉互译

[125] 题

干.By confirmed, irrevocable L/C payable at sight against presentation of shipping documents in China.

[125] 正确答案.A

[125] 难易度.难

[125] 选项数.1

[125] A.保兑的、不可撤销的信用证，凭装运单据在中国即期支付。

[126] 题型.单选题

[126] 题

干.For payment, please arrange for an irrevocable letter of credit, valid until

(), to be opened in our favour with the ABC Bank.

[126] 正确答案.A

[126] 难易度.中

[126] 选项数.4

[126] A.June 30

[126] B.June 20

[126] C.June 25

[126] D.June 29

[127] 题型.英汉互译

[127] 题干.付款条件，在你方定货后一个星期内开立以我方为受益人的，不可撤销的信用证。

[127] 正确答案.A

[127] 难易度.易

[127] 选项数.1

[127] A.Payment should be made under an irrevocable lett

er?of?credit?which?is?to?be?opened?in?our?favour?within?a?week?after?the?date?of?your?order.

[128] 题型.单选题

[128] 题

干.By?confirmed, ?irrevocable?L/C?payable?by?draft?at?sight?which?should?reach?us?at?least?one?month?before?the?shipping?date, ?and?should?remain?valid?for?negotiation?in?China?until?the? () ?day?after?the?date?of?shipment.?

[128] 正确答案.A

[128] 难易度.中

[128] 选项数.4

[128] A.15th

[128] B.16th

[128] C.17th

[128] D.18th

[129] 题型.简答题

[129] 题干.合同中的单价条款包括 4 个部分。

[129] 正确答案.A

[129] 难易度.易

[129] 选项数.1

[129] A.计价货币、计量单位、贸易术语、单位价格金额。

[130] 题型.名词解释

[130] 题干.净价

[130] 正确答案.A

[130] 难易度.中

[130] 选项数.1

[130] A.凡价格中不包括佣金或折扣的，即是净价。

[131] 题型.判断题

[131] 题干.为了明确说明成交的价格是净价，在价格术语后可加注“净价”（NET）字样。

[131] 正确答案.A

[131] 难易度.易

[131] 选项数.2

[131] A.正确

[131] B.错误

[132] 题型.英汉互译

[132] 题

干.This offer is subject to your reply being received by September 1.

[132] 正确答案.A

[132] 难易度.中

[132] 选项数.1

[132] A.本盘 9 月 1 日前复到有效。

[133] 题型.英汉互译

[133] 题干.本盘以货物未售出为准。

[133] 正确答案.A

[133] 难易度.中

[133] 选项数.1

[133] A.This offer is subject to the goods being unsold.

[134] 题型.完型填空

[134] 题干.This offer is () to prior sale.本盘以先卖为准。

[134] 正确答案.A

[134] 难易度.难

[134] 选项数.1

[134] A.subject

[135] 题型.判断题

[135] 题干.Ocean voyages maybe most damaging to goods that are not properly packed Goods subjek to breakage have to becrated and those subject to moisture wrappeding plastic.

[135] 正确答案.A

[135] 难易度.中

[135] 选项数.2

[135] A.正确

[135] B.错误

[136] 题型.填空题

[136] 题干. () : Used for dangerous liquid car goes such as acids but needs careful handling.

[136] 正确答案.A

[136] 难易度.中

[136] 选项数.1

[136] A.Glass Container

[137] 题型.判断题

[137] 题干.Crate/Skeleton Case 大木箱, 板条箱: Wooden structure between a bale and a case usedfor lightweight goods of large cubicca pacity as machinery.

[137] 正确答案.A

[137] 难易度.易

[137] 选项数.2

[137] A.正确

[137] B.错误

[138] 题型.单选题

[138] 题干.Some may require special treatment or coating before shipment , () others have to be refrigerated while in transit.

[138] 正确答案.A

[138] 难易度.中

[138] 选项数.4

[138] A.while

[138] B.when

[138] C.what

[138] D.which

[139] 题型.填空题

[139] 题干.Shirts packed so are not so () to damage by moisture as those packed in Wooden cases.

[139] 正确答案.A

[139] 难易度.中

[139] 选项数.1

[139] A.susceptible

[140] 题型.简答题

[140] 题干.Susceptible

[140] 正确答案.A

[140] 难易度.易

[140] 选项数.1

[140] A.likely?to?suffer?from?aparticulairillnss?or?be?affected?
by?aparticulr?problem?.

[141] 题型.英汉互译

[141] 题干.Beside, they are not likely to be mixed with wooden cases while in transport or storage,so the rate of breakage is lower than of wooden cases.

[141] 正确答案.A

[141] 难易度.中

[141] 选项数.1

[141] A.另外，这种包装箱在运输或储存时都不容易与木箱混淆，因而遭到破坏的比例也比木箱低。

[142] 题型.英汉互译

[142] 题干.请将带有我公司首字母缩写的菱形框标记于大包上，其下是目的港不来梅，再下是订单号“4424”

[142] 正确答案.A

[142] 难易度.难

[142] 选项数.1

[142] A.Please mark the bales with initials SCC in a diamond, under which comes the destination Bremen with ordernumber "4424" below again.

[143] 题型.填空题

[143] 题干.The shipping containers we provide are of two sizes, namely () .

[143] 正确答案.A

[143] 难易度.易

[143] 选项数.1

[143] A.20ft,and 40ft.

