

浙江省 2020 年 10 月高等教育自学考试

经贸英语试题

课程代码:02635

1. 请考生按规定用笔将所有试题的答案涂、写在答题纸上。

2. 答题前,考生务必将自己的考试课程名称、姓名、准考证号用黑色字迹的签字笔或钢笔填写在答题纸规定的位置上。

选择题部分

注意事项:

每小题选出答案后,用 2B 铅笔把答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。不能答在试题卷上。

I. Multiple choice 20%

1. Products for export should be adapted \_\_\_\_\_ foreign market needs.  
A. for                      B. on                      C. to                      D. with
2. International business is the worldwide \_\_\_\_\_ of goods and services among nations.  
A. exchange              B. change              C. purchase              D. export
3. We hope that in your own \_\_\_\_\_ you will make arrangements to clear your account without further delay.  
A. benefits              B. advantages              C. interests              D. goods
4. Our prices are practical and reasonable. There is not much room \_\_\_\_\_ bargaining.  
A. from                      B. for                      C. at                      D. on
5. They have a residue stock of 3,000 dozen of the products which they are selling \_\_\_\_\_ at greatly reduced prices.  
A. out                      B. of                      C. off                      D. over
6. When an exporter quotes a price \_\_\_\_\_ a product, he is making an offer.  
A. for                      B. of                      C. in                      D. with
7. It's no good an exporter obtaining a large order if he can't \_\_\_\_\_ it.  
A. full                      B. fulfill                      C. fill                      D. do
8. Even if your product has tremendous advantage \_\_\_\_\_ that of all your competitors you still have to tell people it exists.  
A. than                      B. to                      C. beyond                      D. over

9. With a price list giving the prices and terms of product, the prospective customers have a fair idea of the prices and costs applicable to them.

The word *prospective* can be best explained by:

- A. old                      B. regular                      C. frequent                      D. potential

10. Under D/A terms, when a bill is \_\_\_\_\_, the bank refuses to give the buyer the bill of lading giving title to the goods.

- A. honored                      B. dishonored                      C. accepted                      D. presented

11. The drawer is the person who \_\_\_\_\_ out the bill to a certain person demanding a certain sum of money.

- A. makes                      B. takes                      C. draws                      D. shows

12. If the seller conforms exactly to the specific conditions set \_\_\_\_\_ in the letter of credit, the bank promises.

- A. forth                      B. to                      C. from                      D. back

13. Smaller exporters who may not be able to afford to have their capital tied \_\_\_\_\_ for three months while a ship completes its voyage.

- A. to                      B. up                      C. on                      D. in

14. This product is particularly subject \_\_\_\_\_ breakage and heat damage.

- A. to                      B. from                      C. in                      D. against

15. New duties were imposed \_\_\_\_\_ tobacco.

- A. against                      B. at                      C. for                      D. on

16. The two parties have reached a \_\_\_\_\_ on this issue.

- A. consensus                      B. consent                      C. census                      D. consort

17. The \_\_\_\_\_ over the issue of agricultural products involved the two countries into a trade war.

- A. difference                      B. quarrel                      C. debate                      D. dispute

18. Several countries put a boycott \_\_\_\_\_ this product.

- A. of                      B. on                      C. under                      D. about

19. If your quotations are suitable, we will be able to \_\_\_\_\_ orders with you.

- A. put                      B. place                      C. accept                      D. lay

20. A documentary credit often referred to as L/C is a letter addressed to the seller as \_\_\_\_\_ engagement acting on behalf of a customer.

- A. written                      B. writing                      C. to write                      D. be written

## II. Reading comprehension 10%

Competition refers to, in economics, conditions that are present in markets where buyers and sellers interact to establish prices and exchange goods and services. Economic competition is the means whereby the self-interest of buyers and sellers act to serve the needs of society as well as those of individual market participants. Society is served when the maximum amount of goods is produced at the lowest possible prices.

The theoretical ideal developed by economists to establish the conditions under which competition would achieve maximum effectiveness is known as “perfect” competition. Although rarely possible, perfect competition, as a concept, provides a useful benchmark for evaluating performance in actual market. Perfect competition exists when (1) an industry has a large number of business firms as well as buyers; (2) the firms on the average are small; and (3) buyers and sellers have complete knowledge of all transactions within the market. The practical significance of a large number of small firms and many buyers is that the power to influence the behavior of the participants in the market is thoroughly dispersed. In other words, no single person or business has the power to dictate the terms on which the exchange of goods and services take place. Market results then are truly impersonal. Under conditions of perfect competition, economists contend, goods and services would be produced as efficiently as possible—that is, at the lowest possible price and cost—and consumers would get the maximum amount of the goods and services they desire.

