

模拟试题:商务英语考试练习题4 PDF转换可能丢失图片或格式, 建议阅读原文

[https://www.100test.com/kao\\_ti2020/150/2021\\_2022\\_\\_E6\\_A8\\_A1\\_E6\\_8B\\_9F\\_E8\\_AF\\_95\\_E9\\_c85\\_150370.htm](https://www.100test.com/kao_ti2020/150/2021_2022__E6_A8_A1_E6_8B_9F_E8_AF_95_E9_c85_150370.htm) I. Translate the

following phrases: 1. make a concession to sb 向某人让步 2. effect shipment 发货; 出运 3. firm offer 实盘 4. at one's earliest convenience 尽早 5. non-firm offer 虚盘 6. extend offer 展证 7.

avail oneself of 利用机会... 8. upon receipt of 一收到...就 9. brisk demand 旺盛的需求 10. in compliance with 与...相一致 II. Fill in

the blanks with appropriate prepositions: 1. We will now very much appreciate receiving \_\_\_\_\_ the earliest possible moment you offer

\_\_\_\_\_ walnut-meat \_\_\_\_\_ the new season. 2. We shall be glad to receive an offer \_\_\_\_\_ you \_\_\_\_\_ bicycle. 3. We offer firm CIF,

Lagos shipment \_\_\_\_\_ 30 days, subject \_\_\_\_\_ your reply here \_\_\_\_\_ 10 a.m. ,our time. 4. We offer firm the following \_\_\_\_\_ the

same terms and conditions as the previous contract, subject \_\_\_\_\_ your reply here \_\_\_\_\_ one week \_\_\_\_\_ today. 5. Owing \_\_\_\_\_

unusual shortage \_\_\_\_\_ stock, this offer is made subject to the goods \_\_\_\_\_ unsold. 6. Black tea, first grade, is out \_\_\_\_\_ stock

now. 7. We have \_\_\_\_\_ present only 50m/ts Bitter Apricot Kernels \_\_\_\_\_ stock. 8. We can supply walnuts \_\_\_\_\_ stock. 9. We will

make contact \_\_\_\_\_ the endusers here and see if they are interested \_\_\_\_\_ the goods you offered. 10. You may avail yourselves

\_\_\_\_\_ the opportunity \_\_\_\_\_ this market if you cable us your acceptance. 11. If your commodity meets the requirements \_\_\_\_\_

our market, we feel sure \_\_\_\_\_ placing a trial order with you.

12. \_\_\_\_\_ reply \_\_\_\_\_ your letter \_\_\_\_\_ March 20. We are making you, without engagement, the following offer. 13. \_\_\_\_\_ separate cover, we have already sent you samples \_\_\_\_\_ various sizes of shoes. 14. The buyer made a bid \_\_\_\_\_ RMB&yen.2,500 per ton \_\_\_\_\_ walnut-meat. 15. We are in receipt of your L/C No. 7788 \_\_\_\_\_ which we thank you.

III. Read the following sentences and make corrections of the inappropriate words and phrases: 1. In reply, we have the pleasure in informing you that a L/C has been opened in your favor at \$1,500. 2. In international market crude oil is customarily priced at U.S. dollar. 3. Please do not hesitate to come to us whenever you are for need of our assistance. 4. We are anxious about receiving your positive reply. 5. We are in receipt of your letter dated March 10, in which we are pleased to note that you are considering your request. 6. Only by reducing the price by 5% we can come to business. 7. Business will still be difficult unless your price will prove (to be) attractive in the future. 8. It is always a pleasure to help you where we can. But to make a 10% reduction is out of question. 9. The gap in price is too wide that it can't be bridged over. 10. Our client said, if you could stretch a point, he would place an additional 50m/tons.

IV. Complete the following sentences: 1. We have quoted you our lowest price 按此价我们已与其他客户做了许多交易 2. Please reply as soon as possible 说明最早装船期和付款条件 3. If you are interested, please cable us 说明所需数量 4. We make you this offer, 以 5 天内复到为有效 5. We will note that these quotations are open for a week only, 由于市场价格波动频繁 6. We cannot see our way 接受你方 9 月 10 日的还价 7.

Please keep us posted of 你处市场的货物供求情况 8. We assure you 你们的订货将按合同规定如期转运 9. Please rest assured 我们会把一切必要的事办好 10. Your price is found to be 脱离我处的市场行情 V. Translate the following into English: 1、本报盘5日内有效。 2、我方报价如有变更不另通知。 3、如果你方认为这一报盘可以接受，请即来电，以便我方确认。 4、你方所买的一批样货，按照商定办法，我们将开出即期汇票向你索款。 5、为了开展双方间具体的业务，我们很高兴向你方报特盘，以我方最后确认为有效。 6、只要你公司坚持所提出的价格，那我们将不能给你一个适当的报价。 7、如果你公司能将9月3日的报价单的价格降低3%，则我公司将乐意接受你们的报价。 8、你公司21日寄来的价目表很完整，但所列的付款条件不符合我们的贸易习惯。 9、很遗憾，我们无法履行你公司对我们30日所寄报价单中有关包装事项的特殊要求。 10、尽管我公司无法满足你的特殊要求，但我们仍寄送另一份报价单给你。 VI. Write a letter to the buyers, stating that you have plenty of the goods they need and you can offer them.

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