

外贸英语函电-题库.

[1] 题型.单选题

[1] 题干.

We shall highly appreciate _____ if you will send us a brochure and two sample books by air immediately

[1] 正确答案.C

[1] 难易度.易

[1] 选项数.4

[1] A.

you

[1] B.

that

[1] C.

it

[1] D.

when

[2] 题型.单选题

[2] 题干.

A 4% discount will be granted only _____ your order exceeds US\$ 20000.

[2] 正确答案.C

[2] 难易度.易

[2] 选项数.4

[2] A.

depends on

[2] B.

style="white-space: normal;">for condition that

[2] C.

style="white-space: normal;">on condition that

[2] D.

subject to

[3] 题型.单选题

[3] 题干.

The goods will be shipped _____ October 1

[3] 正确答案.C

[3] 难易度.易

[3] 选项数.4

[3] A.

in

[3] B.

to

[3] C.

on

[3] D.

with

[4] 题型.单选题

[4] 题干.

5

[4] 正确答案.D

[4] 难度.易

[4] 选项数.4

[4] A.

A

[4] B.

B

[4] C.

C

[4] D.

D

[5] 题型.单选题

[5] 题干.

?We have arranged with the Bank of Japan, Tokyo, to
_____ a credit in your favor.

[5] 正确答案.B

[5] 难度.易

[5] 选项数.4

[5] A.

draw

[5] B.

establish

[5] C.

make

[5] D.

extend

[6] 题型.单选题

[6] 题干.

7

[6] 正确答案.D

[6] 难易度.易

[6] 选项数.4

[6] A.

A

[6] B.

B

[6] C.

C

[6] D.

D

[7] 题型.单选题

[7] 题干.

8

[7] 正确答案.D

[7] 难易度.易

[7] 选项数.4

[7] A.

A

[7] B.

B

[7] C.

C

[7] D.

D

[8] 题型.单选题

[8] 题干.

9

[8] 正确答案.C

[8] 难易度.易

[8] 选项数.4

[8] A.

A

[8] B.

B

[8] C.

C

[8] D.

D

[9] 题型.单选题

[9] 题干.

10

[9] 正确答案.B

[9] 难易度.易

[9] 选项数.4

[9] A.

A

[9] B.

B

[9] C.

C

[9] D.

D

[10] 题型.单选题

[10] 题干.

11

[10] 正确答案.A

[10] 难易度.易

[10] 选项数.4

[10] A.

A

[10] B.

B

[10] C.

C

[10] D.

D

[11] 题型.单选题

[11] 题干.

12

[11] 正确答案.B

[11] 难易度.易

[11] 选项数.4

[11] A.

A

[11] B.

B

[11] C.

C

[11] D.

D

[12] 题型.单选题

[12] 题干.

13

[12] 正确答案.B

[12] 难易度.易

[12] 选项数.4

[12] A.

A

[12] B.

B

[12] C.

C

[12] D.

D

[13] 题型.单选题

[13] 题干.

On the whole, the Christmas sales last year were on a decline.
_____, we made a substantial growth in our export.

[13] 正确答案.B

[13] 难易度.易

[13] 选项数.4

[13] A.

Although

[13] B.

Nevertheless

[13] C.

Moreover

[13] D.

In addition to

[14] 题型.单选题

[14] 题干.

15

[14] 正确答案.B

[14] 难易度.易

[14] 选项数.4

[14] A.

A

[14] B.

B

[14] C.

C

[14] D.

D

[15] 题型.单选题

[15] 题干.

Direct steamers _____ your port are few and far between
_____ the winter season.

[15] 正确答案.B

[15] 难易度.易

[15] 选项数.4

[15] A.

for, for

[15] B.

to, during

[15] C.

for, to

[15] D.

in, in

[16] 题型.单选题

[16] 题干.

17

[16] 正确答案.A

[16] 难易度.易

[16] 选项数.4

[16] A.

A

[16] B.

B

[16] C.

C

[16] D.

D

[17] 题型.单选题

[17] 题干.

18

[17] 正确答案.D

[17] 难易度.易

[17] 选项数.4

[17] A.

A

[17] B.

B

[17] C.

C

[17] D.

D

[18] 题型.单选题

[18] 题干.

We thank you for your letter of 12 June, _____ you have opened the covering L/C.

[18] 正确答案.D

[18] 难易度.易

[18] 选项数.4

[18] A.

in which

[18] B.

from which

[18] C.

informing

[18] D.

informing u

[19] 题型.单选题

[19] 题干.

If our national economy develops at the same speed _____ for the past decade, we are sure we can catch up with the advanced countries in the world in 50 years.

[19] 正确答案.D

[19] 难易度.难

[19] 选项数.4

[19] A.

as it was

[19] B.

as it did

[19] C.

as it does

[19] D.

as it has done

[20] 题型.单选题

[20] 题干.

We are willing to renew the agreement on the same terms
_____ last.

[20] 正确答案.B

[20] 难易度.易

[20] 选项数.4

[20] A.

like

[20] B.

as

[20] C.

to

[20] D.

with

[21] 题型.单选题

[21] 题干.

Direct steamers _____ your port are few and far between
_____ the winter season.

[21] 正确答案.B

[21] 难易度.易

[21] 选项数.4

[21] A.

for, for

[21] B.

to, during

[21] C.

for, to

[21] D.

in, in

[22] 题型.单选题

[22] 题干.

The goods will be shipped _____ October 1.

[22] 正确答案.C

[22] 难易度.易

[22] 选项数.4

[22] A.

in

[22] B.

to

[22] C.

on

[22] D.

with

[23] 题型.单选题

[23] 题干.

On the whole, the Christmas sales last year were on a decline.
_____, we made a substantial growth in our export.

[23] 正确答案.B

[23] 难易度.中

[23] 选项数.4

[23] A.

Although

[23] B.

Nevertheless

[23] C.

Moreover

[23] D.

In addition to

[24] 题型.单选题

[24] 题干.

A 4% discount will be granted only _____ your order exceeds US\$ 20000.

[24] 正确答案.C

[24] 难易度.易

[24] 选项数.4

[24] A.

depends on

[24] B.

for condition that

[24] C.

on condition that

[24] D.

subject to

[25] 题型.单选题

[25] 题干.

_____ an order for one hundred pieces or more we allow a special discount of 5% for payment by L/C.

[25] 正确答案.C

[25] 难易度.易

[25] 选项数.4

[25] A.

At

[25] B.

In

[25] C.

On

[25] D.

From

[26] 题型.单选题

[26] 题干.

根据考核评价介绍，课堂活动中以下哪一种情况得分最高？

[26] 正确答案.D

[26] 难易度.易

[26] 选项数.4

[26] A.

选人回答正确

[26] B.

讨论发帖

[26] C.

抢答

[26] D.

第一个抢答

[27] 题型.单选题

[27] 题干.

We find your terms _____ and now send you our order for 2 sets of generators.

[27] 正确答案.C

[27] 难易度.易

[27] 选项数.4

[27] A.

satisfied

[27] B.

satisfaction

[27] C.

satisfactory

[27] D.

of satisfaction

[32] 题型.填空题

[32] 题干.

We sincerely hope that we can e_____ the business in these
l_____ to our mutual benefit.

[32] 难易度.中

[32] 选项数.2

[32] A.

enlarge

[32] B.

lines

[33] 题型.判断题

[33] 题干.

外贸英语函电课程不要求检查纸质笔记

[33] 正确答案.B

[33] 难易度.易

[33] 选项数.2

[33] A.正确

[33] B.错误

[35] 题型.填空题

[35] 题干.

Dear Sirs

We regret having to inform you that the Cotton Piece Goods covered by our Order No. 69013 and shipped per S.S. "Peace 尘称为

[35] 难易度.中

[35] 选项数.8

[35] A.

in

[35] B.

lodge

[35] C.

against

[35] D.

found

[35] E.

broken

[35] G.

in

[35] H.

compensation

[36] 题型.填空题

[36] 题干.

We have received the documents and taken _____ of the 2000 cartons of Tea Sets _____ our Order No.123 ex S.S. "Princess".

[36] 难度.中

[36] 选项数.2

[36] A.

delivery

[36] B.

under

[37] 题型.填空题

[37] 题干.

We regret to inform you that Case No 36 is b_____. The contents are **We**
found the quality is not u___ to what we stated in the contract. On
examination, we found that 30 boxes m_____.

[39] 难度.中

[39] 选项数.1

[39] A.

missing

[41] 题型.填空题

[41] 题干.

Everything appears to be c_____ and in good condition e_____ in Case No. 40.

[41] 难易度.中

[41] 选项数.2

[41] A.

correct

[41] B.

except

[42] 题型.填空题

[42] 题干.

Your last shipment is so disappointing that we cannot but l_____ a claim a_____ you.

[42] 难易度.中

[42] 选项数.2

[42] A.

lodge

[42] B.

against

[43] 题型.填空题

[43] 题干.

Please inform us o_____ your decision on how to s_____ the claim.

[43] 难易度.易

[43] 选项数.2

[43] A.

of

[43] B.

settle

[44] 题型.填空题

[44] 题干.

We are i__ receipt of your letter of may 1 c__ for short weight on the consignment of tea sets.

[44] 难度.中

[44] 选项数.2

[44] A.

in

[44] B.

claiming

[45] 题型.填空题

[45] 题干.

We r___ for the losses you have suffered and agree to c___ you
b___ USD15,000.

[45] 难度.中

[45] 选项数.3

[45] A.

regret

[45] B.

compensate

[45] C.

by

[46] 题型.填空题

[46] 题干.

We are arranging for the r____ of...as soon as possible.

[46] 难易度.中

[46] 选项数.1

[46] A.

replacement;replacements

[47] 题型.填空题

[47] 题干.

We l__ into the matter and found that our ... was properly w____
at the time of loading.

[47] 难易度.中

[47] 选项数.2

[47] A.

looked

[47] B.

weighed

[48] 题型.填空题

[48] 题干.

Your claim should be r_____to the insurance company. 尘称为

[48] 难度度.中

[48] 选项数.1

[48] A.

referred

[49] 题型.单选题

[49] 题干.

If our national economy develops at the same speed _____ for the past decade, we are sure we can catch up with the advanced countries in the world in 50 years.

[49] 正确答案.D

[49] 难度度.易

[49] 选项数.4

[49] A.

as it was

[49] B.

as it did

[49] C.

as it does

[49] D.

as it has done

[50] 题型.判断题

[50] 题干.

P.S.是不是一般情况最好不用

[50] 正确答案.B

[50] 难易度.易

[50] 选项数.2

[50] A.正确

[50] B.错误

[51] 题型.填空题

[51] 题干.

1. ——

We request you to inform us of the price of Chinese dinnerware and the possibly earliest date of delivery.

2. ——

Being specializing in the export of Chinese Arts and Crafts goods, we express our desire to trade with you in 尘称为

[51] 难易度.易

[51] 选项数.4

[51] A.

enquiry;Enquiry

[51] B.

Establish business relations;establish business relations

[51] C.

Counter Offer;Counter offer;counter offer

[51] D.

Packing

[53] 题型.单选题

[53] 题干.

We shall highly appreciate _____ if you will send us a brochure and two sample books by air immediately.()

[53] 正确答案.C

[53] 难易度.易

[53] 选项数.4

[53] A.

you

[53] B.

that

[53] C.

it

[53] D.

when

[54] 题型.单选题

[54] 题干.

We hope that you will find many items of _____ to you.()

[54] 正确答案.A

[54] 难易度.易

[54] 选项数.4

[54] A.

interest

[54] B.

interesting

[54] C.

interested

[54] D.

being interested

[55] 题型.单选题

[55] 题干.

