

全国国际商务英语培训认证考试 一级

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CHINA NATIONAL BUSINESS ENGLISH CERTIFICATE TEST
(Level One)

(CNBECT-1)

试卷册（120 分钟）

注 意 事 项

一、 请将自己的姓名、准考证号写在答题卡和答题纸上。试卷册、答题卡和答题纸

均不得带出考场。考试结束，监考人员收卷后考生才可离开。

二、 全部考试时间为 120 分钟，不得拖延。

三、 选择题的答案一定要填涂在答题卡上；听力理解（LISTENING 部分第一节

(Section A) 以及翻译和写作（TRANSLATING & WRITING 部分）的答案要写在答题纸上，凡是写在试卷册上的一律不给分。

四、 选择题每题只能选一个答案；如多选，则该题无分。选定答案后，用 HB 或 2B

浓度以上的铅笔在相应字母的中部划一条横线。正确方法如下：使用其它符号答题者不给分。划线要有一定粗度，浓度要盖过字母底色。

五、如需改动答案，必须先用橡皮擦净原来选定的答案，然后再按上面的方法重新填涂。

Part I LISTENING (25 minutes)

Section A

Directions: In this section, you will hear five short sentences. Each sentence will be spoken twice. At the end of each sentence there will be a pause. During the pause, you are required to fill in the corresponding blank according to what you've heard. Then write your answer on the Answer Sheet.

Example: You'll hear:

You'll read: Mr. White will not be back before

From the sentence we learn that Mr. White will not be back before 5:00. Therefore you should write 5:00 in the corresponding blank on your Answer Sheet. Now the test will begin.

1. The time Mr. Malay arrives at the airport is _____.
2. Mr. North's extension number is _____.

3. The unit price quoted is
US\$ _____ CIF, Puerto Limon. 4.
The former HR manager was _____.

5. The destination address of the parcel is
_____ 19, Copenhagen, Denmark.

Section B

Directions: In this section, you will hear ten short conversations. At the end of each conversation, a

question will be asked about what was said. Both the conversation and question will be spoken only once. After each question, there will be a pause. During the pause, you must read the four choices marked A, B, C and D, and decide which is the best answer. Then mark the corresponding letter on the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A. She will post it later.

B. She could not contact the man. C. She's not sure
if the puter is fixed. D. She can't send it right now.

From the conversation we learn that the woman cannot send the new catalogue immediately. Therefore, the correct answer is D. Now the test will begin.

6. A. A stereo repairman. C. A store keeper.

7. A. Word-of-mouth advertising is needed for this campaign. B. Commercials are needed for this campaign.

B. A hi-fi salesman.

D. The woman's house keeper.

C. Word-of-mouth advertising is as effective as commercials. D. Commercials are more effective than word-of-mouth advertising. 8. A. \$96. C. \$100.

9. A. They are discussing about the price. B. They are discussing about the contract.

C. They are complaining about the packing and shipping marks. D. They are complaining about the price.

10. A. A check-guarantee card. C. A credit card.

11. A. In a department store. C. At the customs.

12. A. She needs to apply for another visa.

B. She will take part in a trade negotiation in a month. C. Her visa is still valid for her purpose. D. She wants to visit Philadelphia and Boston.

13. A. She was selected for further interviews. B. She was recruited by the company. C. She failed in the interview. D. She will try another company.

14. A. Accounting.

15. A. Confused.

B. Interested.

C. Indifferent.

D. Unsatisfied.

B. Marketing.

C. Security.

D. Human Resources.

B. In a bank. D. In a jewelry store. B. A cash card. D. A debit card.

B. \$98. D. \$102.

Section C

Directions: In this section, you will hear two recordings. At the end of each recording, some questions

will be asked about what was said. You will hear the recordings and questions only once. After each question, there will be a pause. During the pause, you must read the four choices marked A, B, C and D, and decide which is the best answer. Then mark the corresponding letter on the Answer Sheet with a single line through the center.

Task 1

16. A. The advertising agency.

17. A. Once a day. Task 2 18. A. 22%.

19. A. They complain about the quality of products. B. They complain about the price of products. C. They complain about delivery times. D. They complain about after-sale service.

20. A. Increasing the volume of business in the European market. B. Analyzing the revenue of the pany this year.

C. Establishing three Asian distribution centers. D. Promoting the pany's products in Asia.

B. 9%.

C. 60%.

D. 40%.

B. Twice a day.

D. Every twenty seconds.

C. Every fifteen seconds.

B. Radio mercials.

D. The plan for advertising campaign.

C. The advertisement slogan.

Part II READING (55 minutes) Section A

Directions: Choose the best answer for each statement from the four choices marked A, B, C and D, and

mark the corresponding letter on the Answer Sheet with a single line through the center.

