

外贸英语试题及答案外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/585/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E8\\_8B\\_B1\\_E8\\_c28\\_585611.htm](https://www.100test.com/kao_ti2020/585/2021_2022__E5_A4_96_E8_B4_B8_E8_8B_B1_E8_c28_585611.htm) — . TRANSLATE THE FOLLOWING TERMS:(10%) 1.FROM ENGLISH INTO CHINESE:(5%) 1.PNTR 永久性正常贸易关系 2.IRREVOCABLE LETTER OF CREDIT 不可撤销信用证 3.BLANK ENDORSEMENT 空白背书 4.GENERAL AVERAGE 共同海损 5.FAQ 良好平均品质/大路货 6.DES 目的地船上交货 7.FRANCHISE 免赔额/特许经营权 8.FPA 平安险 9.BILL OF EXCHANGE 汇票 10.AUTION 拍卖 2.FORM CHINESE INTO ENGLISH:(5%) 1.世界银行 WORLD BANK 2.电子商务 E-EOMMERCE/E-BUSINESS 3.托运人 SHIPPER/CONSIGNOR 4.进口许可证 IMPORT LICENSE 5.国际商会 INTERNATIONAL CHAMBER OF COMMERCE(ICC) 二.CHOOSE THE BEST ANSWER FOR EACH OF THE FOLLOWING QUESTIONS:(25%) 1.CONTRACTS MUST RENEWED ONE WEEK \_\_\_D\_\_\_ THEIR EXPIRATION. A.ON B.AGAINST C.THE MONMENT OF D.BEFORE 2.THE COMMODITIES YOU OFFERED ARE\_\_\_B\_\_\_ LINE WITH THE BUSINESS SCOPE OF OUR CLIENTS. A.OUTSIDE B.OUT OF C.OUT D.WITHOUT 3.WE ARE ARRANGING FOR AN INSPECTION TOUR OF \_\_\_C\_\_\_ THE MATERIAL WAS PROCESSED. A.PLACE B.THE PLACE C.WHERE D.THERE 4.WE ARE RECONSIDERING THOSE TRADE TERMS\_B\_\_\_\_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\_\_\_B\_\_\_ABOUT  
30% LOWER THAN YOURS. A.WITH A LEVEL B.AT  
SOMETHING C.AT QUOTATION D.WITH A FIGURE 6.AS  
WE ARE\_\_B\_\_\_OF THERE GOODS,PLEASE EXPEDITE  
SHIPMENT AFTER RECEIVING OUR L/C. A.IN BADLY  
B.BADLY IN NEED C.URGENT IN NEED D.IN URGENTLY  
NEED 7.WE GIVE YOU ON THE ATTACHED SHEET FULL  
DETAILS REGARDING PACKING AND MARKING,WHICH  
MUST BE STRICTLY\_\_A\_\_\_. A.OBSERVED B.ABIDE BY  
C.SUBMITTED D.SEEN 8.WE\_C\_\_\_TO ALLOW YOU A  
SPECIAL DISCOUNT IF YOU INCREASE YOUR ORDER TO  
5000 PAINS. A.HAVE PREPARED B.ARE PREPARE C.ARE  
PREPARED D.WERE PREPARED 9.THE IMPORTANCE OF  
DELIVERY ON TIME\_C\_\_\_\_\_OVERSTRESSED,BECAUSE  
FAILURE TO RECRIVE GOODS OR SERVICES WILL CAUSE  
SERIOUS INCONVENIENCE TO THE END-USERS. A.CAN  
B.BE C.CANNOT BE D.COULD BE 10. \_\_C\_\_WE WOULD  
LIKE TO CLOSE THE BUSINESS WITH YOU,WE FIND YOUR  
BID UNACCEPTABLE . A.MUCH B.HOWEVER MUCH  
C.MUCH ASDESPITE 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](http://www.100test.com)