Please note that our offer remains firm _____ ten days for your acceptance.()

[55] 正确答案.A

[55] 难易度.易

[55] 选项数.4

[55] A.

for

[55] B.

until

[55] C.

in

[55] D.

on

[56] 题型.单选题

[56] 题干.

Our sewing machines _____ fast, and there have been numerous enquiries about them.()

[56] 正确答案.C

[56] 难易度.易

[56] 选项数.4

[56] A.

are sold

[56] B.

selling

[56] C.

are selling

[56] D.

are being sold

[57] 题型.单选题

[57] 题干.

We would be most thankful if you could extend this favor to us and agree _____ 50% by L/C and 50% by D/P at sight.()信用证(Letter of Credit, L/C) [57] 正确答案.D

[57] 难易度.易

[57] 选项数.4

[57] A.

with

[57] B.

upon

[57] C.

at

[57] D.

to

[58] 题型.单选题

[58] 题干.

We have arranged with the Bank of Japan, Tokyo, to _____ a credit in your favor.()

[58] 正确答案.B

[58] 难易度.易

[58] 选项数.4

[58] A.

draw

[58] B.

establish

[58] C.

make

[58] D.

extend

[59] 题型.单选题

[59] 题干.

We thank you for your letter of 12 June, _____ you have opened the covering L/C.()

[59] 正确答案.D

[59] 难易度.易

[59] 选项数.4

[59] A.

in which

[59] B.

from which

[59] C.

informing

[59] D.

informing us

[60] 题型.单选题

[60] 题干.

Please call your attention _____ our newly developed bicycles which will surely have good sale in your market.()

[60] 正确答案.D

[60] 难易度.易

[60] 选项数.4

[60] A.

to that

[60] B.

to the fact that

[60] C.

that

[60] D.

to

[61] 题型.单选题

[61] 题干.

We are sending you by separate airmail a copy of our _____
catalog for your reference.()

[61] 正确答案.C

[61] 难易度.易

[61] 选项数.4

[61] A.

new

[61] B.

fresh

[61] C.

lastest

[61] D.

later

[62] 题型.单选题

[62] 题干.

If you had opened the letter of credit to reach us in July, we
_____ the goods now.()

[62] 正确答案.B

[62] 难易度.易

[62] 选项数.4

[62] A.

could have dispatched

[62] B.

could dispatch

[62] C.

diapatch

[62] D.

can dispatch

[63] 题型.单选题

[63] 题干.

Consequently we find no _____ to compensate for the loss you claimed for.()

[63] 正确答案.A

[63] 难易度.易

[63] 选项数.4

[63] A.

ground

[63] B.

place

[63] C.

land

[63] D.

posoition

[64] 题型.单选题

[64] 题干.

We are making you our quotation for shoes____.()

[64] 正确答案.B

[64] 难易度.易

[64] 选项数.4

[64] A.

as follow

[64] B.

as follows

[64] C.

following

[64] D.

at following

[65] 题型.单选题

[65] 题干.

We are willing to renew the agreement on the same terms
_____last.()

[65] 正确答案.B

[65] 难易度.易

[65] 选项数.4

[65] A.

like

[65] B.

as

[65] C.

to

[65] D.

with

[66] 题型.单选题

[66] 题干.

Part of your payment has been received, but \$20,000 is still
____.()

[66] 正确答案.D

[66] 难易度.易

[66] 选项数.4

[66] A.

withstanding

[66] B.

paid

[66] C.

owned

[66] D.

outstanding

[67] 题型.简答题

[67] 题干.

尊敬的先生:

收到贵方 2006 年 2 月 1 日的来函, 要求我方办理 5<=""

br=""> [67] 正确答案.A

[67] 难易度.易

[67] 选项数.1

[67] A.

[68] 题型.单选题

[68] 题干.

We shall fulfill your order according to the remarks in our last letter _____ we hear from you to the contrary.()

[68] 正确答案.B

[68] 难易度.易

[68] 选项数.4

[68] A.

if

[68] B.

unless

[68] C.

that

[68] D.

which

[69] 题型.单选题

[69] 题干.

_____, we discovered that the goods were inferior in quality to the sample. ()

[69] 正确答案.B

[69] 难易度.易

[69] 选项数.4

[69] A.

After exam

[69] B.

On examination

[69] C.

When exam

[69] D.

Upon examining

[70] 题型.单选题

[70] 题干.

While placing our order, we emphasized that any delay in delivery would definitely _____ the cost of the goods.()

[70] 正确答案.B

[70] 难易度.易

[70] 选项数.4

[70] A.

add

[70] B.

add to

[70] C.

amount to

[70] D.

plus

[71] 题型.填空题

[71] 题干.

We will _____ a sight draft on you on collection basis.开汇票

[71] 难易度.易

[71] 选项数.1

[71] A.

draw

[72] 题型.单选题

[72] 题干.

Are the goods _____ Contract No. 1986 are now ready for shipment, please rush your L/C.()

[72] 正确答案.C

[72] 难易度.易

[72] 选项数.4

[72] A.

against

[72] B.

of

[72] C.

under

[72] D.

for

[73] 题型.单选题

[73] 题干.

Please _____ us your lowest price for 500 men' s bicycles.()

[73] 正确答案.A

[73] 难易度.易

[73] 选项数.4

[73] A.

quote

[73] B.

offer

[73] C.

make

[73] D.

enquire

[74] 题型.填空题

[74] 题干.

As to terms of payment, we often require a confirmed and irrevocable L/C _____ by draft at sight

[74] 难易度.易

[74] 选项数.1

[74] A.

available 或 payable

[75] 题型.填空题

[75] 题干.

Your goods will be loaded _____ S.S" Green Wood" .

[75] 难易度.易

[75] 选项数.1

[75] A.

on

[76] 题型.单选题

[76] 题干.

As a result of the _____ switches, we are now faced with the following losses.()

[76] 正确答案.D

[76] 难易度.易

[76] 选项数.4

[76] A.

effective

[76] B.

broke

[76] C.

fault

[76] D.

defective

[77] 题型.填空题

[77] 题干.

We are now _____ need of the following specialties of your corporation.

[77] 难易度.易

[77] 选项数.1

[77] A.

in

[78] 题型.填空题

[78] 题干.

Our offer is _____ to your reply reaching us before May 15.

[78] 难易度.易

[78] 选项数.1

[78] A.

subject

[79] 题型.填空题

[79] 题干.

We file a ___ with you ___ this cargo for the short-weight.

[79] 难易度.易

[79] 选项数.2

[79] A.

claim

[79] B.

on

[80] 题型.填空题

[80] 题干.

The buyer should open a letter of credit with a bank _____
to the seller.

[80] 难易度.易

[80] 选项数.1

[80] A.

acceptable

[81] 题型.填空题

[81] 题干.

The port of destination is _____ buyer' s option.

[81] 难易度.易

[81] 选项数.1

[81] A.

at

[82] 题型.填空题

[82] 题干.

You must be aware that any further delay _____ shipment
will bring about adverse effect _____ future business.

[82] 难易度.易

[82] 选项数.2

[82] A.

in

[82] B.

to

[83] 题型.填空题

[83] 题干.

We will inform our customers _____ arrival of the shipment ourselves.

[83] 难易度.易

[83] 选项数.1

[83] A.

of

[84] 题型.填空题

[84] 题干.

I need to receive the replacement not later _____ Monday, April 29.

[84] 难易度.易

[84] 选项数.1

[84] A.

than

[85] 题型.填空题

[85] 题干.

We are sure your help will be beneficial _____ both parties.

[85] 难度.易

[85] 选项数.1

[85] A.

to

[86] 题型.填空题

[86] 题干.

We are unable to comply _____ your request in your letter of January 31.

[86] 难度.易

[86] 选项数.1

[86] A.

with

[87] 题型.填空题

[87] 题干.

We hope the matter can be settled _____ our mutual benefit.

[87] 难度.易

[87] 选项数.1

[87] A.

to

[88] 题型.填空题

[88] 题干.

We look forward _____ receiving your early reply.

[88] 难度.易

[88] 选项数.1

[88] A.

to

[89] 题型.填空题

[89] 题干.

We are pleased to enclose a detailed quotation (附上详细的报价单)_____ bathroom showers.

[89] 难度.易

[89] 选项数.1

[89] A.

for

[90] 题型.填空题

[90] 题干.

Such a growing demand can only result _____ increased price.

[90] 难易度.易

[90] 选项数.1

[90] A.

in

[91] 题型.填空题

[91] 题干.

We assure you ___ our full attention ___ executing the contract.

[91] 难易度.易

[91] 选项数.2

[91] A.

of

[91] B.

to

[92] 题型.填空题

[92] 题干.

As you fail to make delivery ____ time, we have no choice _____
to cancel our order with you.

[92] 难易度.易

[92] 选项数.2

[92] A.

in

[92] B.

but

[93] 题型.填空题

[93] 题干.

All prices must be quoted _____ Us dollars.

[93] 难易度.易

[93] 选项数.1

[93] A.

in

[94] 题型.名词解释

[94] 题干.

for your reference

[94] 正确答案.A

[94] 难易度.易

[94] 选项数.1

[94] A.

供您参考

[95] 题型.名词解释

[95] 题干.

under separate cover

[95] 正确答案.A

[95] 难易度.易

[95] 选项数.1

[95] A.

另函邮寄

[96] 题型.名词解释

[96] 题干.

regular supply

[96] 正确答案.A

[96] 难易度.易

[96] 选项数.1

[96] A.

定期供货

[97] 题型.名词解释

[97] 题干.

cartons with plastic linings

[97] 正确答案.A

[97] 难易度.易

[97] 选项数.1

[97] A.

塑料内衬的纸箱

[98] 题型.名词解释

[98] 题干.

Translate the following phrases into Chinese or English.

acquaint sb. with

[98] 正确答案.A

[98] 难易度.易

[98] 选项数.1

[98] A.

让.....熟悉

[99] 题型.名词解释

[99] 题干.

strong packing withstanding rough handling

[99] 正确答案.A

[99] 难易度.易

[99] 选项数.1

[99] A.

承受野蛮装卸的坚固包装

[100] 题型.名词解释

[100] 题干.

offer from stock

[100] 正确答案.A

[100] 难易度.易

[100] 选项数.1

[100] A.

现货供应

[101] 题型.名词解释

[101] 题干.

for attention and reply

[101] 正确答案.A

[101] 难易度.易

[101] 选项数.1

[101] A.

请处理并回复

[102] 题型.名词解释

[102] 题干.

keep an offer open

[102] 正确答案.A

[102] 难度度.易

[102] 选项数.1

[102] A.

报盘有效

[103] 题型.名词解释

[103] 题干.

fragile goods

[103] 正确答案.A

[103] 难度度.易

[103] 选项数.1

[103] A.

易碎品

[104] 题型.名词解释

[104] 题干.

以...为准

[104] 正确答案.A

[104] 难度度.易

[104] 选项数.1

[104] A.

subject to

[105] 题型.名词解释

[105] 题干.

唛头

[105] 正确答案.A

[105] 难易度.易

[105] 选项数.1

[105] A.

shipping mark

[106] 题型.名词解释

[106] 题干.

中性包装

[106] 正确答案.A

[106] 难易度.易

[106] 选项数.1

[106] A.

green packing

[107] 题型.名词解释

[107] 题干.

展证

[107] 正确答案.A

[107] 难易度.易

[107] 选项数.1

[107] A.

extend the L/C

[108] 题型.名词解释

[108] 题干.

防潮包装

[108] 正确答案.A

[108] 难易度.易

[108] 选项数.1

[108] A.

damp-proof packing

[109] 题型.名词解释

[109] 题干.

