

国际贸易实务
(英文版) (第四版)
练习参考答案

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练习参考答案

I . Case Study.

YES. Please refer to the first paragraph in the text.

II . Term translation.

流动性过剩	excess liquidity
自给自足	self-sufficient
经济资源	economic resources
直接投资	direct investment
国际收支	balance of payments
商品交换	commodity exchange
出口退税	export tax rebate
倾销	dumping
出口型经济增长	export-driven economic growth
东道国	host country
贸易差额	balance of trade
贸易顺差/贸易逆差	favorable/unfavorable balance of trade
欧盟	European Union
国际收支顺差/国际收支逆差	favorable/unfavorable balance of payments
有形贸易	visible trade

无形贸易	invisible trade
货物贸易	trade in goods
服务贸易	trade in services

III. Graph writing: describe the following paragraph within 100 words.

The chart above shows the U. S. imports from China, U. S. exports to China and the trade balance. The U. S. has a negative trade balance with China, and it has been growing. During the period from 1997 to 2003, imports from China increased 200% while exports to China increased 100%, indicating that the trade deficit was growing. There had already been a sizable trade balance deficit with China in 1997, totalling \$ 50 billion at the end of the year, but amounting up to \$ 125 billion in 2003.

IV. Fill in the blanks with proper English terms.

1. Export goods are tangible goods sent out of countries.
2. Trade in services are international earnings other than those derived from the exporting and importing of tangible goods.
3. Import goods are tangible goods brought in.
4. International trade is all business transactions that involve two or more countries.
5. FDI is one that gives the investor a controlling interest in a foreign company.
6. Investment is used primarily as financial means for a company to earn more money on its money with relative safety.

V. Discussions.

1. International trade, is the fair and deliberate exchange of goods and/or services across national boundaries. It concerns trade operations of both import and export and includes the purchase and sale of both visible and invisible goods.
2. In today's complex economic world, neither individuals nor nations are self-sufficient. Nations participate in the international trade for many reasons. As to the economic reasons, no nation has all of the economic resources (land, labor and capital) that it needs to develop its economy and culture, and no country enjoys a particular item sufficient enough to meet its needs. As for the preference reasons, international trade takes place because of innovation of style. Besides, every nation can specialize in a certain field and enjoy a comparative advantage in some particular area in terms of trade so that it needs to

do business with each other to make use of resources more efficiently and effectively.

3. In measuring the effectiveness of global trade, nations carefully follow two key indicators, namely, balance of trade and balance of payments.
4. FDI, the abbreviation form Foreign Direct Investment, means buying of permanent property and business in foreign nations. It occurs when acquisition of equity interest in a foreign company is made. The great significance of FDI for China might be that; FDI solve the problem of capital shortage for China so that China may spend the money on importing advanced equipment and technologies for its infrastructure, national supporting industry, key projects, etc.



Chapter 2

International Trade Policy

国际贸易政策

练习参考答案

I . Term translation.

关税壁垒	tariff barriers
非关税壁垒	non-tariff barriers
从量税	specific duties
配额	quota
保护性关税	protective tariff
市场失灵	market failure
幼稚产业	infant industry
许可证制度	licensing system
财政关税	revenue tariff
政府采购	government procurement
贸易保护主义	trade protectionism
从价税	Ad valorem Duties
最低限价	floor price
本地采购规则	“buy local” rules
增加内需	raise domestic demand
domestic content	国内含量
red-tape barriers	进口环节壁垒
export subsidies	出口补贴

binding quota	绑定配额
absolute quotas	绝对配额
VER	自愿出口限制
tariff-rate quotas	关税配额
zero quota	零配额
“buy local” rules	本地采购原则

II. Translate the following sentences into Chinese.

1. 保护主义是指蓄意使用或鼓励进口限制，以此使本国相对效率低的产品能成功地和外国产品竞争。
2. 一旦俄罗斯人将其持有的锡矿股票投放于国际市场之中，那么该市场中金属的价格会跌破最低限价。
3. 保护性关税指对进口产品征收的关税，旨在让它们相比起本国商品更贵，从而使得本国商品具有价格优势。
4. 关税的种类包括从价税，从量税，可变税与复合税。在美国，只对进口商品征收关税。关税抬高了进口货物的价格，从而使得它们在进口国商品市场竞争优势下降。继关税及贸易总协定七个回合主要关于降低税价的贸易协定之后，关税所起的保护作用日趋下降。