21. Our pany is going to _____ a new business this year.

A. make B. launch C. forward

22. In 2001, the business _____ of the multinational pany reached 126 billion US dollars.

A. amount B. quantity C. scale

23. The seller should make sure that shipment is to be _____ within 30 days after receipt of L/C.

A. sent

24. The _____ municated in business interactions through facial expressions and the movements of arms, legs and hands are very important.

A. verbal signals

B. nonverbal signals C. contacts

D. languages

B. made

C. started

D. effected

D. volume D. manufacture

25. The exporters expect their distributing agents to _____ the products actively. A. improve

26. _____ at Medico Co., Ltd. is 1.8% this year. A. Sale growth C. Selling growth

27. I regret to tell you that we cannot grant you _____ for our garden furniture in Sydney.

A. only agent

28. The car is sold with a twelve-month _____.

A. guarantee B. promise C. certification D. protection

29. The annual turnover last year was US\$28 million and the pany made a large _____.

A. interest

30. Because of the poor performance this year, the pany has a lot of _____ debts now.

A. outstanding B. collecting C. settling D. clearing

B. profit

C. benefit

D. finance

B. sole agent

C. sole agency

D. only agency

B. Sales growth D. Selling growing

B. demonstrate

C. promote

D. display

Section B

Directions: Read the following passage. Fill each gap with the best answer from the four choices marked

A, B, C and D, and mark the corresponding letter on the Answer Sheet with a single line through the center.

Insurance is a device that has been developed to handle risks. Nearly everyone risk of some sort. The houseowner, for example, knows that his property can be damaged by fire; the shipowner knows that his vessel may be lost at sea; the breadwinner knows that he may die and leave his family the poorer. On the other hand, not every house is damaged by fire, not every vessel lost at sea. If these persons each put a small into a pool, there will be enough to meet the needs of who do suffer loss. In other words, the losses of the few are met from the contributions of the many. This is the basis of insurance. Those who pay the contributions are known as the and those who administer the pool of contributions as insurers.

The legal basis of all insurance is the policy. It states that in return for the regular payment by the insured of a named sum of money, called the premium, which is usually paid every year, the insurer will pay a sum of money or for loss, if the risk or event insured against actually happens.

The premium for an insurance naturally depends on how likely this is to happen, as suggested by past experience. If panies their premiums too high, there will be more petition in their branch of insurance and

too low, they will lose money and may even have to drop business. So the ordinary forces of supply and demand keep premiums a level satisfactory to both insurer and insured.

31. A. is exposed on 32. A. in an early age 33. A. sum
34. A. the little 35. A. insurer 36. A. bill 37. A.
fix

38. A. Despite of that 39. A. across 40. A. with

B. is exposed to B. in early years B. quantity B. the
few B. insured B. interest B. decide B. But B. out of
B. on

C. is exposing to C. at an early age C. number C. a
little

C. insurance pany C. pensation C. hold

C. On the other hand C. off C. in

D. exposed to D. at early ages D. count D. a few D.
beneficiary D. price D. remain D. Therefore D. away D.
at

Section C

Directions: Read the following passage and the statements that follow. Choose the best answer for each

and mark the corresponding letter on the Answer Sheet with a single line through the center.

Dear Ms. Jean,

I am writing about the order for the clothes you placed with us three months ago and your letter of enquiry relating to it. We are very sorry that we are having difficulty with the supplies of some of the clothes partly because of the strike here for the moment.

It would be helpful if you would confirm receipt of the first package of Men's Jackets and Men's Jeans. We have not yet received payment for these clothes, so we enclose a copy of the invoice with this letter. We expect to receive payment in full before the end of the month.

We are having problems in supplying both Women's Sweaters and Women's Jeans. The former are pletely out of stock at all our suppliers, so we have cancelled the order and advise you to order at a later date. Delivery of the latter clothes is being delayed because of the strike, so we need to know whether you wish to pursue the order or cancel it.

Women's Jackets have been dispatched to you and they will be with you within ten days. Please make the payment for it before the end of next month.

popular. However, our usual suppliers are unable to meet this demand, so we have to find another supplier for these clothes. The Boys' Sweaters will be supplied to us and shipped to you very soon, but we are not so sure when the Girls' Sweaters will be supplied, so we advise you either to cancel the order or to order at a later time.

I hope this letter answers your questions satisfactorily. Please do not hesitate to contact us again should you have any further problems.

Yours sincerely

Helen Bateman

41. Another reason for the seller's problems is that a fire took place in the factory. A. True. B. False. C. Not mentioned.

42. The buyer shall make the payment for the Men's Jackets and Men's Jeans this month. A. True. B. False. C. Not mentioned.

43. The delivery of the Women's Sweaters is delayed by the strike. A. True. B. False. C. Not mentioned.

44. The buyer will receive the Women's Jackets in ten days.

A. True. B. False. C. Not mentioned.

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