The absence of perfect competition in most markets led to a search for a more realistic alternative to evaluate performance in specific instances. Among the best-known alternatives is the concept of “workable” competition, developed by the American economist John M. Clark in 1940. Clark recognized that in most industries the number of business firms is not so great as to preclude an individual firm from having some power to influence market prices and conditions. In addition, participants rarely have complete knowledge of market conditions. According to Clark, however, departures from the ideal of perfect competition often are not great enough to warrant government intervention into the market (through antitrust action or direct regulation) in order to improve the situation. Competition may be workable in the sense that the results achieved are roughly comparable to what is supposed to happen under the theoretical ideal of perfect competition. The chief drawback to the workable-competition concept is its vagueness; no precise criteria have been developed to determine when workable competition actually exists.

Questions:

21. Under the competitive market, buyers and sellers \_\_\_\_\_.
- A. try their best to satisfy each other's interests
  - B. acts to serve the needs of society ignoring their own interests
  - C. interact to establish prices and exchange goods and services
  - D. try to serve the society at the lowest possible prices
22. "Perfect" competition refers to conditions where \_\_\_\_\_.
- A. maximum effectiveness of competition would be achieved
  - B. There are few business firms as well as buyers
  - C. The companies on the average are very big
  - D. Competition would be workable
23. The practical significance of a large number of small firms and many buyers is that the power to influence the behavior of the participants in the market is thoroughly dispersed.
- A. distributed widely
  - B. disappeared completely
  - C. vanished gradually
  - D. driven off completely
24. Which of the following statements is NOT true according to the passage?
- A. Perfect competition exists only in developed countries.
  - B. Actually, there are often no perfect competitions in most markets
  - C. The concept of "workable" competition is a more realistic alternative to evaluate performance on specific markets.
  - D. The American economist John M. Clack developed the concept of "workable" competition in 1940.
25. If the results achieved are roughly comparable to what is supposed to happen, you may say that competition may be \_\_\_\_\_.
- A. perfect
  - B. profitable
  - C. theoretical
  - D. workable

## 非选择题部分

### 注意事项:

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### III. Fill in each blank of the following sentences with one of words or phrases listed below and make changes if necessary: 10%

withdraw            operate            ensure            provide            specify  
prosperous            reputation            negotiate            refer to            provision

26. That company \_\_\_\_\_ in several countries and regions.
27. Once the L/C is opened, it should not be \_\_\_\_\_ by the buyer without the permission from the seller.
28. The rules clearly \_\_\_\_\_ that competitors are not allowed to accept payment.
29. Ambiguous \_\_\_\_\_ in the contract will be a bottleneck for the two parties to fulfill the contract.
30. A firm of high \_\_\_\_\_ can get loans from the bank easily.
31. For the details please \_\_\_\_\_ the Attachment to the Contract.
32. We shall be grateful if you can \_\_\_\_\_ with all possible information on your air - conditioning manufactures.
33. The company will send a representative to \_\_\_\_\_ the business with you in person.
34. At no time has the business been more \_\_\_\_\_ than at present.
35. They have done everything possible to \_\_\_\_\_ the prompt delivery of the goods.

### IV. Put the following terms into English 10%

36. 绝对优势
37. 生活消费品
38. 国内市场
39. 价目表
40. 跟单托收
41. 货运单证
42. 开证行
43. 海洋运输保险
44. 自由贸易区
45. 关税壁垒

**V. Put the following sentences into Chinese. 20%**

46. We attach a list of our products and we believe that some of these items will be of interest to you.
47. If the document received by the importer has mistakes, it may lead to excessive duties or fines and penalties.
48. The production of goods is a waste of resources unless those goods can be sold at a fair price within a reasonable time span.
49. The measures adopted by the company would conduce to the settlement of the problem.
50. Economic competition is the means whereby the self-interest of buyers and sellers acts to serve the needs of society as well as those of individual market participants.

**VI. Put the following sentences into English. 30%**

51. 制定适当的出口价格对于国际贸易项目的成功是至关重要的。
52. 会有有关进出口当局要求买方或者卖方履行的某些条款。
53. 在国际贸易中, 货运单据往往代表持有人对相关货物的所有权。
54. 我们必须增加生产以满足国内外的需求。
55. 请确认丢失的支票将不被兑现, 以便我们再开出一个等同于我们付款额的支票副本。
56. 多少年来, 人们一直认为只要生产出产品, 并且提供服务就足够了。