[144] 题型.判断题

[144] 题干.There is also a saving in freight charges when

separate consignments intended for the same port of destination are carried in on container and an additional saving on insurance because of the 1 over premiums charges for container shipped goods.

[144] 正确答案.A

[144] 难易度.易

[144] 选项数.2

[144] A.正确

[144] B.错误

[146] 题型.英汉互译

[146] 题干.Shipping?Instructions

[146] 正确答案.A

[146] 难易度.中

[146] 选项数.1

[146] A.装运须知

[147] 题型.英汉互译

[147] 题干.我们等待你方装运通知。

[147] 正确答案.A

[147] 难易度.易

[147] 选项数.1

[147] A.We?await?your?shipping?advice.?

[148] 题型.完型填空

[148] 题干.We?can?

() ?you?that?repeat?orders?in?increased?quantities?will?be?placed.?我们可以保证将大量续订。

[148] 正确答案.A

[148] 难易度.难

[148] 选项数.1

[148] A.assure

[149] 题型.英汉互译

[149] 题干.close?co-operation?in?this?respect

[149] 正确答案.A

[149] 难易度.中

[149] 选项数.1

[149] A.在这一方面的密切合作

[150] 题型.完型填空

[150] 题干.To?involve?us?in?no?small? () 使我们陷入不小的困境。

[150] 正确答案.A

[150] 难易度.易

[150] 选项数.1

[150] A.difficulty

[151] 题型.单选题

[151] 题干.One? () ?duplicate?shipping?documents 装运单据副本一套

[151] 正确答案.A

[151] 难易度.易

[151] 选项数.4

[151] A.set?of

[151] B.set?for

[151] C.set?on

[151] D.set?

[152] 题型.填空题
[152] 题干.The?local?()?company?本地轮船公司
[152] 正确答案.A
[152] 难易度.中
[152] 选项数.1
[152] A.shipping

[153] 题型.完型填空
[153] 题干.We?have?completed?the?above?
() ?in?accordance?with?the?stipulations?set?forth?in?the?captioned?Letter?of?Credit.?我们已按照标题信用证的规定将上述货物装运完毕。

[153] 正确答案.A
[153] 难易度.易
[153] 选项数.1
[153] A.shipment

[154] 题型.填空题
[154] 题干.To?prove?()?to?our?customers 使我们客户满意
[154] 正确答案.A
[154] 难易度.易
[154] 选项数.1
[154] A.satisfactory

[155] 题型.英汉互译
[155] 题干.我们可以保证将大量续订。
[155] 正确答案.A
[155] 难易度.难
[155] 选项数.1

[155] A.We?can?assure?you?that?repeat?orders?in?increased? quantities?will?be?placed.

[156] 题型.判断题

[156] 题干.The?shipment?under?the?captioned?contract 装运标题合同项下货物.

[156] 正确答案.A

[156] 难易度.中

[156] 选项数.2

[156] A.正确

[156] B.错误

[157] 题型.填空题

[157] 题干.早日交货的英文 () 。

[157] 正确答案.A

[157] 难易度.易

[157] 选项数.1

[157] A.an?early?delivery

[158] 题型.判断题

[158] 题干.close?co-operation?in?this?respect 在这一方面的密切合作。

[158] 正确答案.A

[158] 难易度.易

[158] 选项数.2

[158] A.正确

[158] B.错误

[159] 题型.英汉互译

[159] 题

干.As?your?prompt?attention?to?shipment?is?most?desirable?t
o?all?parties?concerned.

[159] 正确答案.A

[159] 难易度.中

[159] 选项数.1

[159] A.有关各方面都殷切希望你方立即办理装运。

[160] 题型.填空题

[160] 题干.品质检验书的英文 () 。

[160] 正确答案.A

[160] 难易度.易

[160] 选项数.1

[160] A.Survey?Report

[161] 题型.判断题

[161] 题干.Survey?Report

[161] 正确答案.A

[161] 难易度.中

[161] 选项数.2

[161] A.正确

[161] B.错误

[162] 题型.完型填空

[162] 题干.One?set?of?()?shipping?documents 装运单据副本一
套

[162] 正确答案.A

[162] 难易度.中

[162] 选项数.1

[162] A.duplicate

[163] 题型.简答题

[163] 题干.海洋运输险 (Marine?Insurance) 的险别。

[163] 正确答案.A

[163] 难易度.易

[163] 选项数.1

[163] A.保险公司根据货物在运输途中可能遭受到的自然灾害和意外事故的种类、造成损失的程度和情况而和被保险人约定的应承担各种不同责任的规定。

[165] 题型.判断题

[165] 题干.保险人 (Insurer) 为了放宽原有险别的责任范围, 使投保人 (Applicant) 或说被保险人 (Insured) 获得较多的保障, 允许其在投保了某种基本险别后加保一些附加险别, 当然在加保时需要增加一定的保险费。

