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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.

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