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https://www.100test.com/kao_ti2020/232/2021_2022__E8_80_83_E8_AF_95_E5_A4_A7_E6_c30_232796.htm In order to provide a set of uniform rules for the interpretation of the most commonly used trade terms in foreign trade, ICC first published in 1936 a set of international rules for the interpretation of trade terms known as "INCOTERMS 1936". Later amendments and additions were made to it to bring the rules in line with current international trade practices. The latest edition is "INCOTERMS 2000", which include 13 different international trade terms. Each term specifies whether the buyer or the seller is responsible for arranging such necessities as export license, customs clearance, inspections, and other obligations. They specify at which point the risk of loss and / or damage passes from seller to buyer as well as which party pays for specific activities. A buyer and a seller who conduct their purchase and sale under one of the INCOTERMS, therefore, will have a mutual understanding of their rights, costs, and obligations. Here six major trade terms are discussed. The traditional three trade terms are FOB, CFR and CIF, while FCA, CPT and CIP are new terms developed on the basis of the traditional ones. They are suitable for any mode of transport and will be more widely used. 课文理解：1. 要理解这篇文章，首先要了解对外贸易背景。这些常识位于书上的：1.1 p13 第2-4行 ICC(国际商会) 1.2 p12 最后一段 INCOTERMS(国际贸易术语解释通则) 贸易术语(trade terms), 又称价格术语或贸易条件。它是用一个简短的概念或英文缩写字母来表明商品的价格

构成，说明货物在交接过程中有关风险、责任和费用划分等问题的专门术语,以确定买卖双方的基本权利和义务。

INCOTERMS 2000是指《2000年国际贸易术语解释通则》的英文缩写.它是国际商会(ICC)为了统一对各种贸易术语的解释而制定的,最早产生于1936年.分别于1953年、1967年、1976年、1980年、1990年和2000年共修订过6次.现行的《2000年通则》对13种贸易术语进行了解释,按不同术语的共同特点和卖方责任由小到大排列，分为E组(启运术语)、F组(主要运费未付术语)、C组(主要运费已付术语)、D组(到达术语)四个组.它是国际上包括内容最多、使用范围最广和影响最大的一种与贸易术语有关的国际贸易惯例. 1.3 p13 第5 - 10行 六种主要贸易术语的中英文对照 1.4 p16-17 补充注释 1-8 贸易术语的变形和其他贸易术语的中英文对照 1.5 p14-15 课文注释 6 六种主要贸易术语的详注 2. 句子： In order to provide a set of uniform rules for the interpretation of the most commonly used trade terms in foreign trade, ICC first published in 1936 a set of international rules for the interpretation of trade terms known as "INCOTERMS 1936". 这句句子的难点在前半句.我们可以把句子简化成: To provide a set of rules for the interpretation of trade terms in foreign trade. 2.1 interpretation "解释、说明" 2.2 trade terms "贸易术语、贸易条款、贸易条件" trade practices "贸易惯例,贸易实践" trade contract "贸易合同" trade fair "贸易交易会" domestic trade "国内贸易" foreign trade "对外贸易" 句子中其他需要解释的地方还有: 2.3 uniform = the same 2.4 commonly = generally, usually "通常地、一般地、普遍地" 2.5 be known as "通称为,以...著称" 3. 我们把两句句子连在一起看, 注释的重点应放在前一句： Later

amendments and additions were made to it to bring the rules in line with current international trade practices. The latest edition is "INCOTERMS 2000", which include 13 different international trade terms.

3.1 later / latest (1) Later amendments and additions were ... 第一句 (2) The latest edition is "INCOTERMS 2000",... 第二句 我们需要注意这样一个字型形似的问题: 表示时间概念上的比较级和最高级: late - later - latest (晚的 - 稍后,随后 - 最近的,最新的) 表示顺序概念上的比较级和最高级: late - latter - last (晚的 - 后面的 - 最后的)

3.2 amendment and addition were made to it ... (1) amend (尤指对规则、法律、声明等条款所作的)"修正,修订,修改". 名词: amendment (做可数名词时的解释.) 这些相关联的名词还有: revise (尤指为改正或修订而仔细阅读并)"校订,修订". 例如: a revised edition (修订版) 名词: revision modify (尤指轻微的)"修改,更改". 名词: modification edition (书籍、报刊等)"版本,版次". 例如: the latest edition 动词: edit publication "出版物". 动词: publish (2) addition 原意是"增加物". 这里指添加的条款或内容.