[165] 正确答案.A

[165] 难易度.中

[165] 选项数.2

[165] A.正确

[165] B.错误

[166] 题型.判断题

[166] 题干.附加险 (Extraneous?Risks) 有一般附加险和特殊附加险 (Special?Additional?Risks) 之分。

[166] 正确答案.A

[166] 难易度.易

[166] 选项数.2

[166] A.正确

[166] B.错误

[169] 题型.判断题

[169] 题干.在外贸函电中说到各个险别时, 除 all?risks 和 war?risk 以外, risk? (s) ?这个词一般省略不写。

[169] 正确答案.A

[169] 难易度.中

[169] 选项数.2

[169] A.正确

[169] B.错误

[170] 题型.判断题

[170] 题干.insurance 作为 “投保” 解时, 可以作名词用, 也可以作动词用。

[170] 正确答案.A

[170] 难易度.易

[170] 选项数.2

[170] A.正确

[170] B.错误

[171] 题型.单选题

[171] 题干.说明保险情况时: 表示所保的货物, 后接 () 。

[171] 正确答案.A

[171] 难易度.中

[171] 选项数.4

[171] A.on

[171] B.against

[171] C.of

[171] D.at

[172] 题型.单选题
[172] 题干.表示投保的险别, 后接 () 。
[172] 正确答案.A
[172] 难易度.难
[172] 选项数.4
[172] A.against
[172] B.of
[172] C.on
[172] D.at

[173] 题型.单选题
[173] 题干.表示保险金额, 后接 ()
[173] 正确答案.A
[173] 难易度.易
[173] 选项数.4
[173] A.for
[173] B.against
[173] C.of
[173] D.at

[174] 题型.单选题
[174] 题干.表示保险费或保险费率, 后接 () 。
[174] 正确答案.A
[174] 难易度.中
[174] 选项数.4
[174] A.at
[174] B.on
[174] C.of
[174] D.against

[176] 题型.英汉互译

[176] 题

干.We?have?covered?insurance?on?the?100?metric?tons?of?wo
ol?for?100%?of?the?invoice?value?against?all?risks.

[176] 正确答案.A

[176] 难易度.中

[176] 选项数.1

[176] A.我们已经将 100 公吨羊毛按发票金额的 100%投保一切
险。

[177] 题型.英汉互译

[177] 题干.请将此货投保一切险及战争险。

[177] 正确答案.A

[177] 难易度.中

[177] 选项数.1

[177] A.Please?insure?the?goods?against?all?risks?and?war?r
isk.

[178] 题型.完型填空

[178] 题干.Please?insure? () ?breakage.请投保破碎险。

[178] 正确答案.A

[178] 难易度.难

[178] 选项数.1

[178] A.against

[179] 题型.填空题

[179] 题干.insured?amount?=? () ?保险金额

[179] 正确答案.A

[179] 难易度.易

[179] 选项数.1

[179] A.insurance?amount

[180] 题型.英汉互译

[180] 题干.客户认为由你方办理保险比他们自行投保更为方便。

[180] 正确答案.A

[180] 难易度.中

[180] 选项数.1

[180] A.our customers thinks it more convenient for the insurance to be covered by you zhan by himself.

[181] 题型.填空题

[181] 题干.The () enjoys high prestige among trade circles at home and abroad for their low rates as well as prompt and equitable settlement of claims.

[181] 正确答案.A

[181] 难易度.易

[181] 选项数.1

[181] A.PICC

[182] 题型.单选题

[182] 题干.Claim as a noun is defined as a demand for something () somebody has a right to or owns.

[182] 正确答案.A

[182] 难易度.中

[182] 选项数.4

[182] A.that

[182] B.what

[182] D.when

[182] E.how

[183] 题型.填空题

[183] 题干.Claim as a () is defined as to demand attention or to force somebody to give attention.

[183] 正确答案.A

[183] 难易度.中

[183] 选项数.1

[183] A.verb

[184] 题型.判断题

[184] 题干.A claim letters,therefore, is a demand from a customer for something that is due owed, or something that is a correction of a problem .

[184] 正确答案.A

[184] 难易度.易

[184] 选项数.2

[184] A.正确

[184] B.错误

[185] 题型.单选题

[185] 题干.Claim 后的介词搭配表示索赔的原因，接 () 。

[185] 正确答案.A

[185] 难易度.难

[185] 选项数.4

[185] A.for

[185] B.of

[185] C.on

[185] D.with

[186] 题型.单选题
[186] 题干.Claim 后介词搭配表示索赔的金额, 接 () 。
[186] 正确答案.A
[186] 难易度.易
[186] 选项数.4
[186] A.for
[186] B.as
[186] C.with
[186] D.of

[187] 题型.单选题
[187] 题干.Claim 后表示对某批货物索赔, 接 () 。
[187] 正确答案.A
[187] 难易度.中
[187] 选项数.4
[187] A.on
[187] B.for
[187] C.of
[187] D.with

[188] 题型.单选题
[188] 题干.Claim 后表示向某人索赔, 接 () 。
[188] 正确答案.A
[188] 难易度.易
[188] 选项数.4
[188] A.against
[188] B.with
[188] C.as
[188] D.to

[189] 题型.英汉互译

[189] 题干.He's not entitled to claim unemployment benefit.

[189] 正确答案.A

[189] 难易度.中

[189] 选项数.1

[189] A.他无权要求领取失业救济金。

[190] 题型.完型填空

[190] 题干.She () damages from the company for the injury she had suffered.她因受伤向公司索要损害赔偿金。

[190] 正确答案.A

[190] 难易度.易

[190] 选项数.1

[190] A.claimed

[191] 题型.英汉互译

[191] 题干.你可以从你的保险中索取旅馆住房费。

[191] 正确答案.A

[191] 难易度.易

[191] 选项数.1

[191] A.You could have claimed the cost of the hotel room from your insurance.

[192] 题型.填空题

[192] 题干.We have not yet received notification that the order has been () till now.

[192] 正确答案.A

[192] 难易度.易

[192] 选项数.1

[192] A.shipped

[193] 题型.判断题

[193] 题

干.We would ask for these bears to be replaced as soon as possible.

