

外销员外贸外语辅导：薪水方面的词汇外销员考试 PDF转换
可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_

E9_94_80_E5_91_98_E5_c28_645738.htm 英：Pay check An official form issued by a company which can be cashed at designated financial institutions. Pay stub Basically a receipt for record-keeping. Identifies all of the items and amounts used in calculating the final amount of the pay check. Pay period The time covered between pay checks. Can be daily (rare), weekly, monthly, bi-weekly (every 2 weeks), or bi-monthly (twice a month, usually in the middle and end of the month). Pay rate An agreed amount that the company pays per unit of time worked or unit of work done. Gross The base employee income for a specified period, based on pay rate. Can be: Salary (a fixed amount, daily/weekly/monthly, which is adjusted based on number of days worked/not worked) Wage (an hourly rate adjusted for the number of hours worked) Piece (a certain amount for each unit of work done) The gross income can also be adjusted for items such as commissions and bonuses. Commissions Money earned on a regular basis based on previous sales made. Bonuses Money paid by the company for various reasons, such as meeting objectives, productivity incentives, special events (e.g. Xmas), etc. Deductions Deductions are amounts retained by the company from your gross amount. They are also commonly referred to as deductions at source. Some of the more common deductions are: Income tax (federal, state(U.S.) or provincial(Canada), municipal in some locations) Pension (employee contributions for retirement. A

common plan in the United States is the 401K plan). Medical (to pay for medical insurance. This is more common in America. In Canada, every citizen is already covered by a global plan called Medicare, so the company plan most commonly found there is for dental care, which isn't covered by Medicare) Charity (donations made to a charity of the employee's choice) Net The amount left after all deductions have been made from the gross income. This is what you finally get to put in your pocket! Raise Adjustment of pay rate, usually based on performance, cost of living, or promotion. Direct deposit Electronic transfer of your net amount to a bank. 中：工资支票 公司签发的、能够在指定金融机构兑现的支票 工资存根 存档的收据。用来核算签发的支票金额和应付的相关项目金额。 工资周期 两次发工资间隔的时间。可以是每天（极少），每周，每月，双周，半月（每月两次，通常在月中和月末，bi-monthly本意是双月的意思，而实际上是指一月两次，人们将错就错）。 工资标准 公司按双方商定的支付标准，以计时或计件的方式支付员工工资。 总额 根据一定的工资标准，员工在一定时期内的基本收入可以是：薪水（每日/每周/每月固定的数额，根据工作日数作调整）时薪（根据工作时数作调整的每小时工资标准）计件工资（对每件完成的工作支付的金额） 工资总额还可以根据佣金和奖金作调整。 佣金 根据以往的销售业绩，定期发的钱。 奖金 公司根据不同原因支付的钱，如完成任务，激励员工提高生产力，特殊节日（如圣诞节），等等。 扣除 扣除费用是公司从你的工资总额中保留的部分。通常也被称为从源头上扣除（直接从工资中扣除）。 一些常见的扣除费用有：个人所得税（联邦，州（美国

)或省(加拿大),一些自治市或自治区)养老金(为退休后做的准备金。在美国常见的是401K计划)医疗保险(为医疗保险所付的钱。这在美国更普通。在加拿大每一个公民都参加一个被称为医疗保健的全球计划,所以公司的医疗计划通常只是为医疗保健不覆盖的牙科)慈善资金(根据员工自愿捐助的慈善基金)净工资从总工资中扣除所有项目后剩余的数额。这是你最终能放入钱包中的钱。加薪工资标准的调整,通常是根据工作表现,生活费用,和升职直接存入银行将你的净工资直接转入银行。欢迎进入:2010年外销员课程免费试听 点击进入免费体验:百考试题外销员在线考试中心更多信息请访问:百考试题论坛外销员 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