III. Complete the following sentences.

1. Tariff is a duty collected by customs of a government on imports and/or exports.
2. A revenue tariff can be some of the incomes of a government, but it must betaken under control.
3. To export goods at an unreasonably low price is taken as dumping which might be fought against by government of the importing country.
4. A tariff may be assessed on a per unit basis, in which case it is known as a specific duty. It also may be assessed as a percentage of the value of the item, in which case it is known as an ad valorem duty.
5. Import tariffs primarily serve as a means of raising the price of the import goods so that competitively produced domestic goods will gain a relative price advantage.



Chapter 3

Trade Bloc and Trade Block 贸易集团与贸易封锁

练习参考答案

I. Write the full names for the following short forms.

APEC	Asia-Pacific Economic Co-operation
FTAAP	Free Trade Agreement of Asia and the Pacific
EU	European Union
NAFTA	North American Free Trade Agreement
MERCOSUR	Mercado Comun del Cono Sur/ Southern Common Market
ASEAN	Association of Southeast Asian Nations
EFTA	European Free Trade Area
AFTA	ASEAN Free Trade Area
PTAs	Preferential Trade Agreements

II. Term translation.

trade bloc	贸易集团
trade block	贸易禁运/封锁
open regionalism	开放式区域主义
free trade area	自由贸易区
customs union	关税联盟
common market	共同市场
economic union	经济联盟

trade embargoes	贸易禁运
boycotts	抵制
歧视性关税	discriminatory tariffs
经济制裁	economic sanction
贸易弹性	trade elasticity
双边贸易协定	bilateral trade agreements
多边贸易协定	multilateral trade agreements
最惠国	most-favored nation



练习参考答案

I. Write out the full names for the following abbreviations.

GATT	General Agreement on Tariffs and Trade
HOD	Heads of Delegations
TRIPS	Trade-Related Aspects of Intellectual Property Rights
GATS	General Agreement on Trade in Services
TRIMs	Trade Related Investment Measures
MFN	Most Favored Nations

II. Term translation.

施惠国	Patronage nations
受惠国	Favored nations
缔约国	Contracting Parties
市场准入	market access
透明度	transparency
紧急进口措施	Urgent Importing Measures
争端解决机制	dispute settlement mechanism
可持续发展	sustainable development
特许经营	franchise

III. Translate the following sentences into English.

1. Until now WTO has already had 150 members and its trade volume covers 90% of the total trade volume in the whole world.
2. Topmost of WTO is the Ministerial Conference which has to meet at least once every two years. Under the Ministerial Conference is the General Council that has to meet at Geneva regularly.
3. The WTO Secretariat, which offices only in Geneva, Switzerland, has around 550 regular staff and is headed by a Director-General. Since decisions are made by Members only, the Secretariat has no decision-making powers as the other international institutions.
4. The Secretariat provides some form of legal assistance in the dispute settlement process and advises governments wishing to become members of the WTO.



Chapter 5

International Trade Terms 国际贸易术语

练习参考答案

I . Term translations.

装运港	loading port
卸货费	unloading costs
投保	insure, buy insurance for/against
清关	clear the goods
船上交货	delivered on board the vessel
多式联运	multimodal transport
内陆水运	inland waterway
象征性交货	symbolic delivery
VAT	增值税
string sales	连串销售
procure the goods already so delivered	设法获取已装船货物
place the goods at the disposal of the buyer	将货物交给买方的处置之下

II . Judge whether the following price terms are correct or not. If not, make corrections.

1. Correct.
2. Incorrect. To be corrected as: pound 200 per carton CFR Wellington (or any other named place such as Christchurch, Auckland) , New Zealand
3. Correct.

4. Incorrect. To be corrected as: FF580 per dozen DAT Terminal 2, Beijing Airport, Beijing, China
5. Correct.

III. Please complete the following sentences.

1. Under CFR, buyer should effect insurance.
2. Under CIF Ex-Ship's Hold, buyer should pay the discharge charges.
3. Under CIF, the insured amount should be US \$ 22 000 if the contracted price is US \$ 20 000.
4. Under CIP, seller has to procure insurance against the buyer's risk of loss of or damage to the goods during the carriage.
5. The FAS term requires the seller to clear the goods for export.
6. The DPU terms requires the seller delivers the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port of place of destination.
7. Under DDP, the seller must pay the costs of customs duties as well as all duties, taxes and other official charges payable upon exportation and importation of the goods.
8. Under DAP the seller fulfills his obligation as the goods are placed at the disposal of the buyer on the arriving means of transport at the named place of destination, ready for unloading.