[193] 正确答案.A

[193] 难易度.中

[193] 选项数.2

[193] A.正确

[193] B.错误

[194] 题型.填空题

[194] 题干.This lot of goods is not up to the standard () in the contract .

[194] 正确答案.A

[194] 难易度.难

[194] 选项数.1

[194] A.stipulated

[195] 题型.填空题

[195] 题干. () we would like to supply you with the product, we are unable to fill your order owing to the heavy backlog of commitments.

[195] 正确答案.A

[195] 难易度.易

[195] 选项数.1

[195] A.Much as

[196] 题型.单选题

[196] 题干. () she grew older she gained in confidence.

[196] 正确答案.A

[196] 难易度.中

[196] 选项数.4

[196] A.As

[196] B.With

[196] C.For

[196] D.Become

[197] 题型.完型填空

[197] 题干.The new trade agreement should () more rapid economic growth.新贸易协定应当会加快经济发展。

[197] 正确答案.A

[197] 难易度.易

[197] 选项数.1

[197] A.facilitate

[198] 题型.单选题

[198] 题干.We??are?sorry??for?our?mistake?inthe?number,? () ?resulted?in?your receiving?the?wrong?goods.

[198] 正确答案.A

[198] 难易度.中

[198] 选项数.4

[198] A.which

[198] B.when

[198] C.what

[198] D.how

[199] 题型.单选题

[199] 题

干.To?our??regret,??the?case?containsonly?10?forks?instead?of?

12?enteringon?the?invoice.

- [199] 正确答案.A
 - [199] 难易度.易
 - [199] 选项数.4
 - [199] A.containsonly
 - [199] B.containsoned
 - [199] C.containsoning
 - [199] D.containson
-

- [200] 题型.英汉互译
 - [200] 题干.Enter your name and occupation in the boxes.
 - [200] 正确答案.A
 - [200] 难易度.易
 - [200] 选项数.1
 - [200] A.将姓名和职业填入(表格)的方框里。
-

外贸函电 [——'200'](#) / [——'50-1'](#) / [——'50-2'](#) /

- [1] 题型.单选题
 - [1] 题干. () 年出台的《新合同法》第 10 条和第 11 条规定:当事人订立合同, 有书面形式专口头形式和其他形式。
 - [1] 正确答案.A
 - [1] 难易度.中
 - [1] 选项数.4
 - [1] A.1999
 - [1] B.1998
 - [1] C.1997
 - [1] D.1996
-

[2] 题型.名词解释

[2] 题干.书面形式

[2] 正确答案.A

[2] 难易度.易

[2] 选项数.1

[2] A.指合同书、信件以及数据电文(包括电报、传真电子数据交换和电子邮件等可以有形地表现所载内容的形式。

[3] 题型.判断题

[3] 题干.函电不仅是洽商国际买卖合同的手段,而且是签订国际买卖合同的主要形式之一。

[3] 正确答案.A

[3] 难易度.易

[3] 选项数.2

[3] A.正确

[3] B.错误

[6] 题型.简答题

[6] 题干.打印日期注意事项。

[6] 正确答案.A

[6] 难易度.中

[6] 选项数.1

[6] A.年份应完全写出,不能用(97)代替(1997);月份要写英文名称,不能用数字来代但可以用缩写。日期最好用基数数字。

[7] 题型.填空题

[7] 题干.称呼可以分成社交称谓和 () 两大类。

[7] 正确答案.A

[7] 难度.易

[7] 选项数.1

[7] A.职衔

[8] 题型.判断题

[8] 题干.为了使收信公司迅速将信函转给经办人或经办部门办理,避免耽搁,可以在封内地址和称呼中间加上经办人姓名。

[8] 正确答案.A

[8] 难度.中

[8] 选项数.2

[8] A.正确

[8] B.错误

[9] 题型.简答题

[9] 题干.主题的作用。

[9] 正确答案.A

[9] 难度.易

[9] 选项数.1

[9] A.就好比是杂志文章的标题,使人一看就知道信函的基本内容和目的。

[10] 题型.单选题

[10] 题干.()是交易磋商函件最重要的部分。

[10] 正确答案.A

[10] 难度.难

[10] 选项数.4

[10] A.信文

[10] B.姓名

[10] C.地址

[10] D.称呼

[11] 题型.填空题

[11] 题干. () ?=?goods?carried?in?a?ship.即船上所载的货物。

[11] 正确答案.A

[11] 难易度.难

[11] 选项数.1

[11] A.Cargo

[12] 题型.英汉互译

[12] 题干.The?steamer?sailed?with?full?cargo.

[12] 正确答案.A

[12] 难易度.中

[12] 选项数.1

[12] A.该轮满载起航。

[13] 题型.完型填空

[13] 题干.You?can?buy?these?items?through?the? () .?你能从目录中买到这些项目。

[13] 正确答案.A

[13] 难易度.易

[13] 选项数.1

[13] A.catalogue

[14] 题型.判断题

[14] 题干.As?soon?as?the?goods? (不能用 cargo) ?are?available, ?we?will?call?you.