3.3 (be) in line (with) = in agreement with (与...齐的,与...平的,引申为与...相同,与...一致,与...相适应) 反义词: (be) out of line (with)

3.4 current = of the present time (现今的,时下的,当代的)

4. 句子: Each term specifies whether the buyer or the seller is responsible for arranging such necessities as export license, customs clearance, inspections, and other obligations. 我们可以换成这样一句句子来加以理解: Each term specifies the traders must bear each relevant responsibility and obligation. 即贸易商都必须承担(bear)各自相关的责任和义务.

4.1 responsibility / obligation / duty / be responsible for sth. 4.1.1 responsibility = duty 解释 "责任",

其涵义在于: 出于法律、道德、职业等要求必须对他人承担或履行的责任. 这是一个比较正规的用词. 4.1.2 obligation = duty 解释 "义务", 其涵义在于: 强调因为合同、承诺、道义等因素而产生的约束力. 尤其是指来自于外部的具体的、明确的约束力. 这是一个比较正规的用词, 当该词做可数名词用的时候, 是指 "个人的本职或具体的工作". 它的反义词是 right (权利) 4.1.3 duty 解释 "责任、义务", 这是一个常规用词. 强调应当去做或者避免去做一件事. 它的涵义侧重于发自内心. 从道德、伦理、良心或传统习惯等出发的责任和义务. duty 可指的责任或义务可对己, 也可对人. 4.1.4 be responsible for sth 课文里面的用词, 意思是 "对... 负责". 其涵义在于: 指人在道义上负有某义务或要施行某责任. 4.2 简化句中的 traders 对应于原句中的哪部分呢? traders 和课文中的 whether the buyer or the seller 这个部分相对应. whether A or B: "不论是 A 还是 B". 值得注意的是后面的动词用单数形式. 课文中用的是 is. 4.3 简化句中的 relevant, 也就是词组 be responsible for 后面的这个 sth. 那么, 贸易商究竟要对哪些 sth 负责呢? such necessities as export license, customs clearance, inspections, and... 4.3.1 such A as B 解释 "如... 的, 像... 的": 4.3.2 这里的 A 是指 necessity, 复数: necessities. necessity 原意: "必然的事, 决不可无的事" 这里可解释为 "必定要做的事". 课文中用的是复数, 意思是要做的事情还不止一件哦. 4.3.3 这里的 B 是指: (1) export license (英语用: licence, 美语用: license, 下同): 出口许可证 import license 进口许可证 license system 许可证制度 license-trading 许可证贸易 driving license 驾驶执照 license / licence 一般指的是由法律认可的机构发给的正式书面的许可证. (2) inspection 检验 全称是: commodity inspection 商品检验

再如: shanghai entry-exit inspection and quarantine bureau 上海出入境检验检疫局 4.3.4 综合前三例,我们终于明白了:买卖双方必须各自要对诸如进出口许可证、进出口清结关、商品检验检疫等事项负责.这是他们应尽的责任和义务. 4.5 这句关键的一个动词 specify (1) specify = to give exact details of something "明确说明,具体说明,详述,指明" 由这个动词引申出来一个很要紧的名词是: specification (说明书)这些定义性的常见字词还有: (2) mean = to represent (a meaning) "意指,意思是...,表示...的意思" (课文中有这个词) (3) state = express in words, esp. carefully, fully and clearly"陈述,表述" (4) explain = to give the meaning of something "阐明,说明,解释" (5) indicate = state briefly, point out "表明,表示" (6) define = to explain the exact meaning of (a word, a phrase, etc)."给...下定义,定义为" 100Test 下载频道开通,各类考试题目直接下载。详细请访问 www.100test.com