

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_ti2020/617/2021_2022__E5_A4_96_E8_B4_B8_E8_8B_B1_E8_c28_617321.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
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