[14] 正确答案.A

[14] 难易度.中

[14] 选项数.2

[14] A.正确

[14] B.错误

[15] 题型.简答题

[15] 题干.询函的发送与接受的目的。

[15] 正确答案.A

[15] 难易度.易

[15] 选项数.1

[15] A.获得有关商品、服务和信息。

[16] 题型.填空题

[16] 题干.信函要求（），用最简练的语言表达你的要求，不必过分讲究措辞来吸引读信人的注意。

[16] 正确答案.A

[16] 难易度.易

[16] 选项数.1

[16] A.直截了当，清楚准确

[17] 题型.判断题

[17] 题干.由于询函意味着可能的贸易机会，因此询函应直接寄给公司，以免被拖延。

[17] 正确答案.A

[17] 难易度.中

[17] 选项数.2

[17] A.正确

[17] B.错误

[18] 题型.名词解释

[18] 题干.询盘

[18] 正确答案.A

[18] 难易度.中

[18] 选项数.1

[18] A.也叫询价,是指买方为了洽购某种商品,向对方发出的有关该项商品的询问。

[19] 题型.名词解释

[19] 题干.普通询价(general enquiry)

[19] 正确答案.A

[19] 难易度.易

[19] 选项数.1

[19] A.指对卖方所经营的商品做出要求总体了解的询问,一般主要是要求对方寄送目录单、价格单、样品,或要求对方报价等。

[20] 题型.英汉互译

[20] 题干.If anything happens to him, let me know.

[20] 正确答案.A

[20] 难易度.中

[20] 选项数.1

[20] A.如果他遭到什么意外,请通知我。

[21] 题型.判断题

[21] 题干.happen to也常与if与should连用。

[21] 正确答案.A

[21] 难易度.易

[21] 选项数.2

[21] A.正确

[21] B.错误

[22] 题型.完型填空

[22] 题干.All necessary () in all necessary situations.

- [22] 正确答案.A
 - [22] 难易度.易
 - [22] 选项数.1
 - [22] A.information
-

- [23] 题型.名词解释
 - [23] 题干.目录
 - [23] 正确答案.A
 - [23] 难易度.中
 - [23] 选项数.1
 - [23] A.目录本适用于一般商品，列名详细规格及商品号码等，有绘画、照片或图表者，称为 illustrated catalogue.
-

- [24] 题型.英汉互译
 - [24] 题干.以便我公司熟悉你公司供货的质地和工艺。
 - [24] 正确答案.A
 - [24] 难易度.中
 - [24] 选项数.1
 - [24] A.so as to acquaint us with the material and workmanship of your supplies.?
-

- [25] 题型.判断题
 - [25] 题干.Offer 作及物动词用时，宾语可以是人，可以是物，也可以有双宾语。
 - [25] 正确答案.A
 - [25] 难易度.中
 - [25] 选项数.2
 - [25] A.正确
 - [25] B.错误
-

[26] 题型.英汉互译

[26] 题干.We?hope?to?be?able?to?offer?you?next?week.?

[26] 正确答案.A

[26] 难易度.中

[26] 选项数.1

[26] A.我们希望能于下周某一天向你方报盘。

[27] 题型.英汉互译

[27] 题干.我们能报盘各式各样的棉布。

[27] 正确答案.A

[27] 难易度.难

[27] 选项数.1

[27] A.We?can?offer?various?kinds?of?cotton?piece?goods.?

[28] 题型.简答题

[28] 题干.quote/quotation 与 offer 不同。

[28] 正确答案.A

[28] 难易度.易

[28] 选项数.1

[28] A.严格讲，quote/quotation 是报价，指某一商品的单价，offer 是报盘，除单价外，还包括数量，交货期，付款方式等等。另外，offer 比较固定，卖方价格报出后，一般不能轻易变动，而quote/quotation 则不同，卖方报价后，不受约束，可以根据情况略加调整。尽管有区别，但各国商人则往往把这两个词混用。

[29] 题型.简答题

[29] 题干.动词 quote?的基本用法。

[29] 正确答案.A

[29] 难易度.中

[29] 选项数.1

[29] A.to?quote?sb.?a?price?for?sth.?

[30] 题型.简答题

[30] 题干.动词?offer?的基本用法。

[30] 正确答案.A

[30] 难易度.易

[30] 选项数.1

[30] A.to?offer?sb.?sth.

[31] 题型.填空题

[31] 题干.in?due?course?是商业书信中的成语，有时用副词
()，意指情况正常按时到达。

[31] 正确答案.A

[31] 难易度.易

[31] 选项数.1

[31] A.duly

[32] 题型.判断题

[32] 题干.At?seller 's?option?表示由卖方决定，而 at?buyer'
s?option?则表示由买方决定。

[32] 正确答案.A

[32] 难易度.中

[32] 选项数.2

[32] A.正确

[32] B.错误

[33] 题型.判断题

[33] 题干.confirmation?是名词，表示确认。

[33] 正确答案.A

[33] 难易度.易

[33] 选项数.2

[33] A.正确

[33] B.错误

[34] 题型.英汉互译

[34] 题

干.We?are?indebted?for?your?address?to?the?Commercial?Counselor's?Office?of?the?Algerian?Embassy?in?Beijing.?

[34] 正确答案.A

[34] 难易度.中

[34] 选项数.1

[34] A.我们得知你公司的地址，要感谢阿尔及利亚驻北京大使馆商赞处。

[35] 题型.单选题

[35] 题干.宾语后接 () 短语：?in?form?
(advise) ?somebody?of?something.?

