

商务英语谈判时必须掌握11大类词汇 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/469/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c67_469443.htm

1、出口方面的词汇
出口信贷 export credit 出口津贴 export subsidy 商品倾销 dumping
外汇倾销 exchange dumping 优惠关税 special preferences 保税仓库 bonded warehouse
贸易顺差 favorable balance of trade 贸易逆差 unfavorable balance of trade
进口配额制 import quotas 自由贸易区 free trade zone 对外贸易值 value of foreign trade
国际贸易值 value of international trade 普遍优惠制 generalized system of preferences-GSP
最惠国待遇 most-favored nation treatment-MFNT
2、价格条件价格术语 trade term (price term)
运费 freight 单价 price 码头费 wharfage 总值 total value 卸货费 landing charges
金额 amount 关税 customs duty 净价 net price 印花税 stamp duty 含佣价 price including commission
港口税 port dues 回佣 return commission . 装运港 port of shipment 折扣 discount, allowance
卸货港 port of discharge 批发价 wholesale price 目的港 port of destination 零售价 retail price
进口许可证 import licence 现货价格 spot price 出口许可证 export licence 期货价格 forward price
现行价格 (时价) current price prevailing price 国际市场价格 world (International) Market price
离岸价 (船上交货价) FOB-free on board 成本加运费价 (离岸加运费价) C&F-cost and freight
到岸价 (成本加运费、保险费价) CIF-cost, insurance and freight
3、交货条件 交货 delivery 轮船 steamship (缩写 S.S) 装运、装船 shipment 租船 charter (the chartered ship)
交货时间 time of delivery 定程租船 voyage charter

装运期限 time of shipment 定期租船 time charter 托运人 (一般指出口商) shipper, consignor 收货人 consignee 班轮 regular shipping liner 驳船 lighter 舱位 shipping space 油轮 tanker 报关 clearance of goods 陆运收据 cargo receipt 提货 to take delivery of goods 空运提单 airway bill 正本提单 original B/L 选择港 (任意港) optional port 选港费 optional charges 选港费由买方负担 optional charges to be borne by the Buyers 或 optional charges for Buyers' account 一月份装船 shipment during January 或 January shipment 一月底装船 shipment not later than Jan.31st. 或 shipment on or before Jan.31st. 一/二月份装船 shipment during Jan./Feb. 或 Jan./Feb. shipment 在.....(时间)分两批装船 shipment during....in two lots 在.....(时间)平均分两批装船 shipment during....in two equal lots 分三个月装运 in three monthly shipments 分三个月, 每月平均装运 in three equal monthly shipments 立即装运 immediate shipments 即期装运 prompt shipments 收到信用证后30天内装运 shipments within 30 days after receipt of L/C 允许分批装船 partial shipment not allowed partial shipment not permitted partial shipment not unacceptable 4、交易磋商、合同签订 订单 indent 订货; 订购 book. booking 电复 cable reply 实盘 firm offer 递盘 bid. bidding 递实盘 bid firm 还盘 counter offer 发盘 (发价) offer 发实盘 offer firm 询盘 (询价) inquiry.enquiry 5、交易磋商、合同签订 订单 indent 订货; 订购 book. booking 电复 cable reply 实盘 firm offer 递盘 bid. bidding 递实盘 bid firm 还盘 counter offer 发盘 (发价) offer 发实盘 offer firm 询盘 (询价) inquiry.enquiry 6、交易磋商、合同签订 指示性价格 price indication 速复 reply immediately 参考价 reference price 习惯做

法 usual practice 交易磋商 business negotiation 不受约束 without engagement 业务洽谈 business discussion 限**复 subject to reply ** 限* *复到 subject to reply reaching here 有效期限 time of validity 有效至** : valid till 购货合同 purchase contract 销售合同 sales contract 购货确认书 purchase confirmation 销售确认书 sales confirmation 一般交易条件 general terms and conditions 以未售出为准 subject to prior sale 需经卖方确认 subject to seller ' s confirmation 需经我方最后确认 subject to our final confirmation

7、 贸易方式INT (拍卖auction) 寄售consignment 招标invitation of tender 投标submission of tender 一般代理人agent 总代理人general agent 代理协议agency agreement 累计佣金accumulative commission 补偿贸易compensation trade (或抵偿贸易) compensating/compensatory trade (又叫 : 往返贸易) counter trade 来料加工processing on giving materials 来料装配assembling on provided parts 独家经营/专营权exclusive right 独家经营/包销/代理协议exclusivity agreement 独家代理 sole agency. sole agent. exclusive agency. exclusive agent

8、 品质条件 品质 quality 原样 original sample 规格 specifications 复样 duplicate sample 说明 description 对等样品 countersample 标准 standard type 参考样品 reference sample 商品目录 catalogue 封样 sealed sample 宣传小册 pamphlet 公差 tolerance 货号 article No. 花色 (搭配) assortment 样品 sample 5% 增减 5% plus or minus 代表性样品 representative sample 大路货 (良好平均品质) fair average quality

9、 商检仲裁索赔 claim 争议disputes 罚金条款 penalty 仲裁arbitration 不可抗力 force Majeure 仲裁庭arbitral tribunal 产地证明书certificate of origin 品质检验证书 inspection

certificate of quantity 重量检验证书 inspection certificate of weight (quantity) 商品检验局 **commodity inspection bureau (*.C.I.B) 品质、重量检验证书 inspection certificate 10、数量条件个数 number 净重 net weight 容积 capacity 毛作净 gross for net 体积 volume 皮重 tare 毛重 gross weight 溢短装条款 more or less clause 11、外汇 外汇 foreign exchange 法定贬值 devaluation 外币 foreign currency 法定升值 revaluation 汇率 rate of exchange 浮动汇率 floating rate 国际收支 balance of payments 硬通货 hard currency 直接标价 direct quotation 软通货 soft currency 间接标价 indirect quotation 金平价 gold standard 买入汇率 buying rate 通货膨胀 inflation 卖出汇率 selling rate 固定汇率 fixed rate 金本位制度 gold standard 黄金输送点 gold points 铸币平价 mint par 纸币制度 paper money system 国际货币基金 international monetary fund 黄金外汇储备 gold and foreign exchange reserve 汇率波动的官定上下限 official upper and lower limits of fluctuation 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