IV. Translate the following sentences into Chinese.

1. 该报价为 FOB 的价格并含 5% 的佣金。
2. 在 CPT、CIP 项下，“承运人”指在货物运输合同中承诺通过铁路、公路、航空、海运、内河水运或多式运输等方式完成货物运输的人。
3. 在 FCA 项下，交货地的选择对货物的装船与卸载责任有影响。如果交货地基于卖方，卖方有装载责任。如果交货地在其他地方，卖方对卸载没有责任。
4. 在 FOB 项下，卖方必须在约定的日期或期限内，在指定的装运港，按照该港习惯方式，将货物交至买方指定的船只上。买方必须自货物在指定的装运港装上船起承担货物灭失或损坏的一切风险。

V. Give answers to the questions listed below for each of the terms of delivery. Write “Yes(Y)” or “No(N)” in the box. Question one is completed as an example shown.

Questions	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
1. Do the terms of delivery include production costs and profits?	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
2. Is export packing included?	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
3. Does the quoted price include transport to docks or airport in home country of export?	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
4. Does the exporter pay marine insurance in the contract?	N	N	N	N	N	Y	N	Y	N	N	N
5. Is the exporter responsible for all charges up to final destination?	N	N	N	N	Y	Y	Y	Y	Y	Y	Y
6. Does the exporter have to pay charges of shipping documents?	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
7. Does the shipper pay ocean freight charges?	N	N	N	N	Y	Y	Y	Y	Y	Y	Y

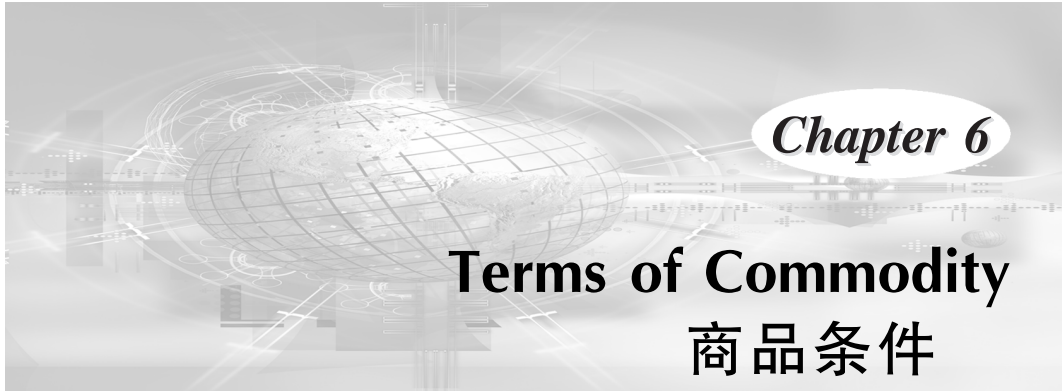
VI. Choices.

A. Single Choice :

1. c; 2. d; 3. a; 4. c; 5. c; 6. c; 7. d; 8. b; 9. c

B. Multiple Choices :

1. a; 2. ab; 3. abcdf; 4. abc; 5. abcdefg



练习参考答案

I. Give the Chinese equivalents and explain the following terms in simple English.

- | | |
|--------------------------------------|-----------------|
| 1. Sales by Seller's/Buyer's Sample | 凭卖方样品买卖/凭买方样品买卖 |
| 2. Reference/Duplicate Sample | 基准样品/副样 |
| 3. Quality Tolerance | 品质公差 |
| 4. Counter Sample | 对等样品 |
| 5. More or Less Clauses | 溢短装条款 |
| 6. Neutral Packing | 中性包装 |
| 7. Customs Formality | 报关手续 |
| 8. Inspection Certificate of Quality | 质量检验证书 |
| 9. FDA | 食品及药物管理局 |
| 10. Marking of Goods | 货物标记 |