[35] 正确答案.A

[35] 难易度.易

[35] 选项数.4

[35] A.of

[35] B.for

[35] C.on

[35] D.as

[36] 题型.单选题

[36] 题干.见票后多少天支付的说法很多，?常见的有：?L/C?available?by?draft?at? () ?days?after?sight?见票后 () 天付款。

[36] 正确答案.A

[36] 难易度.中

[36] 选项数.4

[36] A.30

[36] B.35

[36] C.45

[36] D.40

[37] 题型.判断题

[37] 题干.当数量条款定有溢短装条款时, 付款条件中也应有所反映。

[37] 正确答案.A

[37] 难易度.中

[37] 选项数.2

[37] A.正确

[37] B.错误

[38] 题型.单选题

[38] 题

干.By?confirmed, ?irrevocable?L/C?payable?by?draft?at?sight.? The?L/C?should?include?a?clause?

() ?more?or?less?for?both?the?quantity?and?the?amount?allowed.保兑的、不可撤销的信用证付款。信用证必须包括装货数量和总值都有 () 溢短的条款。

[38] 正确答案.A

[38] 难易度.易

[38] 选项数.4

[38] A.5%

[38] B.15%

[38] C.20%

[38] D.10%

[39] 题型.英汉互译

[39] 题

干.By confirmed, irrevocable L/C payable at sight against presentation of shipping documents in China.

[39] 正确答案.A

[39] 难易度.难

[39] 选项数.1

[39] A.保兑的、不可撤销的信用证，凭装运单据在中国即期支付。

[40] 题型.单选题

[40] 题

干.For payment, please arrange for an irrevocable letter of credit, valid until

() , to be opened in our favour with the ABC Bank.

[40] 正确答案.A

[40] 难易度.中

[40] 选项数.4

[40] A.June 30

[40] B.June 20

[40] C.June 25

[40] D.June 29

[41] 题型.英汉互译

[41] 题干.付款条件，在你方定货后一个星期内开立以我方为受益人的，不可撤销的信用证。

[41] 正确答案.A

[41] 难度.易

[41] 选项数.1

[41] A.Payment should be made under an irrevocable letter of credit which is to be opened in our favour within a week after the date of your order.

[42] 题型.单选题

[42] 题

干.By confirmed, irrevocable L/C payable by draft at sight which should reach us at least one month before the shipping date, and should remain valid for negotiation in China until the () day after the date of shipment.

[42] 正确答案.A

[42] 难度.中

[42] 选项数.4

[42] A.15th

[42] B.16th

[42] C.17th

[42] D.18th

[43] 题型.简答题

[43] 题干.合同中的单价条款包括 4 个部分。

[43] 正确答案.A

[43] 难度.易

[43] 选项数.1

[43] A.计价货币、计量单位、贸易术语、单位价格金额。

[44] 题型.名词解释

[44] 题干.净价

[44] 正确答案.A

[44] 难易度.中

[44] 选项数.1

[44] A.凡价格中不包括佣金或折扣的，即是净价。

[45] 题型.判断题

[45] 题干.为了明确说明成交的价格是净价，在价格术语后可加注“净价”（NET）字样。

[45] 正确答案.A

[45] 难易度.易

[45] 选项数.2

[45] A.正确

[45] B.错误

[46] 题型.英汉互译

[46] 题

干.This?offer?is?subject?to?your?reply?being?received?by?September?1.

[46] 正确答案.A

[46] 难易度.中

[46] 选项数.1

[46] A.本盘 9 月 1 日前复到有效。

[47] 题型.英汉互译

[47] 题干.本盘以货物未售出为准。

[47] 正确答案.A

[47] 难易度.中

[47] 选项数.1

[47] A.This?offer?is?subject?to?the?goods?being?unsold.

[48] 题型.完型填空

[48] 题干.This offer is () to prior sale.本盘以先卖为准。

[48] 正确答案.A

[48] 难易度.难

[48] 选项数.1

[48] A.subject

[50] 题型.判断题

[50] 题干.在外贸函电中说到各个险别时,除 all?risks 和 war?risk 以外, risk? (s) ?这个词一般省略不写。

[50] 正确答案.A

[50] 难易度.中

[50] 选项数.2

[50] A.正确

[50] B.错误

外贸函电 [——'200'](#) / [——'50-1'](#) / [——'50-2'](#) /

[1] 题型.简答题

[1] 题干.4 个要点。

[1] 正确答案.A

[1] 难易度.易

[1] 选项数.1

[1] A.第一要点为写信人信息来源或自我介绍;第二要点为公司的经营范围,写信人是经营什么产品的,对什么产品感兴趣;第三要点为写信人的打算;第四要点为结尾语。

[2] 题型.英汉互译

[2] 题干.We desire to expand the business we do with Middle

East countries, and would be most grateful if you could provide us with a list of reliable business concerns in your area who might be interested in importing Chinese electronic products.

[2] 正确答案.A

[2] 难易度.中

[2] 选项数.1

[2] A.我们希望扩大在中东国家的业务，如果贵商会能提供该地区有兴趣进口中国电子产品的可靠商行的名单，我们将万分感激。

[3] 题型.英汉互译

[3] 题干.对于这件事是如何发生的，我们很迷惑。

[3] 正确答案.A

[3] 难易度.中

[3] 选项数.1

[3] A.We are puzzled as to how it happened.