适合海运的包装

[109] 正确答案.A

[109] 难易度.易

[109] 选项数.1

[109] A.

seaworthy packing

[110] 题型.名词解释

[110] 题干.

商品目录

[110] 正确答案.A

[110] 难易度.易

[110] 选项数.1

[110] A.

catalogue

[111] 题型.名词解释

[111] 题干.

销售季节

[111] 正确答案.A

[111] 难度度.易

[111] 选项数.1

[111] A.

selling season

[112] 题型.名词解释

[112] 题干.

商务参赞处

[112] 正确答案.A

[112] 难度度.易

[112] 选项数.1

[112] A.

Commercial Councilor's Office

[113] 题型.论述题

[113] 题干.

Enclosed is our contract No. 812 in duplicate, of which please return us one copy, duly countersigned.

[113] 正确答案.A

[113] 难度度.易

[113] 选项数.1

[113] A.

随函附上 812 号合同一式两份，请正式会签并返回一份。

[114] 题型.名词解释

[114] 题干.

缮制单据

[114] 正确答案.A

[114] 难易度.易

[114] 选项数.1

[114] A.

make out documents

[115] 题型.简答题

[115] 题干.

1.出口方基本情况

Company Hunan Haili Chemical Industry Co. Ltd.

Office Address No. 251, 2nd Section, Furong(M) Road,
Changsha, Hunan, China

2.进口方基本情况

Company Devidayal (Sales) Limite 尘称为

[115] 正确答案.A

[115] 难易度.易

[115] 选项数.1

[115] A.

Dear Sirs,

Re: Your Claim for 尘称为

[116] 题型.论述题

[116] 题干.

该批花生系用双层麻袋包装,每袋净重约 50 公斤?

[116] 正确答案.A

[116] 难易度.易

[116] 选项数.1

[116] A.

The groundnuts are packed in double gunny bags of 50 kgs net each.

[117] 题型.论述题

[117] 题干.

Let' s meet each other half way and reduce the price by 2%.

[117] 正确答案.A

[117] 难易度.易

[117] 选项数.1

[117] A.

让我们各让一步，降价 2%。

[118] 题型.论述题

[118] 题干.

我方已另寄给你方样品和三本商品小册子。

[118] 正确答案.A

[118] 难易度.易

[118] 选项数.1

[118] A.

We have sent you samples and three brochures as well.

[119] 题型.论述题

[119] 题干.

The boxes are to be marked with the initials of our company in a diamond as usual.

[119] 正确答案.A

[119] 难易度.易

[119] 选项数.1

[119] A.

像往常一样,盒子外刷上一个菱形,菱形里面标上本公司名称首字母缩写。

[120] 题型.论述题

[120] 题干.

Please mark "Handle with Care" or "Fragile" outside the outer packing in view of precaution.

[120] 正确答案.A

[120] 难易度.易

[120] 选项数.1

[120] A.

谨慎起见,请在外包装外面刷上“小心轻放”和“易碎品”。

[121] 题型.论述题

[121] 题干.

这是实盘,以贵方 11 月 6 日前电复到此有效?

[121] 正确答案.A

[121] 难易度.易

[121] 选项数.1

[121] A.

This offer is firm subject to your cable reply reaching us before November 6.

[122] 题型.论述题

[122] 题干.

感谢贵方 1 月 23 日来函, 按惯常条款向我方报盘 50 吨一等咖啡, 纽约 CIF 为每吨 500 美元。

[122] 正确答案.A

[122] 难易度.易

[122] 选项数.1

[122] A.

Thank you for your letter of January 23, offering us 50 tons of first-class coffee at USD 500 per ton CIF New York on usual terms.

[123] 题型.单选题

[123] 题干.

We trust you will do your best to have this matter _____ right away. ()

[123] 正确答案.D

[123] 难易度.易

[123] 选项数.4

[123] A.

settle

[123] B.

to settle

[123] C.

settling

[123] D.

settled

[124] 题型.单选题

[124] 题干.

This is our best price, _____ which we have conclude many orders with other buyers in your city. ()

[124] 正确答案.D

[124] 难易度.易

[124] 选项数.4

[124] A.

on

[124] B.

for

[124] C.

by

[124] D.

at

[125] 题型.论述题

[125] 题干.

很遗憾我们无法接受贵方的报盘，因为你们的价格偏高。

[125] 正确答案.A

[125] 难易度.易

[125] 选项数.1

[125] A.

We regret that we are not in a position to accept your offer as your price is on the high side.

```
<="" br="" style="color: rgb(0, 0, 0); font-family: "Microsoft YaHei"; font-size: medium; font-style: normal; font-variant-ligatures: normal; font-variant-caps: normal; font-weight: 400; letter-spacing: normal; orphans: 2; text-align: start; text-indent: 0px; text-transform: none; white-space: normal; widows: 2; word-spacing: 0px; -webkit-text-stroke-width: 0px; text-decoration-style: initial; text-decoration-color: initial;">
```

[126] 题型.单选题

[126] 题干.

_____ your information, we have received a crowd of inquiries from buyers in other directions. ()

[126] 正确答案.B

[126] 难易度.易

[126] 选项数.4

[126] A.

On

[126] B.

For

[126] C.

By

[126] D.

At

[127] 题型.单选题

[127] 题干.

If the first shipment _____, we guarantee that we shall send you many repeat orders.()

[127] 正确答案.B

[127] 难易度.易

[127] 选项数.4

[127] A.

will prove satisfactory

[127] B.

proves satisfactory

[127] C.

turns out satisfaction

[127] D.

turn out satisfied

[128] 题型.论述题

[128] 题干.

按你们所报价格我们将无利可图?

[128] 正确答案.A

[128] 难易度.易

[128] 选项数.1

[128] A.

We will make no few profit at the price you offered.

[129] 题型.单选题

[129] 题干.

Should your L/C reach us at the beginning of next month, we
___ ship your order by S.S. Gusha.()

[129] 正确答案.B

[129] 难易度.易

[129] 选项数.4

[129] A.

would have been able to

[129] B.

shall be able to

[129] C.

have had been able to

[129] D.

were to

[130] 题型.单选题

[130] 题干.

A 4% discount will be granted only _____ your order exceeds US\$ 20000. ()

[130] 正确答案.C

[130] 难易度.易

[130] 选项数.4

[130] A.

depends on

[130] B.

for condition that

[130] C.

on condition that

[130] D.

subject to

[131] 题型.单选题

[131] 题干.

We have made _____ that we would accept D/A at 60 days' sight for this order. ()

[131] 正确答案.D

[131] 难易度.易

[131] 选项数.4

[131] A.

clear

[131] B.

it is clear

[131] C.

that clear

[131] D.

it clear

[132] 题型.单选题

[132] 题干.

We have _____ at 30 days' sight for the contracted value. ()

[132] 正确答案.D

[132] 难易度.易

[132] 选项数.4

[132] A.

written to you

[132] B.

called on you

[132] C.

sent to you by air mail

[132] D.

drawn on you

[133] 题型.单选题

[133] 题干.

We suggest that you _____ the covering letter of credit without the least possible delay. ()

[133] 正确答案.C

[133] 难易度.易

[133] 选项数.4

[133] A.

will open

[133] B.

shall open

[133] C.

open

[133] D.

can open

[134] 题型.单选题

[134] 题干.

We thank you for the special offer you ____ us. ()

[134] 正确答案.A

[134] 难易度.易

[134] 选项数.4

[134] A.

make

[134] B.

offer

[134] C.

let

[134] D.

inform

[135] 题型.单选题

[135] 题干.

We are a state-owned corporation _____ both the import and export of textiles. ()

[135] 正确答案.D

[135] 难易度.易

[135] 选项数.4

[135] A.

handling in

[135] B.

trading

[135] C.

dealing with

[135] D.

dealing in

[136] 题型.单选题

[136] 题干.

As _____ machine tools, we regret to say that we are not able to supply for the time being.()

[136] 正确答案.C

[136] 难易度.易

[136] 选项数.4

[136] A.

reference

[136] B.

regard

[136] C.

regards

[136] D.

regarding

[137] 题型.单选题

[137] 题干.

We have the pleasure of writing to _____ you in the hope of doing business with you _____. ()

[137] 正确答案.B

[137] 难易度.易

[137] 选项数.4

[137] A.

contact with you, in this line

[137] B.

contact, in this line

[137] C.

get in touch with, upon this line of business

[137] D.

get contact, within line of business

[138] 题型.单选题

[138] 题干.

Please amend your L/C No. 1162 _____ transshipment and partial shipment. ()

[138] 正确答案.B

[138] 难易度.易

[138] 选项数.4

[138] A.

allow

[138] B.

to allow

[138] C.

allowing

[138] D.

as allow

[139] 题型.填空题

[139] 题干.

We hope that the stipulations of your L/C are _____ conformity
_____ the terms of the contract.

[139] 难易度.易

[139] 选项数.2

[139] A.

in

[139] B.

to/with

[140] 题型.单选题

[140] 题干.

Since the premium varies with the scope of _____ extra premium is buyer's account, should additional risks be covered?
()

[140] 正确答案.B

[140] 难易度.易

[140] 选项数.4

[140] A.

assurance

[140] B.

insurance

[140] C.

business

[140] D.

enterprises

[141] 题型.名词解释

[141] 题干.

目录

[141] 正确答案.A

[141] 难易度.易

[141] 选项数.1

[141] A.

catalogue/brochure

[142] 题型.填空题

[142] 题干.

We will accept your order ___ the same terms as before with a view ___ encouraging business.

[142] 难度.易

[142] 选项数.2

[142] A.

on

[142] B.

to

[143] 题型.名词解释

[143] 题干.

订单

[143] 正确答案.A

[143] 难度.易

[143] 选项数.1

[143] A.

order

[144] 题型.填空题

[144] 题干.

We are ___ receipt of your letter of June 4, requesting for easier terms of payment.

[144] 难易度.易

[144] 选项数.1

[144] A.

in

[145] 题型.名词解释

[145] 题干.

市场经济

[145] 正确答案.A

[145] 难易度.易

[145] 选项数.1

[145] A.

market economy

[146] 题型.填空题

[146] 题干.

We are making you a firm offer ____ 20000 dozen women' s pajamas__ US\$48.5 per dz. CFRC5% Lagos _____ shipment in March, 2008.

[146] 难易度.易

[146] 选项数.3

[146] A.

for

[146] B.

at

[146] C.

for

[147] 题型.名词解释

[147] 题干.

电子邮件

[147] 正确答案.A

[147] 难易度.易

[147] 选项数.1

[147] A.

E-mail

[148] 题型.填空题

[148] 题干.

This offer is firm, subject ____ your reply reaching us before July 15.

[148] 难易度.易

[148] 选项数.1

[148] A.

to

[149] 题型.名词解释

[149] 题干.

询盘

[149] 正确答案.A

[149] 难易度.易

[149] 选项数.1

[149] A.

enquire/inquiry

[150] 题型.填空题

[150] 题干.

Kindly let us know _____ what price you can close business.

[150] 难易度.易

[150] 选项数.1

[150] A.

at

[151] 题型.名词解释

[151] 题干.

报盘

[151] 正确答案.A

[151] 难易度.易

[151] 选项数.1

[151] A.

offer

[152] 题型.名词解释

[152] 题干.

报价

[152] 正确答案.A

[152] 难易度.易

[152] 选项数.1

[152] A.

quote/quotation

[153] 题型.名词解释

[153] 题干.

信用证

[153] 正确答案.A

[153] 难易度.易

[153] 选项数.1

[153] A.

L/C

[154] 题型.名词解释

[154] 题干.

你处

[154] 正确答案.A

[154] 难易度.易

[154] 选项数.1

[154] A.

at your end/on your side

[155] 题型.名词解释

[155] 题干.

