

2002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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1 . 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)

2.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 100Test

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