附件 **3**：参考样题（线上知识竞赛模块）

**Part** **I.** **Match** **the** **terms** **with** **the** **definitions** **given** **below**.（ **10%**）

Acceptance

Irrevocable letter of credit

Confirmed L/C

Revocable letter of credit

Sight draft

Commercial bill of exchange Shipping agent

Time draft

Governmental guarantee

Drawee

1. \_\_\_\_\_\_\_\_ is a letter of credit that cannot be canceled or changed with the consent of all parties involved.

2. \_\_\_\_\_\_\_\_ is a commercial bill of exchange calling for payment to be made at some time after delivery.

3. \_\_\_\_\_\_\_\_ is a person or party who is to receive a draft.

4. \_\_\_\_\_\_\_\_ is a letter of credit that can be changed by any of the parties involved.

5. \_\_\_\_\_\_\_\_ is a commercial bill of exchange that requires payment to be made as soon as it is presented to the party obligated to pay.

6. \_\_\_\_\_\_\_\_ is a letter of credit to which a bank in the exporter's country adds its guarantee ofpayment.

7. \_\_\_\_\_\_\_\_ is an instrument of payment in international business that instructs the importer to forward payment to the exporter.

8. \_\_\_\_\_\_\_\_ is an agreement of the government to be responsible for the fulfillment of someone else’s promise.

9. \_\_\_\_\_\_\_\_ is a ship owner’s representative whose job is to find the ships to

carry.

10.\_\_\_\_\_\_\_\_ is a statement made by other conduct of the offerees indicating unconditional consent to an offer.

**Part** **II.** **Put** **T** **for** **true** **or** **F** **for** **false** **in** **the** **brackets** **at** **the** **end** **of** **each** **statement.**（**10%**）

1. If the Issuing Bank appoints the Bank of China as its Advising Bank of L/C, then the Issuing Bank may ask the Bank ofAsia to advise amendments to the L/C. （ ）

2. According to UCP600, if documents are in correspondence with L/C’s stipulations, discrepancies between the documents themselves are allowed. （ ）

3. A Certificate of Origin can be used only to prove the time when the export commodities were produced.

（ ）

4. When dealing in international trade (exporting and importing), a businessman has to face a variety of conditions which differ from those to which he has grown accustomed in the domestic trade.

（ ）

5. Price terms are mainly applied to determining the prices of commodities in international trade.

（ ）

6. If you have signed a contract with a Japanese buyer on the basis of FOBST, you must be responsible for stowing and trimming the goods at your own expense. （ ）

7. When there are optional ports in the contract, the goods may be unloaded at any one of the ports at the shipping company's disposal.

（ ）

8. B/L is a transport contract in which the shipping company promises to transport the goods received to the destination.

（ ）

9. Under FOB, the seller must give the buyer prompt shipping advice as the goods are shipped on board the vessel.

（ ）

10. On CIP terms, the seller must pay the freight rate and insurance premium as well as bear all the risks until the goods have arrived at the destination.

（ ）

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**Part** **III.** **Choose** **the** **best** **answer** **(only** **one)** **to** **complete** **the** **following** **statement.**（**10%**）

1. Before shipment, the buyers generally send their \_\_\_\_\_\_\_\_ to the sellers, informing them of the packing and marking, mode of transportation, etc.

A. shipping documents

B. shipping requirements

C. shipping advice

D. shipping marks

2. International trade pricing method which is often used in our country is

\_\_\_\_\_\_\_\_ .

A. pending price

B. provisional price

C. price set after

D. a fixed price

3. The international chamber of commerce, in order to adapt to the new development of international trade, has set two new terms in Incoterms 2010, including \_\_\_\_\_\_\_\_.

A. FOB&CIP

B. CFR&DAT

C. DAP&DAT

D. CIF&DDP

4. The total cost of a goods for export is RMB 55 000, foreign exchange net income after export is $10 000, if the Bank of China’s foreign exchange rate is $100 against 650 yuan, the export profit and loss rate is \_\_\_\_\_\_\_\_.