供你参考

[155] 正确答案.A

[155] 难易度.易

[155] 选项数.1

[155] A.

for your reference

[156] 题型.名词解释

[156] 题干.

虚盘

[156] 正确答案.A

[156] 难易度.易

[156] 选项数.1

[156] A.

non-firm offer

[157] 题型.名词解释

[157] 题干.

汇票

[157] 正确答案.A

[157] 难易度.易

[157] 选项数.1

[157] A.

draft

[158] 题型.名词解释

[158] 题干.

装运

[158] 正确答案.A

[158] 难易度.易

[158] 选项数.1

[158] A.

ship(ment)

[159] 题型.名词解释

[159] 题干.

还盘

[159] 正确答案.A

[159] 难易度.易

[159] 选项数.1

[159] A.

counter-offer

[160] 题型.名词解释

[160] 题干.

按照要求

[160] 正确答案.A

[160] 难易度.易

[160] 选项数.1

[160] A.

as your request/requested

[161] 题型.名词解释

[161] 题干.

利润

[161] 正确答案.A

[161] 难易度.易

[161] 选项数.1

[161] A.

profit

[162] 题型.名词解释

[162] 题干.

实盘

[162] 正确答案.A

[162] 难易度.易

[162] 选项数.1

[162] A.

firm offer

[163] 题型.名词解释

[163] 题干.

折扣

[163] 正确答案.A

[163] 难易度.易

[163] 选项数.1

[163] A.

discount

[164] 题型.单选题

[164] 题干.

We thank you for your letter of March 13 and the _____
catalogue.()

[164] 正确答案.C

[164] 难度度.易

[164] 选项数.4

[164] A.

given

[164] B.

sent

[164] C.

enclosed

[164] D.

presented

[165] 题型.单选题

[165] 题干.

They found an opportunity to purchase six ____ leather shoes.()

[165] 正确答案.D

[165] 难度度.易

[165] 选项数.4

[165] A.

thousands pairs

[165] B.

thousand pair of

[165] C.

thousands of pair

[165] D.

thousand pairs of

[166] 题型.单选题

[166] 题干.

The letter we sent last week is an enquiry ____ digital cameras.()

[166] 正确答案.C

[166] 难易度.易

[166] 选项数.4

[166] A.

about

[166] B.

of

[166] C.

for

[166] D.

as

[167] 题型.单选题

[167] 题干.

If you can ____ your price by 5%, we may conclude the transaction with you.()

[167] 正确答案.B

[167] 难易度.易

[167] 选项数.4

[167] A.

offer

[167] B.

bring down

[167] C.

fix

[167] D.

quote

[168] 题型.名词解释

[168] 题干.

形式发票

[168] 正确答案.A

[168] 难易度.易

[168] 选项数.1

[168] A.

pro-forma invoice

[169] 题型.名词解释

[169] 题干.

一式两份

[169] 正确答案.A

[169] 难易度.易

[169] 选项数.1

[169] A.

in duplicate

[170] 题型.单选题

[170] 题干.

Please let us ____ your firm offer before the end of this month.()

[170] 正确答案.B

[170] 难易度.易

[170] 选项数.4

[170] A.

had

[170] B.

have

[170] C.

having

[170] D.

to have

[171] 题型.单选题

[171] 题干.

We are not in a position to offer firm, as the goods are ____.()

[171] 正确答案.D

[171] 难易度.易

[171] 选项数.4

[171] A.

without stock

[171] B.

outside in stock

[171] C.

no stock

[171] D.

out of stock

[172] 题型.单选题

[172] 题干.

They have _____ us that you are _____ the market _____
chemicals.()

[172] 正确答案.B

[172] 难易度.易

[172] 选项数.4

[172] A.

inform, in, on

[172] B.

informed, in, for

[172] C.

advise, in, on

[172] D.

advised, in, of

[173] 题型.单选题

[173] 题干.

We ____ some brochures ____ to illustrate the types of materials we manufacture.()

[173] 正确答案.C

[173] 难易度.易

[173] 选项数.4

[173] A.

enclose you, /

[173] B.

enclose, you

[173] C.

enclose, /

[173] D.

enclose, to you

[174] 题型.单选题

[174] 题干.

would not give you any lower price ____ you could place an order for more than 500 tons.()

[174] 正确答案.C

[174] 难易度.易

[174] 选项数.4

[174] A.

expect

[174] B.

until

[174] C.

unless

[174] D.

besides

[175] 题型.单选题

[175] 题干.

We are willing to enter into business relations with you on the
_____ of equality and mutual benefit.()

[175] 正确答案.B

[175] 难易度.易

[175] 选项数.4

[175] A.

base

[175] B.

basis

[175] C.

bases

[175] D.

based

[176] 题型.单选题

[176] 题干.

We are a specialized corporation, ____ the export of animal by-products.()

[176] 正确答案.C

[176] 难易度.易

[176] 选项数.4

[176] A.

dealing with

[176] B.

dealing

[176] C.

handling

[176] D.

dealt in

[177] 题型.论述题

[177] 题干.

Your name and address have been passed on to us by Hong Kong Trading Company, and we are glad to write to you hoping to establish trade relations with you.

[177] 正确答案.A

[177] 难度度.易

[177] 选项数.1

[177] A.

香港贸易公司已将贵公司名称及地址转交我方。兹去函与你联系，愿与你方建立贸易关系。

[178] 题型.单选题

[178] 题干.

In order to obtain the needed information, the inquirer should simple, clearly and concisely write ____ he wants to know.()

[178] 正确答案.C

[178] 难度度.易

[178] 选项数.4

[178] A.

that

[178] B.

so

[178] C.

what

[178] D.

because of

[179] 题型.论述题

[179] 题干.

Please sent us your best offer by fax indicating packing, specifications, quantity available and earliest time of delivery.

[179] 正确答案.A

[179] 难易度.易

[179] 选项数.1

[179] A.

请传真发来优惠报盘，同时指明包装、规格、可供数量及最早交货期。

[180] 题型.单选题

[180] 题干.

While ____ an enquiry, you ought to enquiry into quality and price etc.()

[180] 正确答案.A

[180] 难易度.易

[180] 选项数.4

[180] A.

making

[180] B.

sending

[180] C.

offering

[180] D.

giving

[181] 题型.论述题

[181] 题干.

Enclosed is our pro-forma invoice No.3422 in duplicate coving
500 Ever-lasting brand bicycles for shipment during October.

[181] 正确答案.A

[181] 难易度.易

[181] 选项数.1

[181] A.

关于 10 月船期的 500 辆永久牌自行车，现随函寄去我方形式发票一式两份。

[182] 题型.单选题

[182] 题干.

We owe your name and address ____ Italian Commercial Bank who informed us that you are in the market ____ table-cloths.()

[182] 正确答案.D

[182] 难易度.易

[182] 选项数.4

[182] A.

from, for

[182] B.

to, with

[182] C.

from, with

[182] D.

to, for

[183] 题型.论述题

[183] 题干.

We have handled this line for more than 20 years.

[183] 正确答案.A

[183] 难易度.易

[183] 选项数.1

[183] A.

我们经营这类商品已经有 20 多年的历史了。

[184] 题型.单选题

[184] 题干.

What kind of products do you think ____ particularly interested ____.

[184] 正确答案.B

[184] 难易度.易

[184] 选项数.4

[184] A.

are they, in

[184] B.

they are, in

[184] C.

are they, /

[184] D.

they are, /

[185] 题型.论述题

[185] 题干.

As soon as we receive your specific enquiry, we will send you the catalogue and samples.

[185] 正确答案.A

[185] 难易度.易

[185] 选项数.1

[185] A.

一收到你方具体询盘，我们马上寄送商品目录及样品。

[186] 题型.简答题

[186] 题干.

Letter writing practice: write a letter according to the following information in China.

(1)5月21日来信收到，得知贵方对我们的文具很感兴趣，但认为我方4月30日的价格偏高，无法成交。

(2)我们的报价已被贵地其他客户所接受，已有大量成交而且询价单源源而来。我方无法降低报价。

(3)希望贵方重新考虑，早日来传真尘称为

[186] 正确答案.A

[186] 难易度.易

[186] 选项数.1

[186] A.

Dear Sirs,

We learned from your letter of May 21 that you are interested in our stationery but find our quotation of April 30 too high to conclude.

We would inform you that our price has been accepted by other buyers in your city, at wh 尘称为

[187] 题型.论述题

[187] 题干.

贵方所报价格和质量都符合要求。

[187] 正确答案.A

[187] 难易度.易

[187] 选项数.1

[187] A.

Your offer meets our requirements both in price and quality.

[188] 题型.论述题

[188] 题干.

我方从 ABC 公司得知，贵公司是你地区最主要的电子产品的进口商之一，随函附上我方产品插图目录和价目表。

[188] 正确答案.A

[188] 难易度.易

[188] 选项数.1

[188] A.

We learn from ABC company that you are one of the leading importers of electronic products in your area and enclose here our illustrated catalogue and price list.

[189] 题型.论述题

[189] 题干.

复函时, 亦请说明交货期、折扣及付款条件。

[189] 正确答案.A

[189] 难易度.易

[189] 选项数.1

[189] A.

When replying, please state delivery period, discounts and terms of payment.

[191] 题型.论述题

[191] 题干.

已收到贵方 12 月 15 日有关以上主题的查询。

[191] 正确答案.A

[191] 难易度.易

[191] 选项数.1

[191] A.

Your inquiry of December 15 regarding the above subject has been received.

[192] 题型.填空题

[192] 题干.

Remittance is the t_____ of money from the importer to the exporter through the bank.

[192] 难易度.易

[192] 选项数.1

[192] A.

transfer

[193] 题型.论述题

[193] 题干.

我方很高兴地告知，您信中所提及的公司在本本地经营已超过 10 年，该公司知名度很高并享有良好的信誉。

[193] 正确答案.A

[193] 难易度.易

[193] 选项数.1

[193] A.

We are pleased to state that the firm referred to in your letter is a well-known and highly reputable firm who has been in the business in this city for more than ten years.

[194] 题型.填空题

[194] 题干.

D/D refers to D_____ Draft which is purchased by the remitter from his local bank.

[194] 难易度.易

[194] 选项数.1

[194] A.

Demand

[195] 题型.填空题

[195] 题干.

Under D/P, the buyer p_____ to get the documents, while under D/A, the buyer a_____ to get the documents.

[195] 难度.易

[195] 选项数.2

[195] A.

pays

[195] B.

accepts

[196] 题型.填空题

[196] 题干.

An L/C is the written p_____ of a bank, of which the most popular type is c_____, irrevocable letter of credit.

[196] 难度.易

[196] 选项数.2

[196] A.

promise

[196] B.

confirmed

[197] 题型.填空题

[197] 题干.

Under _____, the bank entrusts the bank to transfer the payment to the exporter by means of cable, telex or SWIFT.

Under _____, the bank entrusts the bank to transfer the payment to the exporter by means of mail.

[197] 难易度.易

[197] 选项数.2

[197] A.

T/T

[197] B.

M/T

[198] 题型.单选题

[198] 题干.

We wish to draw your attention to Contract No. XK4793 which _____ that the relative L/C should be opened and reach us before the end of this month.

[198] 正确答案.B

[198] 难易度.易

[198] 选项数.4

[198] A.

show

[198] B.

stipulates

[198] C.

acts

[198] D.

represents

[199] 题型.单选题

[199] 题干.

As stipulated in the contract, the bank ____open an L/C before **He lives**
_____ **Paris with his wife.**

[205] 正确答案.A

[205] 难易度.易

[205] 选项数.4

[205] A.

in

[205] B.

on

[205] C.

at

[205] D.

to

[206] 题型.单选题

[206] 题干.

