

1993年外销员统考外贸英语试题及答案 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_1993_E5_B9_B4_E5_A4_96_c28_33185.htm . Translate the following:(10%) 1.

From English to Chinese:(5%) 1) Sales by trade mark or brand

_____ 2) Conditioned weight

_____ 3) Neutral packing

_____ 4) Foul B/L

_____ 5) Weight memo

_____ 6) Particular average

_____ 7) D/D (Demand Draft)

_____ 8) Arbitral award

_____ 9) Sole agency

_____ 10) Commodity Exchange

_____ 2. From Chinese to English: (5%) 1) 货

交承运人 (.....指定地点) _____ 2) 港

口附加费 _____ 3) 免赔额 (率

) _____ 4) 双边贸易

_____ 5) 包销

. Choose the correct answer: (20%) 1. We _____ your letter of Nov. 3 asking us to make a quotation. a. go over b. have read c. refer to d. check up 2. Because of the _____ nature of the agreement, I was reluctant to discuss with him in office. a. confidential b. delicate c. secret d. sophisticated 3. A 3% discount will be granted only _____ your order exceeds US \$ 12,000. a. depends on b. for

condition that c.on condition that d. subject to 4. As requested, we are sending you by airmail the samples of men ' s shirts, _____ you will find them satisfactory. a. hope b.to hope c.hoping d. hopefully 5. _____ compensation trade, we mean to pay for your machines with articles produced. a. with b.of c.By d. For 6. The two firms agreed to _____ a joint venture in China. a. embark on b.intend c.engage d. enter into 7. We are not in a position to make any offer as the goods are _____. a. without stock b. out of stock c. no stock d. not in stock 8. It is our usual practice to _____ you at sight as soon as shipment is made. a. advise b. pay c.notify d. draw on 9. _____ heavy commitments, we cannot accept any fresh orders. a. Due b.Owing to c.Because d. In addition to 10. This Agreement may be _____ 6 months before its expiry. a. renewed b. prolonged c. expanded d.postponed

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