

外贸外语指导:易被人误解的“外贸词语” PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/246/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E5\\_A4\\_96\\_E8\\_c28\\_246772.htm](https://www.100test.com/kao_ti2020/246/2021_2022__E5_A4_96_E8_B4_B8_E5_A4_96_E8_c28_246772.htm) 1. confirm 例一：We

'd like to inform you that our counter sample will be sent to you by DHL by the end of this week. Please confirm it ASAP so that we can start mass production. 很高兴通知您，我们的回样将于本周末用特快专递给您。请尽快确认，以便我们开始大批生产。例二：Payment will be made by a 100% confirmed, irrevocable Letter of Credit, available by sight draft. 付款方式为100%即期，保兑，不可撤消信用证。注解：在第一个句子中，confirm 的意思是“确认”。在第二个句子中，confirmed L/C 应翻译为“保兑信用证”，即指一家银行所开的由另一家银行保证兑付的一种银行信用证。2. negotiable 例一：Part-time barman required. Hours and pay negotiable. 招聘兼职酒吧侍者，工作时间和薪水面议。例二：This Bill of Lading is issued in negotiable form, so it shall constitute title to the goods and the holder, by endorsement of this B/L. 所签发的提单为可转让的。故只要在提单上背书，便确定了货物和持票人的所有权。注解：在第一句话中，negotiable 的意思是“可商议的”；在第二句话中的意思则是可转让的。“可转让提单”经过背书后即可将所有权转让给他人。值得注意的是，negotiating bank 则是议付银行，即购买或贴现汇票的银行。3. endorse 例一：Our products have been endorsed by the National Quality Inspection Association. 我们的产品为全国质量检查协会推荐产品。例二：Drafts must be accompanied by full set original on board marine

bill of lading made to order , endorsed in blank, marked right, prepaid. 汇票必须附有全套印有“货物收讫”字样的正本海运提单，凭指示、空白背书，并写明“运费已付”。注解：在第一个句子中，endorse指用过某种产品后感到满意，并通过媒体介绍给公众。而第二句中的endorsed in blank是指背书人endorser 只在票据背面签上自己的名字，而不注明特定的被背书人(endorsee)。

4. average 例一：If a particular cargo is partially damaged, the damage is called particular average. 如果某批货是部分受损我们称之为“单独海损”。例二：It's obvious that the products are below average quality. 很明显，这批产品的品质是中下水平。注解：在第一个句子中，particular average 意思是“单独海损”，是指在保险业中由于海上事故所导致的部分损失。第二个句子中average是指“平均的”。

5. tender 例一：Under the CIF, it is the seller's obligation to tender the relative documents to the buyer to enable him to deliver the goods. 在 CIF 价格术语项下的责任是向买方递交有关单证，使其能在货物到达后提取货物。例二：He became as happy as if his tender for building a mansion had been accepted. 他欣喜若狂，好象他承办大厦筑的投标被接受了。注解：商务英语中的重要条款用词非常正规，第一句话中，tender 是用作动词，相当于 give。而在第二句中，tender 是用作名词，意思是“投标”。

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