Due to unforeseen difficulties, we find it impossible to make shipment in July, and would appreciate ___ the shipment date and validity of your L/C to August 15 an August 31 respectively.

[206] 正确答案.A

[206] 难易度.易

[206] 选项数.4

[206] A.

your extending

[206] B.

you to extend

[206] C.

you extending

[206] D.

your extended

[207] 题型.单选题

[207] 题干.

We are _____ that we failed to ship the goods on s.s.
"Sunshine" as scheduled. ()

[207] 正确答案.C

[207] 难易度.易

[207] 选项数.4

[207] A.

regrettable

[207] B.

regret

[207] C.

regretful

[207] D.

regretless

[208] 题型.单选题

[208] 题干.

It ___ if you ___ the L/C for another 15 days.

[208] 正确答案.C

[208] 难易度.易

[208] 选项数.4

[208] A.

is appreciated; extend

[208] B.

will be appreciated; could extend

[208] C.

should be appreciated; could extend

[208] D.

should be appreciated; can extend

[209] 题型.单选题

[209] 题干.

We think it impossible to have the L/C_____ again.

[209] 正确答案.A

[209] 难易度.易

[209] 选项数.4

[209] A.

extended

[209] B.

extending

[209] C.

to extend

[209] D.

extends

[211] 题型.填空题

[211] 题干.

B/L represents the t_____ to the goods; an invoice outlines
buyer's o_____ to pay; C/O may insist with the c_____ of
Customs; the regulation in the buyer's country may require the i
_____ of the goods prior to payment, in which case the seller
mus 尘称为

[211] 难易度.易

[211] 选项数.4

[211] A.

title

[211] B.

obligation

[211] C.

clearance

[211] D.

inspection

[212] 题型.判断题

[212] 题干.

Dear sirs,

We have received your letter of 1st March enquiring about ...

[212] 正确答案.B

[212] 难易度.易

[212] 选项数.2

[212] A.正确

[212] B.错误

[213] 题型.判断题

[213] 题干.

.....

Your faithfully,

William Smith

[213] 正确答案.B

[213] 难易度.易

[213] 选项数.2

[213] A.正确

[213] B.错误

[214] 题型.判断题

[214] 题干.

P.O.Box No.1752,Shanghai 20002

3rd May 2019

[241] 正确答案.B

[241] 难易度.易

[241] 选项数.2

[241] A.正确

[241] B.错误

[242] 题型.判断题

[242] 题干.

Dear sirs,

We have received your letter of 1st March enquiring about ...

[242] 正确答案.B

[242] 难易度.易

[242] 选项数.2

[242] A.正确

[242] B.错误

[243] 题型.填空题

[243] 题干.

We have received your _____ of June 10 __ our Printed Shirting.

[243] 难易度.易

[243] 选项数.2

[243] A.

enquiry

[243] B.

for

[244] 题型.判断题

[244] 题干.

.....

Your faithfully,

Dear Mr. William,

I am writing to

[246] 正确答案.B

[246] 难易度.易

[246] 选项数.2

[246] A.正确

[246] B.错误

[247] 题型.填空题

[247] 题干.

Please ____ confirmation as early as possible if you find the above acceptable.

[247] 难易度.易

[247] 选项数.1

[247] A.

make

[248] 题型.填空题

[248] 题干.

ewcfvf

[248] 难易度.易

[248] 选项数.1

[248] A.

wwq

[249] 题型.判断题

[249] 题干.

dfwef

[249] 正确答案.A

[249] 难易度.易

[249] 选项数.2

[249] A.正确

[249] B.错误

[250] 题型.判断题

[250] 题干.

Dear Mr. William,

I am writing to.....

[250] 正确答案.B

[250] 难易度.易

[250] 选项数.2

[250] A.正确

[250] B.错误

[251] 题型.填空题

[251] 题干.

Our past purchase ___ Purple Speckled Kidney Beans(紫芸豆) has been _____ comfired, irrevocable L/C _____ a rule.

[251] 难度.中

[251] 选项数.4

[251] A.

for

[251] B.

paid

[251] C.

by

[251] D.

as

[252] 题型.填空题

[252] 题干.

We regret that payment by L/C has _____ us considerably unnecessary _____ and _____

[252] 难度.易

[252] 选项数.3

[252] A.

caused

[252] B.

expense

[252] C.

trouble

[253] 题型.填空题

[253] 题干.

The ____ of our funds ____ about 3 or 4 months. At present, this problem is particularly ____ due to the ____ money condition and unprecedentedly ____ bank interest.

[253] 难易度.易

[253] 选项数.5

[253] A.

tie-up

[253] B.

lasts

[253] C.

taxing

[253] D.

tight

[253] E.

high

[254] 题型.填空题

[254] 题干.

___ the market is dull with a downward tendency, we hope our counteroffer is _____ you.

[254] 难易度.易

[254] 选项数.3

[254] A.

As

[254] B.

acceptable

[254] C.

to

[255] 题型.填空题

[255] 题干.

We shall _____ it if you will _____ us _____ either "Cash against Documents on arrival of goods" or "Drawing on us at three months' sight" .

[255] 难易度.易

[255] 选项数.3

[255] A.

appreciate

[255] B.

accommodate

[255] C.

with

[256] 题型.填空题

[256] 题干.

_____,we can only switch our requirements to other suppliers.

[256] 难易度.易

[256] 选项数.1

[256] A.

Otherwise

[257] 题型.填空题

[257] 题干.

We believe easier payment terms would be _____ to our business with you

[257] 难易度.易

[257] 选项数.1

[257] A.

conducive

[258] 题型.单选题

[258] 题干.

以下哪项是“资金占压期”的正确英文表达?

[258] 正确答案.B

[258] 难易度.易

[258] 选项数.4

[258] A.

tight up

[258] B.

tie-up

[258] C.

fund-up

[258] D.

tight funds

[259] 题型.填空题

[259] 题干.

We are ____ of your letter of October 1.

[259] 难易度.易

[259] 选项数.1

[259] A.

appreciative

[260] 题型.单选题

[260] 题干.

以下哪项是“宽松支付方式”的正确英文表达?

[260] 正确答案.D

[260] 难易度.易

[260] 选项数.4

[260] A.

payment

[260] B.

payment terms

[260] C.

accommodating payment

[260] D.

easier payment terms

[261] 题型.填空题

[261] 题干.

Through your c_____, we are prepared to p_____ an order
_____ you for the following types.

[261] 难易度.易

[261] 选项数.3

[261] A.

cooperation; co-operation

[261] B.

place

[261] C.

with

[262] 题型.单选题

[262] 题干.

以下哪项是“向某人开出金额为...的...汇票”的正确英文表达?

[262] 正确答案.B

[262] 难易度.中

[262] 选项数.4

[262] A.

draw at sb on sight for an amount

[262] B.

draw on sb at sight for an amount

[262] C.

draw at sb on sight against an amount

[262] D.

draw on sb for sight for an amount

[263] 题型.填空题

[263] 题干.

If you do not have any of the listed items in _____, please do not send substitutes in their place.

[263] 难易度.易

[263] 选项数.1

[263] A.

stock

[264] 题型.填空题

[264] 题干.

We e___ our Purchase Confirmation No. As2312 ___ duplicate.
Please sign and return one copy ___ our file ___ your earliest
convenience.

[264] 难易度.易

[264] 选项数.4

[264] A.

enclose

[264] B.

in

[264] C.

for

[264] D.

at

[265] 题型.填空题

[265] 题干.

We are ____ for the establishment of the relative L/C _____
Bank of China, Shanghai.

[265] 难易度.易

[265] 选项数.2

[265] A.

arranging

[265] B.

with

[266] 题型.填空题

[266] 题干.

As we are _____ urgent need of the goods, we would _____
prompt delivery within the next six weeks.

[266] 难易度.易

[266] 选项数.2

[266] A.

in

[266] B.

appreciate

[267] 题型.单选题

[267] 题干.

We shall fulfill your order according to the remarks in our last letter _____ we hear from you to the contrary.

[267] 正确答案.B

[267] 难易度.中

[267] 选项数.4

[267] A.

if

[267] B.

unless

[267] C.

that

[267] D.

which

[268] 题型.判断题

[268] 题干.This course mainly teaches students some business English oral and listening skills

[268] 正确答案.A

[268] 难易度.中

[268] 选项数.2

[268] A.正确

[268] B.错误

[269] 题型.简答题

[269] 题干.Why do we choose "Upper Intermediate" textbook ?

[269] 正确答案.A

[269] 难易度.易

[269] 选项数.1

[269] A.First of all, we have a relatively solid foundation in English. Second, we hope that after studying this course, our English level will naturally rise to the highest level.

[270] 题型.单选题

[270] 题干.Parts of speech include ()

[270] 正确答案.D

[270] 难易度.中

[270] 选项数.4

- [270] A.n
 - [270] B.adj
 - [270] C.adv
 - [270] D.All of the above are true
-

[271] 题型.单选题

[271] 题干.There are () sentence patterns in English grammar

[271] 正确答案.D

[271] 难易度.易

[271] 选项数.4

[271] A.one

[271] B.two

[271] C.three

[271] D.four

[272] 题型.判断题

[272] 题干.There are six tenses in English

[272] 正确答案.A

[272] 难易度.中

[272] 选项数.2

[272] A.正确

[272] B.错误

[273] 题型.单选题

[273] 题干.The preparation for cutting out baby English is ()

[273] 正确答案.D

[273] 难易度.易

[273] 选项数.4

[273] A.You praise each other.

- [273] B.Finish reading
 - [273] C.Creating an impression
 - [273] D.All of the above are true
-

[274] 题型.单选题

[274] 题干.If someone asks you what are you doing,you should say ()

[274] 正确答案.C

[274] 难易度.中

[274] 选项数.4

[274] A.Busy

[274] B.I'm so busy

[274] C.I'm up to my ears in work

[274] D.All of the above are true

[275] 题型.判断题

[275] 题干.How do you like basketball? You will answer "I like it"

[275] 正确答案.B

[275] 难易度.易

[275] 选项数.2

[275] A.正确

[275] B.错误

[276] 题型.简答题

[276] 题干.What can help you to cut out your baby English?

