

外贸函电试题库

Multiple choice

1. Our latest design has won worldwide ____B____.
A. popular B. popularity C. popularly
D. popularize
2. Art. No.8905 enjoys the fame of wide _C_____.
A. selling B. salable C. sales
D. sell
3. We are unable to satisfy your requirements, for the goods are ____A____ great demand.
A. in B. on C. of
D. having
4. Payment by D/P should be _____D__ to you.
A. agree B. agreed C. agreement
D. agreeable
5. As we are _C_____ urgent need of Art. No.5609, please ship our order without delay.
A. on B. of C. in
D. To

1-5 bcadc;

6. We _A_____ you of our prompt shipment after receipt of your order.

A. assure B. assurance C. insure

D. insurance

7. We have to claim for your delay in __A____ of our order.

A. shipping B. shipment C. ship

D. deliver

8. Our company has wide experience _____B___ the textiles line.

A. on B. in C. about

D. of

9. You have delayed in dispatching us the shipping ____A____ after shipment.

A. advice B. instruction C. information

D. data

10. Please effect payment when the draft _____A__ .

A. expires (到期) B. due C. falls due

D. falls expiration

6-10 aabaa

1. Your request for payment __B____ Letter of Credit is unacceptable.

A. with B. by C. using

D. of

2. As instructed, we will draw ____C____you a sight draft for collection(托收) through the Bank of China.

A. for B. against C. on
D. from

3. The bank who opens the L/C is called ____A__ .

A. issuing bank B. notifying bank C. establishing bank
D. paying bank

4. Please send us the amendment ____B__ L/C immediately or we shall not be able to ship your order on time.

A. of B. to C. as to D.
with

5. As the goods are __A__ great demand we regret being unable to cover your requirements.

A. in B. on C. of
D. Having

1-5 bcaba;

6. Our company has 30 years' experience ____B__ the machinery line.

A. on B. in C. about
D. of

7. We regret to report that a consignment (运送) of silk piece goods __D__ Order No. 567 has not been delivered.

A. with B. for C. on

D. under

8. __B__ your Enquiry No. 123, we are sending you a catalog and a sample book for your reference.

A. According

B. As per(根据)

C. As

D. About

9. We are sending you the samples _____C_ requested.

A. be

B. are

C. as

D.

for

10. We would like to take this _B_ to establish business relations with you.

A. opening

B. opportunity

C. step

D.

advantage

6-10 bdbcb

1. Documentary Collection(跟单托收) is to be made with the documents to be __B__ to the draft.

A. enclosed

B. attached

C. together

D. along with

2. We will instruct our bank to issue an L/C ___D___ favor of(以你方为抬头的) your company.

A. on

B. for

C. with

D. in

quality, specification and price etc.

- A. giving B. offering C. sending
D. making

9. We would B very much if you send us some samples immediately.

- A. thank you B. appreciate it C. appreciate D.
appreciate you

10. We are anxious to C the market for our Antimony Trioxide, which at present enjoys a limited sale in Europe.

- A. increase B. enlarge C. expand
D. extend

Answers:

1-5 bcadc; 6-10 aabaa

1-5 bcaba; 6-10 bdbcb

1-5 bdccd; 6-10 **bbdbc**

Match

- | | |
|----------------------|-----------|
| A. "INCOTERMS" (7) | 1. 货交承运人 |
| B. FOB (5) | 2. 信用证 |
| C. FCA (1) | 3. 欧洲主要口岸 |

D. T/T	(10)
E. D/P	(9)
F. L/C	(2)
G. EMP	()
H. FPA	(8)
I. B/L	(4)
J. ICC	(6)

4. 海运提单
5. 装运港船上交货
6. 协会货物条款
7. 国际贸易术语解释通则
8. 平安险
9. 付款交单
10. 电汇

7,5,1,10,9,2,3,8,4,6

A. “INCOTERMS”	()
B. FOB	()
C. FCA	()
D. T/T	()
E. D/P	()
F. L/C	()
G. EMP	()
H. FPA	()
I. B/L	()
J. ICC	()

1. 货交承运人
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7,5,1,10,9,2,3,8,4,6

A. “INCOTERMS”	(5)
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1. 运费、保险费付至

B. CFR	(10)	2. 承兑交单
C. CIP	(1)	3. 银行保证书
D. D/D	(8)	4. 预计到港时间
E. D/A	(2)	5. 国际贸易术语解释通则
F. L/G	(3)	6. 海运提单
G. ETA	(4)	7. 中国人民保险海洋运输 货物保险条款
H. WPA	(9)	8. 票汇
I. B/L	(6)	9. 水渍险
J. CIC	(J)	10. 成本加运费

Answers:

7,5,1,10,9,2,3,8,4,6

7,5,1,10,9,2,3,8,4,6

5, 10, 1, 8, 2, 3, 4, 9, 6, 7

Business terms translation

- | | |
|--|--------------------------|
| 1. Chamber of commerce ____商会____
(价) | 2. Quotation _____报盘 |
| 3. Counter-offer ____还盘_____
海关发票__ | 4. Customs invoice _____ |
| 5. Open account terms _____赊账方式 | 6. Certificate of origin |

__原产地证明书__

7. Import quotas system ____进口配额制

8. Bill of exchange

____汇票__

9. Promissory note ____本票____

10. Confirmed L/C ____

保兑信用证__

1. Quantity Discount ____数量折扣

2. Proforma Invoice ____

形式发票__

3. Non-Tariff Barriers ____非关税壁垒

4. Sales Contract ____销

售合同____

5. Documentary Bill ____跟单汇票__

6. Sight Draft ____

即期汇票____

7. Irrevocable L/C __不可撤销信用证

8. On Board B/L __已装

船提单____

9. More or Less Clause _ __溢短装条款

10. Insurance Policy

____保险单__

1. Cash Discount __现金折扣____

2. Commercial Invoice ____

商业发票__

3. Import Licence System __进口许可证__

4. Sales Confirmation _销

售确认书__

5. Commercial Draft ____商业汇票

6. Time Draft

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