[4] 题型.完型填空

[4] 题干.He? () ?the?company?toemployer?for?his?character.
他请公司向他以前的雇主查询自己的品行。

[4] 正确答案.A

[4] 难易度.难

[4] 选项数.1

[4] A.referred

[5] 题型.填空题

[5] 题干. () 应简明扼要地写明他想推销何种商品或希望购买何种商品。

[5] 正确答案.A

[5] 难易度.中

[5] 选项数.1

[5] A.发信人

[6] 题型.判断题

[6] 题干.业务关系的建立是交易开始和发展的基础，外贸公司要保持或扩大业务就需要广泛的业务关系。

[6] 正确答案.A

[6] 难易度.易

[6] 选项数.2

[6] A.正确

[6] B.错误

[7] 题型.单选题

[7] 题干. "quotation"后面常跟介词 () ,然后接所报的商品。

[7] 正确答案.A

[7] 难易度.中

[7] 选项数.4

[7] A.for

[7] B.of

[7] C.on

[7] D.as

[8] 题型.英汉互译

[8] 题干.你方中国折扇报价太高，不能接受。

[8] 正确答案.A

[8] 难易度.易

[8] 选项数.1

[8] A.Your quotation of Chinese Folding Fans is too high to be acceptable.

- [9] 题型.英汉互译
[9] 题干.Please quote us your lowest price.
[9] 正确答案.A
[9] 难易度.中
[9] 选项数.1
[9] A.请向我方报最低价。
-

- [10] 题型.判断题
[10] 题干.提到对方报来的价，即已形成了的报价用 of。
[10] 正确答案.A
[10] 难易度.难
[10] 选项数.2
[10] A.正确
[10] B.错误
-

- [11] 题型.填空题
[11] 题干.?有时只要 () ，而省略其它部分就成为 quote a price。
[11] 正确答案.A
[11] 难易度.易
[11] 选项数.1
[11] A.直接宾语
-

- [12] 题型.英汉互译
[12] 题干.见发票即付款，将不胜感激。
[12] 正确答案.A
[12] 难易度.难
[12] 选项数.1
[12] A.Prompt payment of the invoice would be appreciated.
-

[13] 题型.完型填空

[13] 题干.We are writing to you () getting into business relations with you.我们写此信是打算与贵方建立业务关系。

[13] 正确答案.A

[13] 难易度.易

[13] 选项数.1

[13] A.with a view to

[14] 题型.英汉互译

[14] 题干.你们所询的商品正属于我们的业务经营范围。

[14] 正确答案.A

[14] 难易度.中

[14] 选项数.1

[14] A.The item you inquired for comes within the frame of our business activities.

[15] 题型.判断题

[15] 题干.抓住读者的注意力，引起他们的兴趣，激发他们想要购买的愿望，鼓励他们立刻购买。

[15] 正确答案.A

[15] 难易度.难

[15] 选项数.2

[15] A.正确

[15] B.错误

[16] 题型.简答题

[16] 题干.SalesPromotion

[16] 正确答案.A

[16] 难易度.中

[16] 选项数.1

[16] A.1.??信要短。2.??在开头一段就得抓住读者的兴趣。3.??说明产品或服务的益处，并以事实或数据使读者相信。4.??尽可能使信的语气象私人交往。

[17] 题型.填空题

[17] 题干.Remember that the () of this letter is to sell products, so make it attractive and intriguing.

[17] 正确答案.A

[17] 难易度.易

[17] 选项数.1

[17] A.purpose

[18] 题型.判断题

[18] 题

干.Retail?letters?written?to?provide??necessary?information?about?a?sale?or?special?offer.

[18] 正确答案.A

[18] 难易度.中

[18] 选项数.2

[18] A.正确

[18] B.错误

[19] 题型.单选题

[19] 题干.They?can?be?sent?to

() ?people?or?companies??than?direct?mail?letters.??

[19] 正确答案.A

[19] 难易度.易

[19] 选项数.4

[19] A.?a?larger?number?of

[19] B.?a?larger?of

[19] C.larger?number?of

[19] D.?a?larger for

[20] 题型.单选题

[20] 题干.Thev?are?usually?written?about?a?

() ?specific?situation,a?special?sale?or?a?new?offer,?etc.

[20] 正确答案.A

[20] 难易度.中

[20] 选项数.4

[20] A.rather

[20] B.than

[20] C.with

[20] D.of

[21] 题型.判断题

[21] 题

干.This?invitation?entitles?you?to?bring?oneguest,?too.

[21] 正确答案.A

[21] 难易度.易

[21] 选项数.2

[21] A.正确

[21] B.错误

[22] 题型.英汉互译

[22] 题干.罗伯特有权看这些文件。

[22] 正确答案.A

[22] 难易度.难

[22] 选项数.1

[22] A.Robert was entitled to see the documents.

[23] 题型.单选题

[23] 题干.many of () are live now, with local access:正在运营, 并可本地接入

[23] 正确答案.A

[23] 难易度.中

[23] 选项数.4

[23] A.which

[23] B.what

[23] C.how

[23] D.that

[24] 题型.填空题

[24] 题干.If you need any help in (),() : n. a place for someone to stay, live or work 住处, 膳宿

[24] 正确答案.A

[24] 难易度.中

[24] 选项数.1

[24] A.accommodation

[25] 题型.单选题

[25] 题干.X2 has already earned the () of most of the top Internet service providers.

[25] 正确答案.A

[25] 难易度.易

[25] 选项数.4

[25] A.backing

[25] B.back

[25] C.backed

[25] D.to back

[26] 题型.判断题

[26] 题干.商业信件中常有在?enclose 后加 herewith 的, 如
We?enclose?herewith?a?copy?of?our?price?list.?

[26] 正确答案.A

[26] 难易度.中

[26] 选项数.2

[26] A.正确

[26] B.错误

[27] 题型.英汉互译

[27] 题

干.We?don't?want?to?lose?our?market?by?sticking?to?have?it?a
t?the?market?price.?