[276] 正确答案.A

[276] 难易度.易

[276] 选项数.1

[276] A.Reading stories or watching movies in English which will help you encounter the real English

[277] 题型.判断题

[277] 题干."Fall into a habit of collecting ,noting down and memorizing some useful expressions or sentences" will help you cut out"Baby English"

[277] 正确答案.A

[277] 难易度.中

[277] 选项数.2

[277] A.正确

[277] B.错误

[278] 题型.单选题

[278] 题干."Impeccable" means ()

[278] 正确答案.A

[278] 难易度.难

[278] 选项数.4

[278] A.perfect

[278] B.simple

[278] C.associate

[278] D.shy

[279] 题型.单选题

[279] 题干.To describe the kind of impression in your business life ()

[279] 正确答案.D

[279] 难易度.易

[279] 选项数.4

[279] A.their dealings with others

[279] B.their approach to their work

[279] C.their appearance

[279] D.All of the above are true

[280] 题型.单选题

[280] 题干.Which of the following are the characteristics of men in the article ()

[280] 正确答案.A

[280] 难易度.易

[280] 选项数.4

[280] A.blue eyes

[280] B.yellow eyes

[280] C.black hair

[280] D.red hair

[281] 题型.判断题

[281] 题干.Daisy is famous for her outstanding

[281] 正确答案.A

[281] 难易度.中

[281] 选项数.2

[281] A.正确

[281] B.错误

[282] 题型.单选题

[282] 题干.She leads the creative team at ()

[282] 正确答案.A

[282] 难易度.中

[282] 选项数.4

[282] A.Bidi

[282] B.Washington

[282] C.NewYork

[282] D.JaPan

[283] 题型.单选题

[283] 题干.Daisy loves ()

[283] 正确答案.B

[283] 难易度.中

[283] 选项数.4

[283] A.sports

[283] B.challenges

[283] C.singing

[283] D.painting

[284] 题型.单选题

[284] 题干.Last year, sko accounted for the majority of women's advertising ()

[284] 正确答案.D

[284] 难易度.难

[284] 选项数.4

[286] 题型.单选题

[286] 题干.The preliminary work discussed includes ()

[286] 正确答案.D

[286] 难易度.易

[286] 选项数.4

[286] A.To Express your opinion

[286] B.To invite opinions

[286] C.To Agree

[286] D.All of the above are true

[287] 题型.判断题

[287] 题干.To improve the skills of discussion, there must be differences

[287] 正确答案.A

[287] 难易度.中

[287] 选项数.2

[287] A.正确

[287] B.错误

[288] 题型.单选题

[288] 题干.When you want to express your opinion, you can say ()

[288] 正确答案.D

[288] 难易度.中

[288] 选项数.4

[288] A.For my part

[288] B.As far as I am concerned

[288] C.In my view

[288] D.All of the above are true

[289] 题型.判断题

[289] 题干.Starting with what I think is the most basic way to express your opinions

[289] 正确答案.A

[289] 难易度.易

[289] 选项数.2

[289] A.正确

[289] B.错误

[291] 题型.单选题
[291] 题干.Which of the following phrases can be used to express "consent"?

[291] 正确答案.D
[291] 难易度.易
[291] 选项数.4
[291] A.Yes,you are right
[291] B.I agree with you
[291] C.I go along with that
[291] D.All of the above are true

[292] 题型.单选题
[292] 题干.If you want to limited agreement, you can say that
()

[292] 正确答案.C
[292] 难易度.中
[292] 选项数.4
[292] A.I'm not against it,but there's a problem
[292] B.Yes,I am with you ,but there's a problem
[292] C.A,B are right
[292] D.All of the above are true

[293] 题型.单选题
[293] 题干.When you want to express disagree , you can say
()

[293] 正确答案.D
[293] 难易度.中
[293] 选项数.4
[293] A.Sorry

- [293] B.I don't think so
 - [293] C.I don't agree with you
 - [293] D.All of the above are true
-

[294] 题型.判断题

[294] 题干.The board game is made up of dice, chessboard and something special

[294] 正确答案.A

[294] 难易度.中

[294] 选项数.2

[294] A.正确

[294] B.错误

[295] 题型.单选题

[295] 题干.How to discuss ideas?

[295] 正确答案.D

[295] 难易度.难

[295] 选项数.4

[295] A.introducing ideas

[295] B.developing

[295] C.killing ideas

[295] D.All of the above are true

[296] 题型.填空题

[296] 题干. () is use to introducing ideas

[296] 难易度.易

[296] 选项数.1

[296] A.Why don't we ...

[297] 题型.判断题

[297] 题干.Killing ideas includes we don't have time to talk about this at the moment

[297] 正确答案.A

[297] 难易度.易

[297] 选项数.2

[297] A.正确

[297] B.错误

[298] 题型.单选题

[298] 题干.Rachel's point is ()

[298] 正确答案.A

[298] 难易度.中

[298] 选项数.1

[298] A.we need to get out and have meetings with shop assistants

[299] 题型.判断题

[299] 题干."We've got many of our best ideas from just this kind of exercise in the past" is introducing reality

[299] 正确答案.A

[299] 难易度.易

[299] 选项数.2

[299] A.正确

[299] B.错误

[300] 题型.简答题

[300] 题干.What shall we do on the weekend?

[300] 正确答案.A

[300] 难易度.易

[300] 选项数.1

[300] A.We can use the rest time to improve our reading ability and travel in the ocean of knowledge

[301] 题型.简答题

[301] 题干.Why more and more people prefer to dine out?

[301] 正确答案.A

[301] 难易度.难

[301] 选项数.1

[301] A.Because we can have more choices when we eat out, and we can also chat with close friends

[302] 题型.简答题

[302] 题干.What is the preparation for this chapter?

[302] 正确答案.A

[302] 难易度.易

[302] 选项数.1

[302] A.Please try to learn the business Jargon/and buzzwords in Unit 1 & 2 ,business imagery in Unit 7 by yourself

[303] 题型.判断题

[303] 题干.You should discuss these questions: "Do you think that the terms above are useful in understanding modern business"?

[303] 正确答案.A

[303] 难易度.中

[303] 选项数.2

[303] A.正确

[303] B.错误

[304] 题型.判断题

[304] 题干.A euphemism is a less direct way of saying something that is unpleasant

[304] 正确答案.A

[304] 难易度.中

[304] 选项数.2

[304] A.正确

[304] B.错误

[305] 题型.单选题

[305] 题干.

Which of the following is talk about an unpleasant part of business life ()

[305] 正确答案.A

[305] 难易度.易

[305] 选项数.2

[305] A.

downsizing

[305] B.

sacking

[306] 题型.单选题

[306] 题干.What happened in the video?

- [306] 正确答案.A
[306] 难易度.中
[306] 选项数.2
[306] A.The boss dismissed him
[306] B.The boss praised him
-

- [307] 题型.单选题
[307] 题干.

Why does the boss let him look for another job?

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

Because he didn't work hard enough

- [307] B.

Because he's cunning

-
- [308] 题型.单选题
[308] 题干."Unfortunately,I was being economical with the truth" means
[308] 正确答案.A
[308] 难易度.易
[308] 选项数.2

- [308] A.I was lying
[308] B.I can't pay you
-

- [309] 题型.单选题
[309] 题干.How to say "遗臭万年" in English?
[309] 正确答案.A
[309] 难易度.中
[309] 选项数.2
[309] A.A bad thing never dies
[309] B.A bully is always a coward
-

- [310] 题型.填空题
[310] 题干."All good things come to an end" means ()
[310] 难易度.难
[310] 选项数.1
[310] A.天下没有不散的筵席
-

- [311] 题型.简答题
[311] 题干.How to prepare for learning pronunciation
[311] 正确答案.A
[311] 难易度.中
[311] 选项数.1
[311] A.Please read some sentences loudly to your friends and ask them to tell you your weakness in your pronunciation and intonation
-

- [312] 题型.判断题
[312] 题干.For most business English learning English grammar is easy to say, but easy to make mistakes in use
[312] 正确答案.A

[312] 难度度.中

[312] 选项数.2

[312] A.正确

[312] B.错误

[314] 题型.判断题

[314] 题干.Linking occurs between two words

[314] 正确答案.A

[314] 难度度.中

[314] 选项数.2

[314] A.正确

[314] B.错误

[315] 题型.判断题

[315] 题干.

BCC 情况下收信人能看到信件同时抄送其他部门或人

[315] 正确答案.B

[315] 难度度.易

[315] 选项数.2

[315] A.正确

[315] B.错误

[317] 题型.判断题

[317] 题干.

We have received your letter of 1st March enquiring about ...

[318] 正确答案.B

[318] 难易度.易

[318] 选项数.2

[318] A.正确

[318] B.错误

[319] 题型.判断题

[319] 题干.

.....

Your faithfully,

William Smith

[319] 正确答案.B

[319] 难易度.易

[319] 选项数.2

[319] A.正确

[319] B.错误

[320] 题型.填空题

[320] 题干.

use one word to replace "due to the fact that"

[320] 难度.易

[320] 选项数.1

[320] A.

because

[321] 题型.填空题

[321] 题干.

use one word to replace "at this time"

[321] 难度.中

[321] 选项数.1

[321] A.

now

[322] 题型.单选题

[322] 题干.

Any discrepancy ___ the quality of the delivered goods against the contractual stipulations is not allowed.

[322] 正确答案.C

[322] 难度.中

[322] 选项数.4

[322] A.

to

[322] B.

among

[322] C.

in

[322] D.

on

[323] 题型.填空题

[323] 题干.

We have r_____ your L/C No. XK4793 f_____ the amount of ?9,
800 covering your Order No. 6286 for flower carpets.

[323] 难易度.易

[323] 选项数.2

[323] A.

received

[323] B.

for

[324] 题型.填空题

[324] 题干.

However, on e_____, we have found some d_____. Please
m_____ the following amendments with the least possible
delay:

[324] 难易度.易

[324] 选项数.3

[324] A.

examination

[324] B.

discrepancies

[324] C.

make

[325] 题型.填空题

[325] 题干.

1. The name of the beneficiary should r_____ "xxx", i_____ of "xxx".

2. Please i_____ the words "or other EMPs" after "CIF London" ;

3. Allow partial shipments and transshipment and d_____ the clause "by direct steamer".<尘称为

[325] 难易度.易

[325] 选项数.4

[325] A.

read

[325] B.

instead

[325] C.

insert

[325] D.

delete

[326] 题型.填空题

[326] 题干.

Please s____ to it that your amendments r____ us by 30
October, otherwise shipment will be further d_____.

[326] 难易度.中

[326] 选项数.3

[326] A.

see

[326] B.

reach

[326] C.

delayed

[327] 题型.单选题

[327] 题干.

To our regret, your L/C was found not properly _____ on the
following points in spite of our request.

[327] 正确答案.D

[327] 难易度.中

[327] 选项数.4

[327] A.

amend

[327] B.

to amend

[327] C.

amending

[327] D.

amended

[328] 题型.单选题

[328] 题干.

We hope that the stipulations of your L/C are in _____ with the terms of the contract.

[328] 正确答案.A

[328] 难易度.易

[328] 选项数.4

[328] A.

conformity

[328] B.

conform

[328] C.

conformability

[328] D.

comfort

[329] 题型.单选题

[329] 题干.

We have received your L/C _____ the Bank of China.

[329] 正确答案.C

[329] 难易度.易

[329] 选项数.4

[329] A.

issued for

[329] B.

issued in

[329] C.

issued by

[329] D.

issued on

[330] 题型.单选题

[330] 题干.

Please amend your L/C No. 1162 _____ transshipment and partial shipment. ()

[330] 正确答案.B

[330] 难易度.中

[330] 选项数.4

[330] A.

allow

[330] B.

to allow

[330] C.

allowing

[330] D.

as allow

[331] 题型.单选题

[331] 题干.

We suggest that you _____ the covering letter of credit without the least possible delay. ()

[331] 正确答案.C

[331] 难易度.中

[331] 选项数.4

[331] A.

will open

[331] B.

shall open

[331] C.

open

[331] D.

can open

[332] 题型.单选题

[332] 题干.

We hope that the amendment can reach here before March 12,
_____ the shipment cannot be effected as requested. ()

[332] 正确答案.B

[332] 难易度.中

[332] 选项数.4

[332] A.

and

[332] B.

otherwise

[332] C.

unless

[332] D.

but

[333] 题型.单选题

[333] 题干.

As a result of our close cooperation, substantial business has been concluded _____ our mutual

satisfaction. ()

[333] 正确答案.A

[333] 难易度.中

[333] 选项数.4

[333] A.

to

[333] B.

with

[333] C.

by

[333] D.

on

[334] 题型.单选题

[334] 题干.

We are _____ that we failed to ship the goods on s.s.
"Sunshine" as scheduled. ()

[334] 正确答案.C

[334] 难易度.中

[334] 选项数.4

[334] A.

regrettable

[334] B.

regret

[334] C.

regretful

[334] D.

regretless

[335] 题型.单选题

[335] 题干.

We think it impossible to have the L/C_____ again.