A. 18.2% B. 33.7% C. 45.9% D. 36.7%

5. In general case, CIF shall take more \_\_\_\_\_\_\_\_ into consideration than the FOB price.

A. foreign freight, domestic expenses

B. abroad freight, insurance premium

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C. abroad costs, domestic expenses

D. abroad insurance premium and net profit

6. We are very anxious to know when you can definitely \_\_\_\_\_\_\_\_ shipment.

A. affect B. effect C. carry D. load

7. We regret to say that your price is not \_\_\_\_\_\_\_\_ the current world market.

A. on a level with

B. at a level with

C. in a level with

D. in level with

8. The goods are urgently needed, we \_\_\_\_\_\_\_\_ hope you will deliver them immediately.

A. in the case

B. therefore

C. so

D. in level with

9. \_\_\_\_\_\_\_\_ any change in the date of delivery, please let us know in advance.

A. There should be

B. Should there be

C. There would be

D. Would there be

10. If direct steamer is not available for the transportation, \_\_\_\_\_\_\_\_.

A. the goods will not be shipped

B. partial shipment should be allowed

C. the goods have to be separated

D. the goods have to be transshipped

11. A facility in fund arrangement for buyers or sellers is referred to \_\_\_.

A. Trade finance B. sales contract C. letter of credit D. collection

12. \_\_\_ is the reason why international trade first began.

A. Uneven distribution ofresource

C. Economic benefits

B. Patterns of demand

D. comparative advantage

13. To the importer, the fastest and safest method of settlement is \_\_\_.

A. letter of credit B. cash in advance C. open account D. banker’s draft

14. Some provisions of the contract are: “$1, 000 per metric ton CIF Singapore”, the price should be\_\_\_.

A. price set after B. provisional price C. fixed price D. to be determined

15. The price which is according to the date of bill of lading or the average price for the month of shipment is \_\_\_.

A. price before shipment

C. price after shipment destination

B. price upon shipment

D. price upon the goods at the port of

16. We trust you will look \_\_\_\_the matter without delay upon receiving the substantiating data concerning the damage.

A. on B. upon C. in D. into

17. Please charge all the expense incurred \_\_\_\_our account.

A. on B. to C. for D. of

18. Since the purchase is made \_\_\_\_\_\_\_\_\_ the FOB basis, you are to ship the goods to Liverpool by a steamer to be designated\_\_\_\_\_\_\_\_\_ us.

A. on, by B. for, for C. on, for D. For, to

19. \_\_\_\_\_the goods were examined by a public surveyor upon arrival at your port, we cannot but accept your claims as tendered.

A. If B. Despite C. Though D. Since

20. The packing list is one of the documents \_\_\_\_\_\_must be included with goods

shipped, stating the type and the number of items on board.

A. / B. that C. whose D. what

**Part** **IV.** **Choose** **one** **or** **more** **than** **one** **suitable** **answers** **to** **complete** **the** **following** **statement.** （**10%**）

1. Under the indirect pricing method, the amount of foreign currency decreases, indicating \_\_\_\_\_\_\_\_.

A. the local currency will remain unchanged

B. the local currency will depreciate

C. the foreign exchange rate will rise

D. local currency exchange rate rises

2. Which of the following indicators can reflect the direction of international trade geography \_\_\_\_\_\_\_\_.

A. proportion of a country’s exports in the world’s total exports

B. proportion of a country’s imports in the world’s total imports

C. the manufactured goods exports accounted for the proportion of world exports

D. countries imports of manufactured goods accounted for the proportion of total imports of the world

3. Based on a deal on CFR terms, the total cost of the export factors includes

\_\_\_\_\_\_\_\_ .

A. purchase cost

B. domestic expenses

C. export tax

D. import tax

4. If a deal is done with CIFC 3% terms, export exchange net income should deduct the price of \_\_\_\_\_\_\_\_.

A. purchase cost

B. freight

C. insurance premium

D. commission

5. Parties of collection include

\_\_\_\_\_\_\_\_ .

\_\_\_\_\_\_\_\_ .

