

商务英语高级冲刺真题四 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\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_645903.htm](https://www.100test.com/kao_ti2020/645/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_645903.htm) 一、 Multiple choices.

(15%) 1. \_\_\_\_\_ these advantages we do not think there is any difficulty in pushing sale. A. With B. Together with C. Without D. As  
2. The goods are urgently needed. We \_\_\_\_\_ hope you will deliver them immediately. A. in the case B. hence C. therefore D. for  
3. The market report indicates there is \_\_\_\_\_ market in South America for about 40 tons a year. A. big B. no C. a D. the  
4. Thanks to the \_\_\_\_\_ work of our sales department, your last consignment has been all sold out. A. acceptable B. reasonable C. outstanding D. tolerable  
5. \_\_\_\_\_ our general agent, you would also have to look after the advertising. A. To be B. As C. Being D. For  
6. The brochure covers a wide range of products we \_\_\_\_\_. A. deal with B. deal in C. hand in D. hand over  
7. The goods have been dispatched and the shipping documents \_\_\_\_\_ consignment are with us. A. for B. of

来源 : [www.100test.com](http://www.100test.com) C. with D. to  
8. If you are interested, we will send you a sample lot \_\_\_\_\_ charge. A. within B. for C. with D. free of  
9. The exhibition has \_\_\_\_\_ to offer that you will find interesting. A. many B. much C. many a D. more  
10. Our market survey informs us that you are achieving great success \_\_\_\_\_ our chemical products. A. on B. to C. at D. with  
11. We are glad to receive your order of yesterday, \_\_\_\_\_ regret that we can not supply \_\_\_\_\_ the end of May. A. but, by B. and, by C. but, for D. and, for  
12. Mr

Brown decided that our estimate was \_\_\_\_\_ and asked us to begin work as from 1 January. A. delinquent B. managerial C. unfortunate D. acceptable 13. We confirm that we agree \_\_\_\_\_ your suggestions made in our last letter. A. to B. on C. with D. that 14. Whenever the price, time of shipment, payment terms, etc. are agreed \_\_\_\_\_, a transaction is concluded. A. with B. on C. to D. that 15. The charges will be \_\_\_\_\_ by Asian Co. and us. A. heavy B. borne C. small D. settled

www.Examda.CoM 二、 Translate the following letter into Chinese. (15%) Dear Sirs, >来源:百考试题网 In regard to the first shipment against our Contract No. 1234, we wrote you on 7th this month, informing you that part of the goods was not in conformity with the contracted specifications. We requested you to give us explanations and advise us how you would deal with the matter, but up to now we have not yet received any reply. So we regret to say that we can ' t bind ourselves to accept the second lot of goods. We have to request that you should postpone the shipment of the goods for the time being. It goes without saying that we have no obligations whatever in this matter. We are looking forward to your reply. Yours faithfully 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](http://www.100test.com)