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I . Translate the following terms:  
10% 1. From English into Chinese:(1) PNTR (2) Irrevocable Letter of Credit (3) Blank Endorsement (4) General Average (5) FAQ (6) DES (7) Franchise (8) FPA (9) Bill of Exchange (10) Auction 2.

From Chinese into English (5%) (1)世界银行 (2)电子商务 (3)托运人 (4)进口许可证 (5)国际商会 II . Choose the best answer for each of the following question (25%)

1. Contracts must be renewed one week \_\_\_\_\_ their expiration. A on B against C the moment of D before 2. The commodities you offered are \_\_\_\_\_ line with the business scope of our clients. A outside B out of C out D without

3. We are arranging for n inspection tour of \_\_\_\_\_ the material was processed. A place B the place C where D there 4. We are reconsidering those trade terms \_\_\_\_\_ might be adverse to the interest of our principals. A what B that C when D where 5.

Information indicates that some similar goods of Indian origin have been sold here \_\_\_\_\_ about 30% lower than yours. A with a level B at something C at quotation D with a figure

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