II. Term translation.

- | | |
|---------|--------------------|
| 1. 毛重 | gross weight |
| 2. 理论重量 | theoretical weight |
| 3. 净重 | net weight |
| 4. 约定皮重 | computed tare |
| 5. 公量 | conditioned weight |
| 6. 单位重量 | unit weight |

7. 含水量	water capacity
8. 习惯皮重	customary tare
9. 法定重量	legal weight
10. 实际皮重	actual tare
11. 从价税	ad valorem duty
12. 平均皮重	average tare
13. 货样不符	goods not equal to the sample
14. 副产品	by-product
15. 国家质量监督检验检疫总局	General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China

III. Please match two columns given below to determine which method is best suited for a certain commodity.

(B) mineral ore	A. sample
(C) ordinary garments	B. manual
(D) fish	C. F. A. Q
(E) <i>Haier</i> washing machines	D. G. M. Q
(G) medical apparatus	E. famous brand
(A) wheat	F. specification
(H) calligraphic works	G. inspection
(F) power plant generator	H. drawing or diagram

IV. Translate the following sentences into English.

- The quality and price of commodities should be taken into consideration in choosing the packing material and package designing.
- A topper, matched with the superior-grade packing, speaks itself for its high quality and preciousness.
- It will extremely increase the cost of the goods to pack the medium-low quality with the high quality material, and therefore, influence its sale.
- It will effect its marketing of the goods to doggedly strive for thrift in a way to pack the superior quality with the low quality material.
- We should take not only the quality and appearance of the goods into consideration, but

also the customers' taste and preference.

6. We must improve the quality of the export goods so as to strengthen its competitiveness in the international market.



Chapter 7

International Cargo Transport

国际货物运输

练习参考答案

I . Term translation.

油轮	Oil tanker
定程租船	Voyage Charter
滚装船	Ro/Ro vessel
定期租船	Time Charter
载驳轮	LASH(Light Aboard Ship)
光船租船	Bare Boat Charter(BBC)
船期表	sailing schedule
租船合同	charter contract
滞期费	demurrage charge
班轮运价表	liner freight rate schedule
速遣费	dispatch money
选卸附加费	optional additional
直航附加费	direct additional
转船附加费	transshipment surcharge
港口拥挤附加费	Port Congestion Surcharge
运输代理	transportation agent
包裹	package
拼箱货	LCL(Less than container load)

结汇	settlement
整箱货	FCL (Full container load)
空运单	Air waybill
集装箱货运站	container yard
装运通知	shipping notice
处置权	right of disposal
partial shipment/transshipment	分批装船/转运
bill of lading	提单
clean B/L	清洁提单
order B/L	指示提单
combined transport B/L	联合运输提单
blank B/L	空白提单
straight B/L	记名提单
through B/L	联运提单
liner B/L	班轮提单
ante-dated B/L	倒签提单
advanced B/L	预借提单
consignment note	陆运或铁路运输通知
blank endorsement	空白背书
IATA	国际航空运输协会
combined transport documents	多式联运单据
FCL/LCL	整箱交/拆箱接

II. Judge whether the following statements are true or false.

1. ✓
2. ✓
3. × delay → advance
4. × accepted → unaccepted
5. ✓
6. × 把“or without”去掉

III. Translate the following sentences into Chinese.

1. 海运提单上列出了承运人和托运人之间的权利和义务。

2. 班轮公司通常把航海时间表登载在报纸上或者分发给托运人。
3. 在多式联运提单上，卸货港应该是提单许可的中转码头。
4. 集装箱收费是多种多样的。例如附加费，总费率的确是基本费率加上附加费率。
5. 集装箱的好处在于：方便处理货物，减少盗窃，减少暴露，节约装船成本。

IV. Translate the following sentences into English.

1. Transport documents which appear on their face to indicate that shipment has been made on the same means of conveyance and for the same journey, provided they indicate the same destination, will not be regarded as covering partial shipment, even if the transport documents indicate different dates of shipment and/or different ports of loading, places of taking in charge, or dispatch.
2. Clean transport document is one which bears no clause or notation which expressly declares a defective condition of the goods and/or the packaging.
3. Neither the carrier nor the shipper shall be responsible in any event for loss or damage to, or in connection with, goods if the nature or value thereof has been knowingly misstated by the shipper in the Bill of lading.
4. Where the performance of the carriage or part thereof has been entrusted to an actual carrier, whether or not in pursuance of a liberty under the contract of carriage by sea to do so, the carrier nevertheless remains responsible for the entire carriage. The carrier is responsible, in relation to the carriage performed by the actual carrier, for the acts and omissions of the actual carrier and of his servants and agents acting within the scope of their employment.