A. the principal

B. the entrust bank

C. the collecting bank

D. the payer

6. The word method to describe quality includes \_\_\_\_\_\_\_\_.

A. sale by specification standard

B. sale by brand trademark

C. sale by the name of origin

D. sale by specification and design

7. The classification of e-commerce is

A. business to business-commerce (B2B)

B. business to consumer-commerce (B2C)

C. business to administration (B2A)

D. consumer-to-administration (C2A)

8. Regulation method for Usance draft payment is \_\_\_\_\_\_\_\_.

A. payable at sight B. several days after sight

C. pay several days after draw D. pay several days from date ofB/L

9. Natural condition is the foundation of international division of production and the development, the conditions include \_\_\_\_\_\_\_\_.

A. land area

B. geographical geological conditions

C. climate condition

D. natural resources

10. CIPC3% usually involve abroad costs \_\_\_\_\_\_\_\_.

A. the overseas freight

B. foreign insurance premium

C. commission

D. bank fees

**Part** **V.** **Reading**（**30%**）

**Task** **A**

**Directions:** **Choose** **the** **best** **answer** **from** **A,** **B,** **C,** **D** **to** **fill** **in** **the** **blanks** **in** **the** **following** **passage.** （**10%**）

The value of the planner’s responsibility cannot be 1 . Richard P. (“Rick”) Werth, CPP, former president of Event & Meeting Security Systems, uses a worksheet to 2 the importance of providing 3 insurance and security from the outset. All too often, these basic risk management components are overlooked, added as an 4 or 5 too expensive to include in the event 6 . Showing the “bottom line” of what is at risk helps put the situation in 7 for senior managers who base decisions on quantifiable input. In addition to the actual cost of an event’s 8 components, the value of all the “human capital” must be considered. What would it cost the company or organization to locate, recruit, and train employees to 9 those lost in a disaster? How much business might be lost if the skill and experience of upper management attendees had to be replaced suddenly? When presented in this quantitative framework, the costs and benefits of adding the necessary funds to provide adequate risk management are obvious. Whether special insurance, security, 10 both, the incremental cost usually comes out to no more than 1

or 2 percent of the overall budget—well worth the proactive investment.

1. A. understated B. understood C. underestimated D.

undergone

2. A. explain

3. A. adequate supplementary

4. A. afterthought

5. A. accused

6. A. expense

7. A. point

8. A. logistic

9. A. substitute

B. demonstrate

B. enough

B. afterclap

B. charged

B. cost

B. perspective

B. logic

B. refurnish

C. argue

C. complete

C. aftereffect

C. blamed

C. input

C. highlight

C. logo

C. replenish

D. support

.

D

D. aftermath

D. deemed

D. budget

D. place

D. log

D. replace

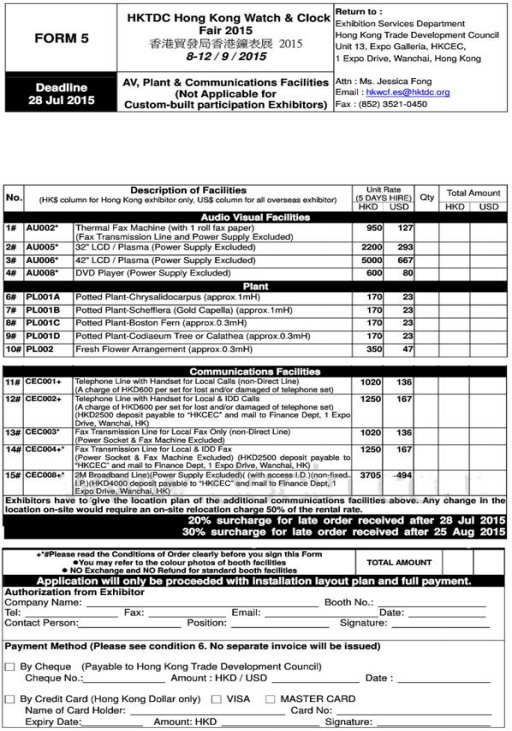
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10. A. and B. or C. hence D. in

**Tast** **B** （**10%**）

**Directions:** **Read** **the** **form** **about** **the** **facilities** **available** **at** **HKTDC** **Hong** **Kong** **Watch** **&** **Clock** **Fair** **2015** **and** **their** **prices,** **and** **answer** **the** **following** **questions.**

