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https://www.100test.com/kao_ti2020/617/2021_2022_2000_E5_B9_B4_E5_A4_96_c28_617615.htm 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 an 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

6. As we are _____ of these goods, please expedite shipment after receiving our L/C. A in badly need 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 observed B abide by C submitted D seen 8. We _____ to allow you a special discount if you increase your order to 5000 pairs.

A have prepared B are prepare

C are prepared D were prepared 9. The importance of delivery on time _____ overstressed, because failure to receive goods or services will cause serious inconvenience to the end-users. A can B be C cannot be D could be 11. We wish to stress that shipment must be made within the prescribed time limit, as a further _____ will not be considered by our end - users. A prolong B protract C extension D expansion 12. With computer users linked to the Internet growing _____ every year, business is trying to cash in on the worldwide network. A at million B with a million C with one million D by millions 13. We regret having to remind you that 30% of the freight is still _____. A owned B owning C outstanding D understanding 14. _____ you fulfill the terms of the L/C, we will accept the drafts drawn under this credit. A Provided B To provide C In the case D Only if 15. Kindly advise us of the steamers that call _____ your port every month. A at B on C in D for 16. It should be _____ if you could immediately _____ what quantity you can supply us at present. A thankful, advise B appreciate, advise C appreciated, advise D appreciating, inform 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