练习参考答案

I. Term translation.

投保人	insured
共同海损	general average
投保金额	insured amount
外来风险	extraneous risks
保险单	insurance policy
推定全损	constructive average
海上风险	marine risks
施救费用	salvage charges
救助费用	sue and labor expenses
意外事故	misfortune
承保人	insurer
单独海损	particular average
保险费	insurance premium
航空运输货物战争险	air transportation war risk
陆运险	land transportation risks
陆运一切险	land transportation all risks
估损费用	risk estimation charges
航空运输一切险	air transportation all risks

ocean marine insurance	海运保险
war risks	战争险
basic risks coverage	基本险种
insured amount	投保金额
T. P. N. D	偷盗、失窃、提货不着险
taint of order	窜味险
overland transportation insurance	陆上运输保险
parcel post insurance	邮寄包裹保险
free from particular average	平安险
additional risks coverage	附加险别
fresh water and/or rain damage	淡水雨淋险
with particular average	水渍险

II. Decide whether the following statements are true or false.

1. ✓
2. ✓
3. ✓
4. × Special additional coverage such as war risk, strikes and so on must be taken out together with FPA, WPA. (and all risks)
5. × In essence, open policy is (not) the same as the insurance certificate.
6. ✓
7. ✓
8. × *Three*(two) types of risks are covered by ocean marine insurance, namely the perils of sea, the extraneous risks (去掉 *and the force majeure*).
9. × Ocean marine insurance covers two types of losses, *partial loss and total loss* →perils of sea and extraneous risks

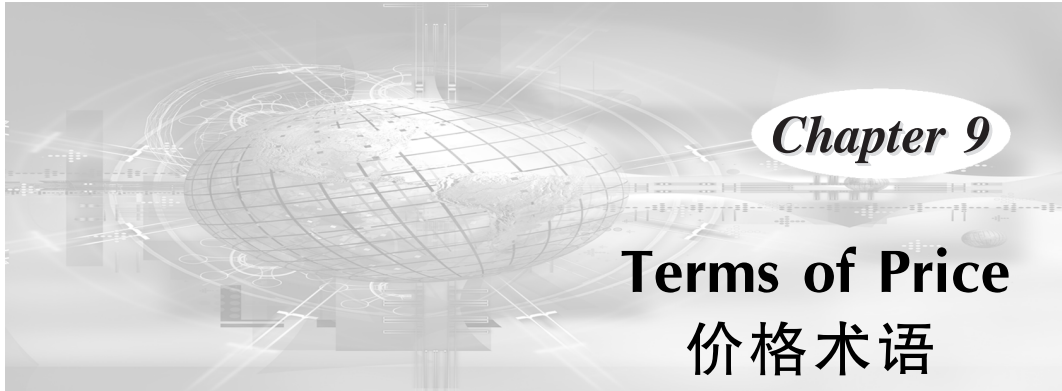
III. Translate the following sentences into English.

1. Exposed to many risks in the process of transporting and loading and unloading, export goods face the possibility of loss.
2. Supposed that the goods is put on deck instead of in the cabin where it should be according to the clause stipulated in the insurance contract, insurer has the right to be against any possible claims lodged by the insured.

3. Cabin coverage includes the risk of falling into ocean only, and excludes the risks of fresh water, rain and soak.
4. Export credit insurance is a kind of credit insurances.
5. The insured should deliver the goods to the carrier by the agreed way before the maturity of insurance.
6. Initial value assurance is settled by the seller normally, whereas increased value assurance is bought by the buyer.
7. If the insured cannot get the whole or partial payment due to the commercial credit or political risks, the insurer should pay the indemnity.
8. Marine insurance policy is the part of the Bill of Lading. Insurer is the marine insurance company.