HKTDC Hong Kong Watch & Clock Fair Services



1. How many days did this fair last?

A. 3 B. 5 C. 8 D. 12

2. What was the unit rate (5 days hire) for 32 〞LCD /plasma (power supply excluded) in HKD?

A. 950 B. 5000 C. 600 D. 2200

3. What was the unit rate (5 days hire) for fresh flower arrangement (approx. 0.3mH) in USD?

A. 47 B. 170 C. 350 D. 23

4. Which of the following was NOT included in communications facilities provided?

A. telephone line

C. fax transmission line

B. laptop computer

D. 2M broadband line

5. Which of the following was NOT a payment method applicable?

A. cheque B. Visa C. UnionPay D. Mastercard

**Task** **C**

**Directions:** **Read** **the** **following** **passage** **on** **the** **importance** **of** **evaluating** **customers** **before** **making** **product** **presentations** **first,** **and** **then** **make** **judgments** **on** **the** **following** **statements.** （**10%**）

**Find** **out** **What** **the** **Customer** **Needs** **Before** **Presenting** **the** **Product**

We all know the expression “You only get one chance to make a first impression” . It holds true when it comes to presenting your product to your customer. For starters, the last thing you want to do when a customer walks into your office is to present the first product that pops into your head.

Before you present a product to your customer, you must first find out exactly what your customer wants and needs.

The first thing you do is to introduce yourself to your customer. Offer him a seat and make him feel as comfortable as possible. Get to know your customer, talk about non-business subjects. This will take some of the pressure off both of you and make it easier to talk to each other. Once you believe that you and your customer both feel comfortable with each other, begin to evaluate your

customer’s needs.

Start by asking questions to find out his reasons for coming to see you. Find out what products he currently has and uses and how much he pays for them. Find out all you can about the company he obtained his products from, and what he thought of the customer service of the company.

It is important to know these things for comparison.

Once you have evaluated your customer, have had a pretty good idea of what his needs are and have got ready to present the products you have, you can be sure that your products satisfy his needs.

But before making your presentation, be sure that you are prepared. Have all the materials you need to make your presentation a solid one at your fingertips. Such materials would include brochures and literature which you not only give to your customer, but also go over with your customer. Unfold the brochure in front of him as you discuss the product. Literature will be a good resource for reference in case you are hit with a question you can’t answer.

The point that I am trying to make is: Present to your customer a product you believe they will need. Your presentation should be based on the information that you have gathered from your customer during your session.

You could be the greatest presenter of products in the world, but if you are presenting products that customers don’t need, you’ll never sell a thing, so be sure to evaluate your customers before you start presenting your products.

**Directions:** **Write** **T** **for** **true** **and** **F** **for** **false.**

1. As a salesperson, when a customer walks into your office, you may immediately present the product you are proud of.

（ ）

2. There’s no need to first introduce yourself to your customer before presenting

your products.

（ ）

3. As a salesperson, you shall never talk about non-business subjects. （ ）

4. A successful salesperson evaluates his customers because he enjoys doing so.

（ ）

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5. The greatest presenter of products in the world can sell whatever products he presents to his customers without first figuring out what they need.

（ ）

**Part** **VI** **Documentation** （**15%**）

**Directions:** **Fill** **in** **the** **contract** **form** **in** **English** **with** **the** **particulars** **given** **in** **the** **following** **letters** **or** **telexes.**

(1) Incoming letter

Vancouver, July 25, 2009

LI DU TEXTILE IMP&EXP CORP.

Beijing, China

Re: COTTON BATH TOWELS

Dear Sirs,

A customer of our firm, who is one of the biggest importers in Canada, is in the market for the subject commodity. We would therefore ask you to make us an offer as soon as possible.

When offering, please quote your lowest prices on the basis of CFR Vancouver including our commission of 3% with indication of colors, assortments, method of packing and any additional information you consider necessary. We shall appreciate it if you will arrange for shipment to be made as early as possible by direct steamer for Vancouver.

We are looking forward to receiving your offer.

Yours faithfully,

VANCOUVER TRADING CO. LTD

(2) Outgoing Letter

Beijing, August 2, 2009

VANCOUVER TRADING CO. LTD

Vancouver, Canada

Dear Sirs,

Thank you for your letter ofJuly 25 inquiring for COTTON BATH TOWELS.