[335] 正确答案.A

[335] 难易度.中

[335] 选项数.4

[335] A.

extended

[335] B.

extending

[335] C.

to extend

[335] D.

extends

[336] 题型.单选题

[336] 题干.

We regret _____ to accept your terms of payment and therefore have to return the order to you.

[336] 正确答案.A

[336] 难易度.中

[336] 选项数.4

[336] A.

our inability

[336] B.

cannot

[336] C.

be unable

[336] D.

not able

[337] 题型.单选题

[337] 题干.

We will consider _____ your terms of payment.

[337] 正确答案.B

[337] 难易度.中

[337] 选项数.4

[337] A.

accept

[337] B.

accepting

[337] C.

accepted

[337] D.

to accept

[338] 题型.单选题

[338] 题干.

We are now _____ of your order of June 19.

[338] 正确答案.A

[338] 难易度.易

[338] 选项数.4

[338] A.

in receipt of

[338] B.

upon receipt of

[338] C.

on receipt of

[338] D.

in reception of

[339] 题型.单选题

[339] 题干.

We have made _____ that we would accept D/A at 60 days' sight for this order.

[339] 正确答案.D

[339] 难易度.中

[339] 选项数.4

[339] A.

clear

[339] B.

it is clear

[339] C.

that clear

[339] D.

it clear

[340] 题型.填空题

[340] 题干.

We are in receipt of your letter of June 4, r_____ easier terms of payment.

[340] 难易度.易

[340] 选项数.1

[340] A.

requesting

[341] 题型.填空题

[341] 题干.

Actually, our original arrangement of payment is fairly
r_____. From the time you open the credit till your buyers pay
you, the intervals is n_____ about three months. Besides, your
L/C is opened when the goods are ready f_____ shipment.&nbs
尘称为

[341] 难易度.易

[341] 选项数.3

[341] A.

reasonable

[341] B.

normally

[341] C.

for

[342] 题型.填空题

[342] 题干.

As we must insist on our c_____ practice, we sincerely hope that you will not think us u_____.

[342] 难易度.易

[342] 选项数.2

[342] A.

customary

[342] B.

unaccommodating

[343] 题型.填空题

[343] 题干.

We have begun p_____ the goods as contracted and expect to e_____ shipment as soon as your L/C arrives. To avoid delay, we trust that you will o_____ the L/C immediately.

[343] 难易度.易

[343] 选项数.3

[343] A.

producing

[343] B.

effect

[343] C.

open

[344] 题型.填空题

[344] 题干.

While we a_____ your business, we regret b____ unable to meet your request for D/A payment. As a matter of fact, many of our customers in your city have c_____ substantial business with us o___ L/C basis.

[344] 难易度.中

[344] 选项数.4

[344] A.

appreciate

[344] B.

being

[344] C.

concluded

[344] D.

on

[345] 题型.填空题

[345] 题干.

Our past p_____ of Mild Steel Sheet from you has been p_____ as a rule b____ confirmed Letter of Credit.

[345] 难易度.中

[345] 选项数.3

[345] A.

purchase

[345] B.

paid

[345] C.

by

[346] 题型.填空题

[346] 题干.

We r___ that payment by L/C has c___ us considerably unnecessary expense and trouble. In fact, from the moment we open a Letter of Credit till the time our buyers pay us, the t___ of our funds lasts about three or four months. At present, this quest 尘称为

[346] 难易度.中

[346] 选项数.4

[346] A.

regret

[346] B.

caused

[346] C.

tie-up

[346] D.

taxing

[347] 题型.填空题

[347] 题干.

We are in r_____ of your letter of September 18, contents of which have been duly n_____.

[347] 难易度.易

[347] 选项数.2

[347] A.

receipt

[347] B.

noted

[348] 题型.填空题

[348] 题干.

With regard to Contract Nos.DSG 267 and BSG 268, we a_____ to D/P payment terms for these contracts. However, we consider it a_____ to make it clear that for further transactions D/P will only be accepted if the a_____ involved for each transactio 尘称为

[348] 难度度.易

[348] 选项数.3

[348] A.

agree

[348] B.

advisable;necessary

[348] C.

amount

[349] 题型.填空题

[349] 题干.

It is in view of our long friendly business relations that we
e_____ you this a_____. We sincerely hope that we can
enlarge the business in these lines to our mutual benefit.

[349] 难度度.中

[349] 选项数.2

[349] A.

extend

[349] B.

accommodation

[350] 题型.填空题

[350] 题干.

D/D refers to D_____ Draft which is purchased by the remitter from his local bank.

[350] 难易度.易

[350] 选项数.1

[350] A.

Demand

[351] 题型.填空题

[351] 题干.

We shall appreciate it if you will a_____ us w_____ either "Cash against Documents on arrival of goods" or "Drawing on us at three months' sight" .

[351] 难易度.易

[351] 选项数.2

[351] A.

accommodate

[351] B.

with

[352] 题型.填空题

[352] 题干.

We believe easier payment terms would be c_____ to our business with you.

[352] 难易度.易

[352] 选项数.1

[352] A.

conducive

[353] 题型.单选题

[353] 题干.

My uncle lives ____ 105 Beijing Street.

[353] 正确答案.B

[353] 难易度.中

[353] 选项数.4

[353] A.

on

[353] B.

at

[353] C.

in

[353] D.

to

[354] 题型.单选题

[354] 题干.

Hubei province is ____ the North of Hunan province.

[354] 正确答案.B

[354] 难易度.中

[354] 选项数.4

[354] A.

in

[354] B.

on

[354] C.

at

[354] D.

to

[355] 题型.填空题

[355] 题干.

We are pleased to inform you that the confirmed, irrevocable Letter of Credit No. 326 ____ the amount of USD 24,000 was established t ____ the ABC Bank, London ____ July 15, 2017

[355] 难易度.易

[355] 选项数.3

[355] A.for

[355] B.through

[355] C.on

[356] 题型.填空题

[356] 题干.

Please deliver our Order No.811 ____chemical fertilizer per S.S.
"Elizabeth" ETA August 25 ____ Rotterdam and confirm ____
return that the goods will be ready in time.

[356] 难易度.易

[356] 选项数.3

[356] A.for

[356] B.at

[356] C.by

[357] 题型.填空题

[357] 题干.

B/L represents the t____ to the goods; an invoice outlines
buyer's o____ to pay; C/O may insist with the c_____ of
Customs; the regulation in the buyer's country may require the i
_____ of the goods prior to payment, in which case the seller
mus 尘称为

[357] 难易度.中

[357] 选项数.4

[357] A.

title

[357] B.

obligation

[357] C.

clearance

[357] D.

inspection

[358] 题型.填空题

[358] 题干.

Dear Sirs,

We are pleased to advise you that the cargo under S/C No. 34784 has been shipped. The details are as follows:

Materials: Wafer Type Butterfly Valves

_____ : IN Case

The Shipping Line: Xingang P 尘称为

[358] 难易度.中

[358] 选项数.9

[358] A.

Packing;packing

[358] B.

Weight; weight

[358] C.

Amount; amount

[358] D.

Freight; freight

[358] E.

ETD

[358] G.

condition

[358] H.

satisfactory

[358] I.

future; further

[359] 题型.填空题

[359] 题干.

保兑的, 不可撤销信用证

交货

运输途中

装箱单

一式两份

通关

装船通知

[359] 难易度.中

[359] 选项数.7

[359] A.

confirmed, irrevocable Letter of Credit

[359] B.

deliver;Deliver

[359] C.

in transit;In transit

[359] D.

packing list;Packing list

[359] E.

duplicate;Duplicate

[359] G.

shipping advice;Shipping advice

[360] 题型.单选题

[360] 题干.

We have _____ at 30 days' sight for the contracted value.

[360] 正确答案.D

[360] 难易度.中

[360] 选项数.4

[360] A.

written to you

[360] B.

called on you

[360] C.

sent to you by air mail

[360] D.

drawn on you

[361] 题型.填空题

[361] 题干.

The nail trimmers are packed ___ boxes of one dozen ___, 20 boxes _____ a carton.

[361] 难易度.易

[361] 选项数.3

[361] A.in

[361] B.each

[361] C.to

[362] 题型.填空题

[362] 题干.

Please mark the cartons with our initials ABC _ a diamond _____ usual.

[362] 难度度.易

[362] 选项数.2

[362] A.in

[362] B.as

[363] 题型.填空题

[363] 题干.

The cases are n_____ and s_____ by overall metal s_____.

[363] 难度度.易

[363] 选项数.3

[363] A.nailed

[363] B.secured

[363] C.strapping

[364] 题型.填空题

[364] 题干.

The goods are packed in s_____ cartons, which are l___ with waterproof paper.

[364] 难度度.易

[364] 选项数.2

[364] A.seaworthy

[364] B.lined

[365] 题型.填空题

[365] 题干.

Fill in the blanks with the following expressions.

(insurance policy; against ; extra premium; invoice value; effect insurance)

(1) Dear Sirs,

We are writing to you with a view t__ building up business
r_____ with your firm.

[370] 难易度.易

[370] 选项数.2

[370] A.

to

[370] B.

relations

[371] 题型.填空题

[371] 题干.

We are s_____ in the export of Electric and Electronic
Machinery and Equipment.

[371] 难易度.难

[371] 选项数.1

[371] A.

specialized

[372] 题型.填空题

[372] 题干.

We look forward t__ your f_____ reply.

[372] 难易度.中

[372] 选项数.2

[372] A.

to

[372] B.

favourable;favorable

[373] 题型.填空题

[373] 题干.

我们（我公司、我方）为（是）中国纺织品进出口总公司，总部在北京。

We _____ China National Textiles Import and Export Corporation, _____ its headquarters in Beijing.

[373] 难度度.易

[373] 选项数.2

[373] A.

are

[373] B.

with

[374] 题型.填空题

[374] 题干.

兹介绍, 本公司为中国最大的服装出口商之一。

_____ is to introduce ourselves _____ one of the leading exporters of garments in China.

[374] 难度度.易

[374] 选项数.2

[374] A.

This

[374] B.

as

[375] 题型.填空题

[375] 题干.

我方借此机介绍, 我公司为专门经营皮革制品的出口商。

We _____ the opportunity to introduce our company as
exporters _____

in leather goods.

[375] 难易度.易

[375] 选项数.2

[375] A.

take

[375] B.

dealing;trading;specializing

[376] 题型.填空题

[376] 题干.

现奉告, 我方专门经营工艺品出口。

We wish to _____ you _____ we are specialized in the export of arts and crafts.

[376] 难易度.易

[376] 选项数.2

[376] A.

inform

[376] B.

that

[377] 题型.填空题

[377] 题干.

我们冒昧通信, 以期待与贵公司建立业务关系。现冒昧去函, 以谋求同贵方进行贸易。

We _____ the liberty _____ writing to you with a view to building up business relations with your firm.

[377] 难度度.中

[377] 选项数.2

[377] A.

take

[377] B.

of

[378] 题型.填空题

[378] 题干.

现函告, 我方为淡水珍珠出口商, 在此行业已有多年经验。

We _____ to introduce ourselves as exporters of fresh water pearls _____ many years' experience in this line of business.

[378] 难度度.中

[378] 选项数.2

[378] A.

write

[378] B.

having; with

[379] 题型.单选题

[379] 题干.

1. We thank you for your letter of May 13 and the ___ catalogue.

[379] 正确答案.B

[379] 难易度.中

[379] 选项数.4

[379] A.

sent

[379] B.

enclosed

[379] C.

given

[379] D.

presented

[380] 题型.单选题

[380] 题干.

While ___ an enquiry, you ought to enquire into quality specification and price etc.