IV. Translate the following sentences into Chinese.

1. 从广义上来讲, 海运保险的可保风险应包括货物在海上运输中可能的损失和损坏。
2. 战争条款是保单中的一项条款, 用以保因战争引起损失的风险。
3. 保险应包括水渍险, 偷窃、提货不着险和战争险。保险金额为成本、保险加运费价的 110%。如果发生赔付, 赔付地为纽约, 赔付款以美元计价。
4. 仓至仓保险所承保的风险包括从货物因运输目的而离开仓库起, 经运输正常中转, 以及到达最终目的地仓库为止, 或者到期日前 15 天(或者 30 天, 如果目的地在港口范围之外), 以先到日期为准。
5. 如果保险人所投保的风险发生以至产生实际损失, 托运人应该向保险人出示单证以取得赔偿。



练习参考答案

I . Term translation.

cost structure	成本构成
cost of production	生产成本
profit margin	边际利润
selling cost	销售成本
target costing	目标成本
everyday low pricing (EDLP)	每日低价
total fixed cost	总固定成本
variable cost	变动成本
skimming price strategy	撇脂定价战略
penetration strategy	渗透定价战略
floating exchange risk	浮动汇率风险
以成本为基础的定价法	pricing based on cost
损益两平定价法	break-even pricing
边际成本定价法	Marginal cost pricing
损益两平点	break-even point
计价货币	money of account
支付货币	money of payment
硬通货	hard currency

软通货	soft currency
汇率	exchange rate
佣金/折扣	commission/discount
价款调整	price adjustment
期货/现货市场	futures/spot market

II. Calculations.

- $$\text{CIF2 Net Price} = 30 \times (1 - 2\%) = 29.4$$

$$\text{CIF5 Net Price} = 30 \times (1 - 5\%) = 28.5$$
 - $$30 \times 98\% = P \times 95\%$$

$$P = 30.95$$
- $$\text{Total Export Cost} = 1600 (1 + 17\%) = 1872$$

$$\text{Net Foreign Revenues from Export Sales} = 500 - 50 - 7 = 443$$

$$\text{Exchange Cost} = 1872 / 443 = 2.998$$

III. Find out names of currencies and today's exchange rate against the US dollar from one of the newspapers or webs.

Country	Currency
Britain	GBP pound
Japan	JPY Japanese Yen
France	FRF French Franc
Australia	AUP Australian dollar
China	CNY RMB Yuan
Myanmar	BUK Burmese Kyat
Singapore	SGD Singapore dollar
New Zealand	NZD New Zealand dollar
Thailand	THP Thai Baht
Malaysia	MYR Malaysian dollar
Nepal	NPR Nepalese Rupee
India	INR India Rupee
Indonesia	IDR Indonesian Rupiah
Swiss	CHF Swiss Franc
Philippines	PHP Philippine Peso
Italy	ITL Italian Lira



Chapter 10

International Payment and Settlement 国际支付和结算

练习参考答案

I . Term translation.

信用状况	credit standard
远期信用证	time L/C, usance L/C
通知银行	advising bank
信用证有效期	the maturity of L/C
交付运单	delivery of B/L
支付保障条款	confirmation of credit
支付结算	payment and settlement
申请人与受益人	applicant and beneficiary
国际保理	international factoring

II . Give the Chinese equivalents to the following English terms and match their definitions given.

irrevocable letter of credit	不可撤销信用证
confirmed L/C	保兑信用证
revocable letter of credit	可撤销信用证
sight draft	即期汇票
commercial bill of exchange	商业汇票
time draft	远期汇票

governmental guarantee
drawee

政府保函
付款人

1. Irrevocable L/C is a letter of credit that cannot be canceled or changed with the consent of all parties involved.
2. Time draft is a commercial bill of exchange calling for payment to be made at some time after delivery.
3. Drawee is a person or party who is to receive a draft.
4. Revocable letter of credit is a letter of credit that can be changed by any of the parties involved.
5. Sight draft 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. Confirmed L/C is a letter of credit to which a bank in the exporter's country adds its guarantee of payment.
7. Commercial bill of exchange is an instrument of payment in international business that instructs the importer to forward payment to the exporter.
8. Governmental guarantee is an agreement of the government to be responsible for the fulfillment of someone else's promise.