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We are glad to send you under separate cover our quotation sheet No. AC-8115 for your reference. Sample cuttings of each design have been dispatched today by air parcel. We expect our quotation will reach you in due time and assure you of

our best and prompt attention to your requirements at any time.

Your early reply will be highly appreciated.

Yours faithfully,

LI DU TEXTILE IMP&EXP CORP.

(3) Incoming Telex

RE: COTTON BATH TOWELS

TKS FR UR LTR AUG 2 AS WELL AS SMPL CUTTINGS OF THE SUBJECT

GDS. ON EXAMG UR SMPLS, OUR CSTMRS HV FND INTRST IN ART NO.

G3030 N WISH TO PLACE TL ORDER FR 1000 DZ IN WHILE N YELLOW

COLOR EQUALLY ASSORTED FR SHIPMT OCT/NOV. AS USUAL, OUR

SIGHT IRRE-LC WL B OPND IN UR FAVOR 30 DAYS BFR SHPMT TIME. RGDS

(4) Outgoing Letter

VANCOUVER TRADING CO. LTD

Vancouver, Canada

Dear Sirs,

Thank you for your order of August 10 for 1000 dozens COTTON BATH

TOWELS.

We are now making you the following offer, subject to your confirmation reaching us not later than August 20, 1000 dozens of Art. G3030 COTTON BATH TOWELS (details as per your telex ofAugust October).

Please not that, there is no direct steamer available for Vancouver in October, we find it only possible to ship the goods with transshipment at Hong Kong. The goods are to be packed in cartons each containing 5/10 dozen at Buyers’ option.

We look forward to your early acceptance.

Yours faithfully,

LI DU TEXTILE IMP&EXP CORP.

(5) Incoming Telex

TK U FR UR LTR AUG 11 OFR 1000 DZ COTTON BATH TOWELS ACEPTED. V R NOW ARRANGING WITH OUR BK FR RELEVANT LC. AS TO PACKG, V PREFER CTNS CONTAINING 5 DZ. PLS SEND CONTRACT ASAP.

**SALES** **CONTRACT**

Contract No. 09- 110

Sellers:

Buyers:

This Sales Contract is made by and between the Sellers and the Buyers whereby the Sellers agree to sell and the Buyers agree to buy the under mentioned goods according to the terms and conditions stipulated below:

Commodity:

Specification:

Quantity:

Unit price:

Total Value:

Packing:

Shipping Mark:

Insurance:

Port of shipment:

Port of Destination:

Time of Shipment:

Terms ofPayment:

Done and signed in Beijing on this 20th day ofAugust 2009.

**VII.** **Writing.** （**15%**）

**Directions:** **Write** **a** **reply** **to** **the** **following** **counter** **offers.**

**F** **&** **A**

**Telephone** **Supplies** **Co.,** **Ltd.**

**128** **Taiyoun** **Road,** **Kuala** **Lumpur,** **Malaysia**

**Tel:** **0060** **3** **25678821** **Fax:** **00603** **25679900** **e-mail:** **fcy@fatele.com**

**March** **20,** **2015**

**Shanghai** **Jinyuan** **Import** **&** **Export** **Co.,** **Ltd.**

**224** **East** **Jinling** **Road**

**Shanghai,** **China**

Dear Mr. Zhao,

Thank you for your letter dated March 10, 2015 and attached quotation of your telephone.

After careful examining and comparison with other brands of similar products, such as CLEAR, SNOIRE, and YOSHOYA, we found that that your price is higher than the average in the market. In order to allow us a better competing position, we shall be grateful ifyou could reduce your price by 5%.

We are looking forward to hearing from you soon.

Yours sincerely,

F&A Telephone Supplies Co., Ltd.

Fung Cho Yuet

试根据上述来函及信后要求，拟写还盘函。

要求： （1） 若对方订单超过 10000 美元，可给予减免 2%的优惠。

（2） 强调本公司电话机的特点，如铃声可以调节，数字不是印刷的 而是刻制的，外壳材料经特殊处理经久耐摔。