

业务外语辅导：商务英语谈判须掌握11大类词汇商务师考试  
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[https://www.100test.com/kao\\_ti2020/513/2021\\_2022\\_\\_E4\\_B8\\_9A\\_](https://www.100test.com/kao_ti2020/513/2021_2022__E4_B8_9A_E5_8A_A1_E5_A4_96_E8_c29_513514.htm)

[E5\\_8A\\_A1\\_E5\\_A4\\_96\\_E8\\_c29\\_513514.htm](https://www.100test.com/kao_ti2020/513/2021_2022__E4_B8_9A_E5_8A_A1_E5_A4_96_E8_c29_513514.htm) 1、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 进口许口 证import licence 现货价格spot price 出口许口证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

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