

2023 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%

- In \_\_\_\_\_ with other products, this product is superior in both quality and price.  
A. comparative      B. comparison      C. comprise      D. compare
- The government \_\_\_\_\_ a high tax on the imported car, so that only rich people \_\_\_\_\_ to buy it.  
A. put...can      B. lay...can afford  
C. collecting...able      D. collect...able
- If your quotations are suitable, we will be able to \_\_\_\_\_ orders with you.  
A. put      B. place      C. accept      D. lay
- As to your request for a 5% quantity discount on your proposed order, which will more than double the quantity of your last one, it gives us much pleasure to \_\_\_\_\_ with.  
A. obey      B. abide      C. stand      D. comply
- Governments take a keen \_\_\_\_\_ in exports because they speed economic development and improve the stand of people's living.  
A. interesting      B. interest      C. interested      D. international
- When an exporter quotes a price for a product, he is \_\_\_\_\_ an offer.  
A. doing      B. quoting      C. inquiring about      D. making
- The president of the board was considering \_\_\_\_\_ the manager's proposal to change sales plans.  
A. to adopt      B. adopted      C. adopting      D. adopt



20. They have a residue stock of 3,000 dozen of the products which they are \_\_\_\_\_ off at \$ 10 per dozen.

- A. sale                      B. sold                      C. being sold                      D. selling

## II. Reading comprehension 10%

When requesting his bank to open a letter of credit, the applicant must submit a completed and signed application. It is important that instructions given to the bank are concrete and specific and in conformity with the contract so that the credit will be opened exactly as required. Vague terms such as “usual documents” or “impossible” should be avoided. The application also calls for a general description of the goods to be shipped because the banks deal only in documents.

### 1. Opening of a Credit

An L/C may be opened anytime between signing the sales contract and shipment. It is to the advantage of the exporter to have the L/C as soon as possible because he can get packing credit from his own bank. The opening of a credit is a contract involving the buyer, the seller and the opening bank. By issuing a credit, the bank obligates itself to make payment to the beneficiary at a future time whenever documents are presented. If the strength and integrity of the buyer are sufficient, the bank can open a credit without having to pay too much attention to the nature and marketability of the goods and without requiring any special collateral. Otherwise, the bank may require some form of collateral such as a cash deposit. If the buyer is not creditworthy, the bank may fix a higher deposit rate up to more than half of the contract value in order to prevent the buyer from opening the credit from the bank.

### 2. Types of Credits

Letters of credit may be classified according to the certainty of the commitment to pay made by the account party and the opening bank.

#### Revocable letter of credit

The credit can be altered or revoked at any time without prior notice to the beneficiary, which is not very useful to the exporter.

#### Irrevocable letter of credit

The credit, once opened, cannot be modified or rescinded without the consent of all parties concerned, especially that of the beneficiary.

#### Confirmed irrevocable letter of credit

An irrevocable letter of credit carries the commitment of the opening bank. In compliance with

the request of the exporter, an additional commitment of a second bank in the exporter's locality, which is usually the advising bank, is added, the credit becomes a confirmed irrevocable letter of credit.

There are many other credits that are used in transactions, but we don't discuss them here in detail respectively.

### Questions

21. What is wrong in applying for a letter of credit?
  - A. The instructions given to the bank must be concrete.
  - B. The instructions offered by the applicant must be specific.
  - C. The instructions can be independent of the contract.
  - D. The instructions must be in accordance with the contract.
22. What should be avoided in the application of the credit?
  - A. Clear terms
  - B. Indistinct terms
  - C. Contract-based instructions
  - D. A general description of the goods to be shipped.
23. When should an L/C be opened?
  - A. As soon as the contract is signed.
  - B. Before the buyer makes the payment.
  - C. After the shipment is made.
  - D. Between signing the contract and making the shipment.
24. When should a bank make payment, after it has issued a credit?
  - A. Whenever the exporter present the documents
  - B. Whenever the importer present the documents
  - C. As soon as the importer gets the goods
  - D. As soon as the exporter makes the shipment
25. Which of the following L/Cs is the most favorable to the exporter?
  - A. Revocable letter of credit
  - B. Irrevocable letter of credit
  - C. Confirmed irrevocable letter of credit
  - D. Confirmed revocable letter of credit

## 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。

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

conform to      provide for      competitive      extension      yield  
available      implement      predict      fulfill      differ with

26. The government gives much support for the \_\_\_\_\_ of our foreign trade.
27. The buyer and the seller are under obligations to \_\_\_\_\_ the contract.
28. New loans are being made \_\_\_\_\_ to small-and medium-sized enterprises which have been suffering from a drought of working capital.
29. Both the buyer and the seller must \_\_\_\_\_ the stipulations of the contract.
30. The contract may \_\_\_\_\_ the exclusive use of the patent.
31. The economist \_\_\_\_\_ that the business would become prosperous.
32. That business \_\_\_\_\_ big profits every year.
33. We \_\_\_\_\_ each other as to the precise meaning of Article Three in the contract.
34. The suggestions of the board will be \_\_\_\_\_ as soon as possible.
35. We should like to mention that the Japanese quotation for electric motors is far more \_\_\_\_\_ than yours.

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

36. 进口配额
37. 知识产权
38. 非关税壁垒
39. 比较优势
40. 承兑交单
41. 即期汇票
42. 人均收入
43. 试销
44. 财力
45. 信贷信用

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

46. Using a letter of credit means that the exporter can obtain protection from defaulters.
47. The conditions of sale should be clear on where and when interest, in addition to the price, is payable by the buyer.
48. There are certain key provisions that every contract should contain to avoid ambiguity and possible future conflicts.
49. Once the buyer pays the sum of money shown on the bill of exchange, the goods will be handed over to him.
50. If you show a higher amount of freight than that shown on the bill lading, the bank or client may refuse to pay.

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

51. 为了加入世界贸易组织,我们国家进行了关税改革。
52. 出口商收到信用证后,就会明确地知道他所要按规定履行的全部条款。
53. 我方已改进了包装,确信我们将来的出货会让你方满意的。
54. 如果我们在几天内没有包裹,我们将会到我们当地的邮局进行询问。
55. 当全套单证备齐后,出口商应将单据连同汇票交给议付行。
56. 收货人要提取货物,必须向船长或其代表出示他的提单。