

外销员统考外贸英语试题与答案1 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/33/2021\\_2022\\_\\_E5\\_A4\\_96\\_E9\\_94\\_80\\_E5\\_91\\_98\\_E7\\_c28\\_33046.htm](https://www.100test.com/kao_ti2020/33/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E7_c28_33046.htm) . Translate the following

terms: 10% 1. From English into Chinese: (1) PNTR (2) Irrevocable Letter of Credit (3) Blank Endorsement (4) General Average (5) FAQ (6) DES (7) Franchise (8) FPA (9) Bill of Exchange (10) Auction

2. From Chinese into English (5%) (1) 世界银行 (2) 电子商务 (3) 托运人 (4) 进口许可证 (5) 国际商会 II . Choose the best answer for each of the following question (25%) 1. Contracts must be renewed one week \_\_\_\_\_ their expiration. A on B against C the moment of D before

2. The commodities you offered are \_\_\_\_\_ line with the business scope of our clients. A outside B out of C out D without

3. We are arranging for an inspection tour of \_\_\_\_\_ the material was processed. A place B the place C where D there

4. We are reconsidering those trade terms \_\_\_\_\_ might be adverse to the interest of our principals. A what B that C when D where

5. Information indicates that some similar goods of Indian origin have been sold here \_\_\_\_\_ about 30% lower than yours. A with a level B at something C at quotation D with a figure

6. As we are \_\_\_\_\_ of these goods, please expedite shipment after receiving our L/C. A in badly need B badly in need C urgent in need D in urgently need

7. We give you on the attached sheet full details regarding packing and marking, which must be strictly \_\_\_\_\_. A observed B abide by C submitted D seen

8. We \_\_\_\_\_ to allow you a special discount if you increase your order to 5000 pairs. A have prepared B are prepare

C are prepared D were prepared 9. The importance of delivery on time \_\_\_\_\_ overstressed, because failure to receive goods or services will cause serious inconvenience to the end-users. A can B be C cannot be D could be 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](http://www.100test.com)