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外贸英语中有一些使用十分频繁的词汇很容易被误译，原因是商务英语中相同的单词在不同情况下具有不同的含义。现将这些单词的不同用法和含义试加比较说明。例一：floating It is not surprising, then, that the world saw a return to a floating exchange rate system.

Central banks were no longer required to support their own currencies. Floating policy is of great importance for export trade. it is, in fact, a convenient method of insuring goods where a number of similar export transactions are intended, e.g. where the insured has to supply an overseas importer under an exclusive sales agreement or maintains sales representatives or subsidiary companies abroad. 译文：

在这种情况下，世界各国又恢复浮动汇率就不足为奇了。各国中央银行也就无须维持本币的汇价了。统保单对出口贸易至关重要。它实际上是货物保险中的一种便利的办法，特别适合于分不同的时间出口的一批类似货物，如，当被保险方根据独家代理协议书向国外的进口方供货，或在国外委任了销售代表，设立分支机构时用之。注解：floating 在上述两个句中的意思完全不一样，floating exchange rate 意为“浮动汇率”，即可自由浮动，完全受市场力量决定的汇率制度。而floating policy 则指用以承保多批次货运的一种持续性长期保险凭证，常译为“统保单”。例二：confirm We'd like to inform you that our counter sample will be sent to you by DHL by the end of this week and please confirm it ASAP so that we can start

our mass production. Payment will be made by 100% confirmed, irrevocable Letter of Credit available by sight draft。译文：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。付款方式为 100% 即期，保兑，不可撤销信用证。注解：confirmed 一词在这两句话的意思也不一样。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。例三：negotiable Part time barman required. Hours and salary negotiable. This Bill of Lading is issued in a negotiable form, so it shall constitute title to the goods and the holder, by endorsement of this B/L. 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