

职称英语考试理工类完型填空练习(十三)职称英语考试 PDF
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https://www.100test.com/kao_ti2020/556/2021_2022__E8_81_8C_E7_A7_B0_E8_8B_B1_E8_c91_556828.htm Brokers Brokers neither physically handle products being distributed nor work on a continuing __1__ with their principals. __2__, a broker is an independent wholesaling middleman that brings buyers and sellers together and provides market information to either party. Most brokers work for sellers, __3__ a small percentage represent buyers. Brokers have no authority to set prices. They simply negotiate a sale and leave it up to the seller to accept or __4__ the buyers offer. They also furnish considerable market information __5__ prices, products, and general market conditions. Because of the limited services provided, brokers receive relatively small commissions-5 percent or less. __6__, brokers need to operate on a low-cost basis. Food brokers __7__ buyers and sellers of food and __8__ general-merchandise items to one another and bring them together to complete a sale. They are well __9__ about market conditions, terms of sale, sources of credit, price setting, potential __10__, and the art of negotiating. They do not actually provide credit but sometimes store and deliver goods. Brokers also do not __11__ goods and usually are not allowed to complete a transaction __12__ formal approval. Like other brokers, food brokers generally represent the seller, who pays their commission. Food brokers, __13__ manufactures agents, operate in specific geographic locations and work for a limited __14__ of food producers within these areas.

Their sales force calls on chain-store buyers, store managers, and institutional purchasing agents. Brokers work __15__ with advertising agencies. The average commission for food brokers is 5 per cent of sales. EXERCISE: 1. A) basic B) basical C) basically D) basis 2. A) Instead of B) Instead C) So D) Therefore 3. A) for example B) as a result C) since D) although 4. A) raise B) take C) reject D) lower 5. A) regards B) in relation C) with regard D) regarding 6. A) However B) Therefore C) For instance D) Because 7. A) introduce B) to introduce C) take D) bring 8. A) relating B) relate C) to relate to D) connected with 9. A) informed of B) informing C) known D) informed 10. A) sellers B) people C) buyers D) agents 11. A) take title to B) take title of C) have title of D) give the title to 12. A) with B) have C) in the possession of D) without 13. A) alike B) like C) resemble D) look like 14. A) number B) sum C) amount D) quantities 15. A) close B) loose C) closely D) closer Key: DBDCD BABDC ADBAC 更多信息请访问：百考试题外语站点 百考试题论坛 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