[380] 正确答案.A

[380] 难易度.中

[380] 选项数.4

[380] A.

making

[380] B.

offering

[380] C.

sending

[380] D.

giving

[381] 题型.单选题

[381] 题干.

In order to obtain the needed information, the inquirer should simply, clearly and concisely write ____ he wants to know.

[381] 正确答案.C

[381] 难易度.易

[381] 选项数.4

[381] A.

that

[381] B.

so

[381] C.

what

[381] D.

because of

[382] 题型.单选题

[382] 题干.

Now we look ____ your company for the supplies as we ____ suffer great losses when we dealt with them.

[382] 正确答案.D

[382] 难易度.中

[382] 选项数.4

[382] A.

to, would

[382] B.

for, are used to

[382] C.

for, would

[382] D.

to, used to

[383] 题型.单选题

[383] 题干.

What kind of products do you think _____ particularly interested _____ ?

[383] 正确答案.B

[383] 难易度.易

[383] 选项数.4

[383] A.

are they, in

[383] B.

they are, in

[383] C.

are they, /

[383] D.

they are, /

[384] 题型.单选题

[384] 题干.

Please reply as soon as possible, _____ the earliest shipment date and terms of payment.

[384] 正确答案.C

[384] 难易度.易

[384] 选项数.4

[384] A.

stated

[384] B.

as stated

[384] C.

stating

[384] D.

state

[385] 题型.单选题

[385] 题干.

If you are interested, we will send you a sample lot _____ charge.

[385] 正确答案.D

[385] 难易度.易

[385] 选项数.4

[385] A.

within

[385] B.

with

[385] C.

for

[385] D.

free of

[386] 题型.单选题

[386] 题干.

It may interest you to know that there is a good demand here for Chinese Black Tea _____ prices.

[386] 正确答案.A

[386] 难易度.易

[386] 选项数.4

[386] A.

at moderate

[386] B.

in cheap

[386] C.

for low

[386] D.

on dear

[387] 题型.单选题

[387] 题干.

We would not give you any lower price _____ you could place an order for more than 500 tons.

[387] 正确答案.C

[387] 难易度.中

[387] 选项数.4

[387] A.

expect

[387] B.

until

[387] C.

unless

[387] D.

besides

[388] 题型.填空题

[388] 题干.

Dear Moris,

Thank you _____ your brochure.

<="" br=""> [388] 难易度.易

[388] 选项数.3

[388] A.

for

[388] B.

in

[388] C.

at

[389] 题型.填空题

[389] 题干.

I will see you ____ five o'clock?

[389] 难易度.易

[389] 选项数.1

[389] A.

at

[390] 题型.填空题

[390] 题干.

I'll come and see you _____ the morning for a cup of coffee.

[390] 难易度.易

[390] 选项数.1

[390] A.

in

[391] 题型.填空题

[391] 题干.

They always have weekly meeting _____ Monday morning.

[391] 难易度.易

[391] 选项数.1

[391] A.

on

[392] 题型.单选题

[392] 题干.

Unfortunately, your prices appear to be _____ the high side.

[392] 正确答案.D

[392] 难易度.中

[392] 选项数.4

[392] A.

in

[392] B.

at

[392] C.

of

[392] D.

on

[393] 题型.单选题

[393] 题干.

_____ receipt of your specific enquiry, we will make you a firm offer.

[393] 正确答案.C

[393] 难易度.中

[393] 选项数.4

[393] A.

In

[393] B.

At

[393] C.

On

[393] D.

As

[394] 题型.单选题

[394] 题干.

_____ your recommendation we have approached the opening bank.

[394] 正确答案.C

[394] 难易度.中

[394] 选项数.4

[394] A.

As

[394] B.

At

[394] C.

On

[394] D.

In

[395] 题型.单选题

[395] 题干.

We can allow you a 5% discount _____ an order worth 50,000 dollars.

[395] 正确答案.D

[395] 难易度.中

[395] 选项数.4

[395] A.

to

[395] B.

for

[395] C.

at

[395] D.

on

[396] 题型.填空题

[396] 题干.

We are pleased to make you an offer, subject ___ our final confirmation, as _____.

[396] 难易度.易

[396] 选项数.2

[396] A.

to

[396] B.

follows

[397] 题型.判断题

[397] 题干.

实盘是愿按所提条件达成交易的非承诺性表示。

[397] 正确答案.B

[397] 难易度.易

[397] 选项数.2

[397] A.正确

[397] B.错误

[398] 题型.判断题

[398] 题干.

虚盘是发盘人在一定期限内愿按所提条件达成交易的非承诺性表示。

[398] 正确答案.B

[398] 难易度.易

[398] 选项数.2

[398] A.正确

[398] B.错误

[399] 题型.判断题

[399] 题干.

发盘人所发实盘的内容不具备达成交易的全部必要条件。

[399] 正确答案.B

[399] 难易度.易

[399] 选项数.2

[399] A.正确

[399] B.错误

[400] 题型.判断题

[400] 题干.

虚盘的发盘人不受所发虚盘约束。

[400] 正确答案.A

[400] 难易度.易

[400] 选项数.2

[400] A.正确

[400] B.错误

[401] 题型.判断题

[401] 题干.

实盘发盘人在其规定的有效时限内受所发实盘的约束，但是实盘可以撤回、变更或修改。

[401] 正确答案.B

[401] 难易度.易

[401] 选项数.2

[401] A.正确

[401] B.错误

[402] 题型.判断题

[402] 题干.

实盘需要说明报盘的有效时间，虚盘不需要说明报盘的有效时间。

[402] 正确答案.A

[402] 难易度.易

[402] 选项数.2

[402] A.正确

[402] B.错误

[403] 题型.判断题

[403] 题干.

虚盘一旦在有效期内被受盘人接受，交易即告成立。

[403] 正确答案.B

[403] 难易度.易

[403] 选项数.2

[403] A.正确

[403] B.错误

[404] 题型.填空题

[404] 题干.

Dear Sirs,

Thank you for your letter of March 6 e_____ for our tape recorders and your desire to enter into d_____ business relations with us.

As requested, we are sending you our q_____ sheet covering the types in which you are inte 尘称为

[404] 难易度.中

[404] 选项数.13

[404] A.

enquiring

[404] B.

direct

[404] C.

quotation

[404] D.

otherwise

[404] E.

receipt

confirmation

[404] H.

discount

[404] I.

catalogue

[404] J.

brochure

[404] K.

separate

[404] L.

specific

[404] M.

appreciated

[405] 题型.填空题

[405] 题干.

We are __ receipt of your fax of March 8, __ us 1,500 Forever Mountain Bikes.

[405] 难度.中

[405] 选项数.2

[405] A.

in

[405] B.

offering

[406] 题型.填空题

[406] 题干.

we a_____ the good quality of your goods.

[406] 难度.易

[406] 选项数.1

[406] A.

appreciate;ppreciate

[407] 题型.填空题

[407] 题干.

we are unabel to ____ your offer, ___ the price quoted is out of line with the ____ market level.

[407] 难度.中

[407] 选项数.3

[407] A.

entertain;accept

[407] B.

as

[407] C.

prevailing;current

[408] 题型.填空题

[408] 题干.

___ view of our long-standing business relations, we ___ you a counter-offer, ___ to your reply reaching us within three days,

[408] 难易度.易

[408] 选项数.3

[408] A.

In

[408] B.

make

[408] C.

subject

[409] 题型.填空题

[409] 题干.

Dear Sir or Madam:

Thank you for your (1)o _____ of February 20, 2007 and the Teddy Bear sample you kindly sent us.

In reply, we (2)r to say t 尘称为

[409] 难易度.中

[409] 选项数.10

[409] A.

offer

[409] B.

regret

[409] C.

price

[409] D.

sold

[409] E.

level

[409] G.

transaction

[409] H.

counter-offer; counter offer

[409] I.

sample

[409] J.

acceptance

[410] 题型.填空题

[410] 题干.

Dear Sirs,

confirming

[410] C.

Enclosed

[410] D.

duplicate

[410] E.

countersigned

[410] G.

conformity

[410] H.

amendment

[410] I.

delay

[410] J.

cooperation

[411] 题型.填空题

[411] 题干.

E___ is our contract No.812 in duplicate, of w_____ please
return us one copy, duly_____.

[411] 难度.中

[411] 选项数.3

[411] A.

Enclosed

[411] B.

which

[411] C.

countersigned

[412] 题型.填空题

[412] 题干.

Please _____ that the s_____ in the relative credit should strictly c_____ to the t_____ in our Sales Confirmation

[412] 难度.中

[412] 选项数.4

[412] A.

make sure;note;see to it

[412] B.

stipulations

[412] C.

conform

[412] D.

terms

[413] 题型.填空题

[413] 题干.

We will accept your order ___ the same terms as before with a view ___ encouraging business.

[413] 难易度.易

[413] 选项数.1

[413] A.

on

[414] 题型.填空题

[414] 题干.

We trust the s____, which is to be d_____ after receipt of the relative L/C will t____ out t__ your entire satisfaction.

[414] 难度.中

[414] 选项数.4

[414] A.

shipment

[414] B.

dispatched

[414] C.

turn

[414] D.

to

[415] 题型.填空题

[415] 题干.

We have received the documents and t_____ (提货) the 2000 cartons of Tea Sets under our Order No.123 ex S.S. "Princess".

When we opened this case we found it c_____ (装有) completely different articles.

We regret to inform you that 尘称为

[415] 难易度.难

[415] 选项数.9

[415] A.

taken delivery of

[415] B.

contained

[415] C.

broken

[415] D.

improper packing

[415] E.

up

[415] G.

lodge

[415] H.

against

[415] I.

settle

[416] 题型.填空题

[416] 题干.

We have received the documents and take _____ of the heart ratten baskets under Order No. 250 of May 25.

[416] 难度.易

[416] 选项数.1

[416] A.

delivery

[417] 题型.填空题

[417] 题干.

On e_____, to our great disappointment, we find that they are not o___ the quality we ordered.

[417] 难度.易

[417] 选项数.2

[417] A.

examination

[417] B.

of

[418] 题型.填空题

[418] 题干.

The materials do not m_____ the samples you sent us

[418] 难易度.易

[418] 选项数.1

[418] A.

match

[419] 题型.填空题

[419] 题干.

Please arrange f___ replacements to be d_____ at once.We are holding the shipment at your d_____.

[419] 难易度.易

[419] 选项数.3

[419] A.

for

[419] B.

dispatched

[419] C.

disposal

[420] 题型.填空题

[420] 题干.

Please let us know what you wish us to do w____ it.

[420] 难易度.易

[420] 选项数.1

[420] A.

with

[421] 题型.填空题

[421] 题干.

We are very s_____ to learn that case No 10 did not c_____ the goods you ordered.

[421] 难易度.易

[421] 选项数.2

[421] A.

sorry

[421] B.

contain

[422] 题型.填空题

[422] 题干.

On I _____ into the matter we find that a mistake was m_____ in the packing.

[422] 难易度.易

[422] 选项数.2

[422] A.

looking

[422] B.

made

[423] 题型.填空题

[423] 题干.

We have arranged for the right goods to be dispatched to you at once. The d_____ will be mailed to you within the next forty-eight hours.

[423] 难度.易

[423] 选项数.1

[423] A.

documents

[424] 题型.填空题

[424] 题干.

We would be grateful if you would kindly k_____ case No 10 and its contents until they are called f_____ by our agents who we have already instructed.

[424] 难度.易

[424] 选项数.2

[424] A.

keep

[424] B.

for

[425] 题型.填空题

[425] 题干.

We a _____ for the trouble c _____ to you by our error.

[425] 难易度.易

[425] 选项数.2

[425] A.

apologize

[425] B.

caused
