

外销员考试频繁出现的考点外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/508/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E8_c28_508389.htm 一、国际货物买卖适用的法律与惯例

INCOTERMS 2002，International Rules for the Interpretation of Trade Terms 《2000年国际贸易术语解释通则》

URC 522，Uniform Rules for Collection 《托收统一规则522》

UCP 500，Uniform Customs and Practice for Commercial Documentary Credits 500 《跟单信用证统一惯例》

Warsaw-Oxford Rules 1932 《1932年华沙—牛津规则》 Revised American Foreign Trade Definitions 1941 《1941年美国对外贸易定义修订本》

二、价格术语 EXW(ex works)工厂交货

FCA(free carrier)货交承运人 FAS(free alongside ship)装运港船边

交货 FOB(free on board)装运港船上交货 CFR(cost and freight)

成本加运费 CIF(cost，insurance and freight)成本加保险费、运费

CPT(carriage paid to)运费付至 CIP(carriage and insurance to)

运费、保险费付至 DAF(delivered at frontier)边境交货

DES(delivered ex ship)目的港船上交货 DEQ(delivered ex quay)

目的港码头交货 DDU(delivered duty unpaid)未完税交货

DDP(delivered duty paid)完税后交货 FOB liner terms FOB班轮

条件 FOB under tackle FOB吊钩下交货 FOB stowed FOB理舱费

在内 FOB trimmed FOB平舱费在内 FOBST(FOB stowed and

trimmed) FOB包括理舱费和平舱费在内的各项装船费用 CFR

liner terms CFR班轮条件 CFR landed CFR卸至码头 CFR ex

tackle CFR吊钩下交货 CFR ex ships hold CFR舱底交货 CIF liner

terms CIF班轮条件 CIF landed CIF卸至码头 CIF ex tackle CIF吊

钩下交货 CIF ex ships hold CIF舱底交货 the sellers obligations卖方义务 三、货物的品名、质量、数量与包装 name of commodity 品名 quality of goods品质 condition合同要件 actual quality实际品质 sample样品 sale by sample凭样品买卖 quality as per sellers sample品质以卖方样品为准 buyers sample买方样品 counter sample对等样品 confirming sample确认样品 for reference only仅供参考 colour sample色样 pattern sample款式样 quality shall be about equal to the sample 品质与样品大致相同 quality shall be nearly same as the sample品质与样品近似 specification of goods商品规格 sale by specification凭规格买卖 FAQ , fair average quality 良好平均品质 sale by descriptions and illustrations 凭说明书和图样买卖 trade mark商标 sophisticated market精致市场 name of origin产地名称 quality tolerance 品质公差 weigh重量 metric ton公吨 long ton长吨 short ton短吨 kilogram公斤 gram克 ounce盎司 number数量 piece件

"#F8F8F8" 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