

1995年外销员统考外贸英语试题及答案 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/33/2021_2022_1995_E5_B9_B4_E5_A4_96_c28_33183.htm I. Translate the following (10%) A.

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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