[27] 正确答案.A

[27] 难易度.易

[27] 选项数.1

[27] A.我们不想因为坚持按市价购进而失去做买卖的机会。

[28] 题型.判断题

[28] 题干.Price?out?of?the?market? (商品) 定价过高而无人购
买。

[28] 正确答案.A

[28] 难易度.中

[28] 选项数.2

[28] A.正确

[28] B.错误

[29] 题型.填空题

[29] 题干.表示附在某封信内, 用介词 () 。

[29] 正确答案.A

- [29] 难易度.中
[29] 选项数.1
[29] A.with 或 in
-

- [30] 题型.判断题
[30] 题干.过去分词 enclosed 作表语时，常倒装置于句首。
[30] 正确答案.A
[30] 难易度.中
[30] 选项数.2
[30] A.正确
[30] B.错误
-

- [31] 题型.简答题
[31] 题干.去分词 enclosed 作宾语补足语时，也常倒装置于句首或置于谓语动词之后：（）
[31] 正确答案.A
[31] 难易度.易
[31] 选项数.1
[31] A.Enclosed?please?find?a?copy?of?our?price?list.?
(或?Please?find?enclosed?a?copy?of?our?price?list.)
-

- [32] 题型.简答题
[32] 题干.过去分词 enclosed 可作名词，前面加定冠词：
We?believe?you?will?find?the?enclosed?interesting.?
[32] 正确答案.A
[32] 难易度.中
[32] 选项数.1
[32] A.We?believe?you?will?find?the?enclosed?interesting.?
-

[33] 题型.单选题

[33] 题干.requirement?表示需要时, 常用单数, 后接介词 () 。

[33] 正确答案.A

[33] 难易度.中

[33] 选项数.4

[33] A.of

[33] B.as

[33] C.on

[33] D.with

[34] 题型.英汉互译

[34] 题

干.We?have?noted?your?requirement?of?samples?and?catalogues.

[34] 正确答案.A

[34] 难易度.易

[34] 选项数.1

[34] A.我们已经注意到你们需要样品和商品目录。

[35] 题型.英汉互译

[35] 题干.我们可以满足你方对核桃仁的需要。

[35] 正确答案.A

[35] 难易度.中

[35] 选项数.1

[35] A.We?can?meet?your?requirements?for?Walnut?meat.

[37] 题型.填空题

[37] 题干.To promote both business and friendship 促进业务和友谊。可替代的用法是 () 。

- [37] 正确答案.A
[37] 难易度.中
[37] 选项数.1
[37] A.to promote friendship as well as business .
-

- [38] 题型.填空题
[38] 题干.trade?做动词用时, 表示 “ () ” 。
[38] 正确答案.A
[38] 难易度.易
[38] 选项数.1
[38] A.从事贸易, 做生意, 经营
-

- [39] 题型.判断题
[39] 题干.There is also a saving in freight charges when separate consignments intended for the same port of destination are carried in on container and an additional saving on insurance because of the 1 over premiums charges for container shipped goods.
[39] 正确答案.A
[39] 难易度.易
[39] 选项数.2
[39] A.正确
[39] B.错误
-

- [41] 题型.英汉互译
[41] 题干.Shipping?Instructions
[41] 正确答案.A
[41] 难易度.中

[41] 选项数.1

[41] A.装运须知

[42] 题型.英汉互译

[42] 题干.我们等待你方装运通知。

[42] 正确答案.A

[42] 难易度.易

[42] 选项数.1

[42] A.We?await?your?shipping?advice.?

[43] 题型.完型填空

[43] 题干.We?can?

() ?you?that?repeat?orders?in?increased?quantities?will?be?placed.?我们可以保证将大量续订。

[43] 正确答案.A

[43] 难易度.难

[43] 选项数.1

[43] A.assure

[44] 题型.英汉互译

[44] 题干.close?co-operation?in?this?respect

[44] 正确答案.A

[44] 难易度.中

[44] 选项数.1

[44] A.在这一方面的密切合作

[45] 题型.完型填空

[45] 题干.To?involve?us?in?no?small? () 使我们陷入不小的困境。

[45] 正确答案.A

- [45] 难易度.易
 - [45] 选项数.1
 - [45] A.difficulty
-

- [46] 题型.填空题
 - [46] 题干.The?local?()?company?本地轮船公司
 - [46] 正确答案.A
 - [46] 难易度.中
 - [46] 选项数.1
 - [46] A.shipping
-

- [47] 题型.填空题
 - [47] 题干.To?prove?()?to?our?customers 使我们客户满意
 - [47] 正确答案.A
 - [47] 难易度.易
 - [47] 选项数.1
 - [47] A.satisfactory
-

- [48] 题型.英汉互译
 - [48] 题干.我们可以保证将大量续订。
 - [48] 正确答案.A
 - [48] 难易度.难
 - [48] 选项数.1
 - [48] A.We?can?assure?you?that?repeat?orders?in?increased?quantities?will?be?placed.
-

- [49] 题型.判断题
- [49] 题干.The?shipment?under?the?captioned?contract 装运标题合同项下货物.
- [49] 正确答案.A

[49] 难度.中

[49] 选项数.2

[49] A.正确

[49] B.错误

[50] 题型.填空题

[50] 题干.早日交货的英文 () 。

[50] 正确答案.A

[50] 难度.易

[50] 选项数.1

[50] A.an?early?delivery
