# 全国 2016 年 10 月高等教育自学考试

# 外贸英语写作试题

课程代码:00097

请考生按规定用笔将所有试题的答案涂、写在答题纸上。

7. She is unhappy with \_\_\_\_ handling the order.

B. yours

A. you

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<b>近洋赵即刀</b>					
注	意事项:				
	1. 答题前,考生务	务必将自己的考试课程	程名称、姓名、准考证 <del>!</del>	号用黑色字迹的签字笔或钢笔	
填	写在答题纸规定的位	立置上。			
	2. 每小题选出答	案后,用 2B 铅笔把答	F题纸上对应题目的答	案标号涂黑。如需改动,用橡	
皮	擦干净后,再选涂其	他答案标号。不能答	存在试题卷上。		
_	、单项选择题(本大题	题共 20 小题,每小题	1分,共20分)		
	在每小题列出的四	个备选项中选择一个	、最佳答案,请将其选	出并将"答题纸"的相应代码涂	
	黑。错涂、多涂或	未涂均无分。			
1.	The estimated inco	ome for my b	ousiness next year is	500,000.	
	A. Mother's—in—	-law	B. Mother—in—la	w's	
	C. Mother in law'	s	D. Mother's in lay	V	
2.	How does Eric pla	ow does Eric plan to distribute the materials all the regional offices?		ne regional offices?	
	A. between	B. over	C. among	D. across	
3.	Anyone the	e necessary backgrou	and may apply for the	e position.	
	A. possessed	B. to possess	C. possess	D. possessing	
4.	It is good o	chance we mi	ustn't miss it.		
	A. such a ··· that	B. so a ··· that	C. such ··· that	D. so ··· that	
5.	Better service is er	nsured if a purchaser	has dealings	with the manufacturer.	
	A. face to face	B. face—to face	C. face—to—face	D. face to—face	
6.	I think the firm's	difficulties are	_ bad management a	nd overtrading.	
	A. since	B. for	C. because	D. due to	

C. your

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D. yourself

8. Business grows at this time of	the year.				
A. rapid B. quick	C. rapidly D. fastly				
9. Is this one among all the applicants' answers?					
A. a more correct	B. the most nearly correct				
C. the most correct	D. a correct				
10. Henry said that nothing but catalogs	and bulletins in the folder.				
A. was B. is	C. were D. are				
11. He told us that the committee	made up of eleven persons.				
A. are B. is	C. were D. was				
12. The foreign partner did not fulfill our order,					
A. nor did he intend	B. nor did he intend to				
C. nor intend he to	D. nor he intend to				
13. Having completed twenty years of ser	vice,				
A. Mr. White was presented a gold watch					
B. a gold watch was presented to Mr	B. a gold watch was presented to Mr. White was				
C. Mr. White presented a gold watch	ı				
D. a gold watch was presented to Mr. White					
14. The Korean market is the Jap	anese market.				
A. more difficult to enter as	B. as difficult to enter as				
C. so difficult to enter as	D. to enter as difficult as				
15. The shipment arrived late;,	several items were damaged.				
A. moreover B. hence	C. therefore D. however				
16. I'm sure it is usually answers	the telephone.				
A. she whom B. her who	C. she who D. her whom				
17 TC 1	auld have been more competitive				
17. If the company overseas, it w	ould have been more competitive.				
A. advertised itself	B. had advertised itself				
<ul><li>A. advertised itself</li><li>C. advertises itself</li></ul>	B. had advertised itself				
<ul><li>A. advertised itself</li><li>C. advertises itself</li></ul>	<ul><li>B. had advertised itself</li><li>D. has advertised itself</li></ul>				

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- 19. We are confident that most of the committee members will agree \_\_\_\_\_ our plan.
  A. of B. on C. with D. at
  20. We would like to know \_\_\_\_\_ you can guarantee delivery within one month after receipt
- We would like to know \_\_\_\_\_ you can guarantee delivery within one month after receipt of order.A. that B. when C. if D. which

# 非选择题部分

## 注意事项:

用黑色字迹的签字笔或钢笔将答案写在答题纸上,不能答在试题卷上。

## 二、改错(本大题共10小题,每小题2分,共20分)

下列每句各有一个错误,找出错误并改正。请将错误及改正写在"答题纸"上。

Example: Who's taking care the dog while you're away?

#### taking care → taking care of

- 21. The security guard questioned the man who looked suspiciously.
- 22. Several concerned citizens complained about the increases in taxs over the past years.
- 23. Packing in a box, the machine could not be found.
- 24. Mr. Wilson asked me where would the meeting be held.
- 25. We should try to call on those whom have shown the most interest in the products.
- 26. The manager couldn't understand that they turned down the proposal.
- 27. The bank's current business hour will be extended in the near future.
- 28. Many famous financial institutions are locate on the Wall Street.
- 29. Communication is of vital important to any business that wants to achieve efficiency.
- 30. The delivery was delayed because rough weather.

## 三、造句(本大题共10小题,每小题1分,共10分)

## 用所给的词和短语写出符合逻辑的句子。

- 31. that / you / we hope / have not been / by the delay / inconvenienced / seriously
- 32. you should apply / in advance / take leave / intend to / at least two weeks / if you / longer than 14 days
- 33. think that / increase / most of us / we should / in the / our investment / manufacture sector

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- 34. have received / we / a directive / although / to hold all shipment / I don't know why
- 35. warmly / we / were / welcomed / as soon as / the room / we entered
- 36. because / our sales / our / are falling / promotion branch / is under—staffed
- 37. I / the report / finished / in the office / by working / both / and at home
- 38. is / the ship / morning / scheduled to / our loading dock / leave / tomorrow
- to the time to the
- 40. how to / teaching them / use / takes / the computer / several / weeks

39. new / our / will / training materials / be / late today / delivered

#### 四、标点改错(本大题共10小题,每小题1分,共10分)

下面每句都有一个标点符号错误,该用标点处未用标点或标点符号用错。改正错误或补写标点,并将其与前面的一个单词一起填写在"答题纸"上。

## Example: A. What a nice present you gave me. me!

## B. You think you are right don't you? \_\_right,

- 41. Ms. Rubin asked what the total cost would be for the three—year lease?
- 42. I am very happy to know that you have returned to Beijing!
- 43. The report that Mrs. Leslie submitted, has been lost.
- 44. Mary promised to submit a detailed comprehensive report by Friday.
- 45. Yes I think I would like a new car like that.
- 46. The ability to communicate is essential. the ability to communicate on the job is critical.
- 47. One of the blueprints (which appears on page 7 shows the internal structure of the engine clearly.
- 48. When I returned, I saw that Abigail, our cat was eating a fish.
- 49. Remember; No one will be admitted without a company identification card.
- 50. "I paid the bill two months ago", the customer wrote.

#### 五、备忘录写作(本大题 15 分)

## 按要求写一份 50 个单词左右的备忘录。

- 51. You are Section "B" Leader. Your section moved to a new office. However, the
  - maintenance department within your organization has failed to carry out certain work.

    Write a memo to the maintenance department complaining about the following problems
    - a metal bookshelf hasn't been fixed properly
    - the fire door sticks

and asking for action:

• the bottom drawer of the filing cabinet was damaged in the move

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#### 六、信函写作(本大题 25 分)

按要求写一封字数为 130-150 的信函。

- 52. 你公司经营山地自行车,请写一封推销信,包括以下内容:
  - 告知贵品牌山地自行车性能优良,轻巧、坚固、耐用。
  - •告知最近的促销活动,可试用10天,不满意全额退款。月底前订购,给予10%折扣。
  - •订购后,保证72小时内送货上门。