III. Translate the following paragraph into Chinese.

L/C 的全称是跟单信用证或单证信用证。

信用证是银行开出的支付承诺。一旦供应商/出口商/销售者达到信用证条款要求, 银行将替买方/进口者支付预定金额。信用证更正式的名称是单证信用证, 因为银行处理的是单证而非实物。

既然其正式名称为单证信用证, 信用证上所列的条款都涉及在指定时间内出示指定单证。不同的信用证中买方所要求的单证是不同的, 但至少会包括一张发票和一张提单。其他的单证包括: 原产地证明、领事发票、保险单证、检验单以及其他单证。

IV. Translate the following sentences into English.

1. In documentary collection, the remitting banks acting as the intermedium, delivers documents of the remitter to the collecting bank and accept payment from the collecting bank.
2. It is always unacceptable if the delivery time of B/L is too short.
3. Exporter should present the documents listed in the L/C to the negotiating bank for payment.

4. Letter of credit includes two basic categories: revocable and irrevocable. The latter one is then classified into two types: confirmed and unconfirmed.
5. Some special Ls/C include: standby L/C, recycled L/C, red-cross L/C, negotiable L/C, back to back L/C etc.
6. All kinds of Ls/C have advantages and disadvantages to buyers and sellers. And the more risks which banks take for confirmation of payment the more they will charge for such services.

V. Workplace.

Promissory Note

Issued in Beijing the 2nd day of July, 2003

On the 2nd day of July, 2006 fixed.

We promise to pay against this Promissory Note to the order of Bank of Oslo, Oslo, Norway the sum of USD 676 000 (say Six Hundred and Seventy Six Thousand only). Payable in Oslo, Norway.

For Bank of China

Signature



Chapter 11

Claims, Force Majeure and Arbitration 索赔，不可抗力与仲裁

练习参考答案

I. Term translation.

索赔	claims
不可抗力	force majeure
仲裁条款	arbitration clause
仲裁员	arbitrator
做出裁决	issue an award
提出仲裁申请	submit dispute to arbitration
国际商会	International Chamber of Commerce
美国仲裁协会	American Arbitration Association
听证	hear a case
中国国际经济贸易仲裁委员会	China International Economic & Trade Arbitration Commission
首席仲裁员	presiding arbitrator

II. Complete the following dialogues.

1. A: Very glad to see you again, Mr. Kevin.

B: Very glad to see you too, Mr. Wang. I come here to investigate the reimburse affair of the televisions under your contract No.2003TV09.

(我来这里调查一下有关贵方 2003TV09 号合同项下电视机索赔一事。)

2. A: I'm sorry to say that I can't believe that the damage would be so serious because our inspection carried out prior to loading showed no problem at all.
- B: But we invited the Guangzhou CIB to inspect the goods once they were delivered. The certificate noted that the goods were damaged during the carriage. Here you are .
(当货物抵达时,我们请广州商品检验局对货物进行了检验。检验证书说明货物是在运输途中受损的。这里是检验证明书,你可以看看。)
3. A: The goods we received are not what we ordered, which made us suffer a heavy loss. So we have to lodge a claim with you.
- B: It's a result caused by the mistake of the goods mark. We have to express our apology and will reimburse you.
(因货号有误,让你方收到错货。对此我们深表歉意,并且接受你方索赔。)
4. A: Your shipment of our Order No.329 has found short weight by 1 200kg or so, for which we must file a claim amounting to \$ 860 plus inspection fee.
- B: It's our duty to reimburse you reasonably but not the number quoted by you. Because we cannot assure that your loss has been so much. Please reconsider.
(我方准备给你方以合理的赔偿,但不是你方所提出的配额。因为我们看不出有任何理由说明损失有那么多,请你再考虑此事。)

III. Workplace: write two letters with the following particulars.

1. Complain letter

July 27, 2007

Dear Sirs,

We regret to advise you of the delay of the shipment.

The goods arrived at the port on July 26, 2004, three months later than the dead date specified in the contract. As you known, nobody will buy such kind of mooncakes after moon festival. So, the delay of the shipment due to your fault has caused us big losses, since we would have to sell the cakes at very low price.

Would you please check the delivery date of the goods and a compensation is quite appreciated. Please contact us as soon as possible.

Faithfully yours,
Joy Qin

2. Reply letter

July 27 , 2007

Dear Madam ,

We apologize for the delay delivery of the goods and for the troubles your company has been caused.

