

1995年外销员考试外贸英语试题及答案外销员考试 PDF转换  
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From English into Chinese:(5%)

VAT\_\_\_\_\_ PICC

\_\_\_\_\_ DES

\_\_\_\_\_ Bonded

warehouse\_\_\_\_\_ Promissory

note\_\_\_\_\_ Institute Cargo Clauses

\_\_\_\_\_ Certificate of origin

\_\_\_\_\_ Multilateral trade

\_\_\_\_\_ Sole agency

\_\_\_\_\_ Sale by sample

\_\_\_\_\_ B. From Chinese into

English:(5%) 零售价 \_\_\_\_\_ 偿付行

\_\_\_\_\_ 习惯包装

\_\_\_\_\_ 大陆桥

\_\_\_\_\_ 保函

\_\_\_\_\_ . Choose the correct

answer:(20%, strike A or B or C or D.) 1. No discount will be granted \_ you place an order for more than 1000 dozen. A.if B.unless C.whether D.but for 2. When \_ the contract, please include the arbitration clause. A.draft B.drafting C.to draft D.drafted 3. We have received news \_ that the wool market on your side is showing signs of recovery. A.to an effect B.to this effect C.to that effect D.to the effect

4. Please open your L/C immediately to facilitate \_\_. A. our shipping arrangement B. for shipment C. to arrange shipment D. us to arrange shipment

5. \_\_ an order for 100 pieces or more, we allow a special discount of 5% for payment by L/C. A. At B. In C. On D. From

6. If you can improve your price by 3%, we shall be prepared to \_\_ for 5,000 metric tons. A. book with you an order B. book your order C. be in the market D. place a order with you

7. We suggest that you \_\_ our representative in Beijing for your requirements. A. will contact B. contacting C. contact with D. contact

8. \_\_ crowded orders, we have sold out all the goods scheduled for shipment within this year. A. As a result of B. In result of C. With the result of D. As result of

9. Under no circumstances, \_\_ goods on their own account. A. the middlemen will buy B. will the middlemen buy C. the middlemen would buy D. will buy the middlemen

10. This agreement shall be cancelled in case the second party fails to sell the agreed quantity within six months. A. up to B. to C. at D. with

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