The shipment has been mishandled by the agency when it arrived the destination port. Would you please sell the goods on a reasonable price and provide us with the sales evidence? We surely will compensate any loss caused by the delay.

Faithfully yours ,
Jenny Qin



Chapter 12

Launching a Profitable Transaction 开展可获利的贸易

练习参考答案

I. Term translation.

target market	目标市场
market research	市场调研
potential partner	潜在合作伙伴
ICC	国际商会
qualified negotiators	合格的谈判队伍
team spirit	团队精神
commercial negotiation	商业谈判
negotiation brief	谈判纪要
negotiation team	谈判团队
conclude a negotiation	终结谈判
credit reference	信用参照
business range	业务范围
face-to-face negotiation	面对面谈判
annual sales volume	年度销售额
trade show	贸易展销会

II. Translate the following sentences into Chinese.

1. 市场营销主要是一个能发掘消费者的期望与需求的过程，继而向他们提供符合或超过

他们期望的产品及服务。

2. 市场营销的精髓在于发现并满足需求。
3. 市场营销的 4P 组合是：产品、价格、渠道和促销。
4. 市场营销调研旨在分析市场机会和挑战，找到决策所需的可用信息。
5. 有很多原因致使人们愿意承担企业家风险。



练习参考答案

I. Term translation.

还盘	counter-offer
询盘	inquiry
受盘人	offeree
发盘人	offeror
发盘	offer
可撤销的	revocable
虚盘	offer without engagement
实盘	offer with engagement
一般交易条件	common practice in international trade
失效	invalid
撤回	revoke
市场经济地位	market economy status

II. Give a special English term to each of the following definitions.

1. An overseas importer is a country to which an exporter intends to export his commodities.
2. Quota is a limit on the quantitative amount of a product allowed to export out of a country in a year.
3. A negotiating brief is an attitude toward setting small issues before deciding on principles.

4. An offer is the price given by a trader who is willing to buy or sell commodities at that price.
5. Counter-offer is a process usually made by the buyer of asking the seller about the terms of a sale.
6. Business negotiation is the process in which the seller and the buyer discuss about the trade terms in order to reach an agreement about the sales of goods.
7. Promotional communication includes a series of activities by a company for making its new products generally known and well liked, usually by participating in the export commodity fairs, distributing catalogs, booklets, and samples among his potential customers, etc.

III. Judge whether each of the following is or intends to make an offer, an invitation to make an offer, a counter-offer, or an acceptance. Translate 1, 2, 3 into Chinese.

1.

尊敬的先生：

感谢您 4 月 5 日的来信，信中你们详细描述了 MH-to 产品。现在我们看到了样品，如果贵方能确保在 9 月 15 日以前发货，我们打算下试订单。

附件里的订单是严格按照这个条件写的。如果交货延期，我们保留取消订单或拒收货物的权利。在获悉贵方接受后，我们将立即开出信用证。

您真诚的，
迈克·托尼

2.

尊敬的先生：

我们随附了一张关于各类杂货的订单。这个订单并不特别紧急，因此保证在三个月之内发货即可。我们希望贵方于发货前仔细检查质量。

在提供的文件注释中，我们提供了一份大致的价格限度。虽然这些价格仅供你们作为参考，但是在任何情况下我们都不愿意超过这个限度。如果我们的订单已经完成，请立即通知我们并且寄送发货单过来。

您真诚的，
乔治·福丁
进口部经理

3.

尊敬的先生：

感谢贵方 7 月 8 日的报价与样品。

虽然你们的样品非常令人满意，但是我们感觉价格对我们的目标市场而言显得过高。并且，我们现在还有几家法国厂商也提供了同样的产品，但是他们的价格比贵方价格低 15%~20%。

我们还是希望能与贵方签订单，所以希望你们能够提供一个更优惠的发盘。我们的订单总价值大约 80 万美元，因此你们将发现稍作让步是值得的。

您真诚的，
凯西·霍德
经理



练习参考答案

I. Term translation.

出口程序	exporting procedures
出口许可	exporting license
计价货币	payment of account
订舱	book the shipping space or ship
审单	check documents
报关	customs declaration
提货	taking delivery
备货	cargo readiness
制单结汇	document examination and payment

II. Sentence completion with the words and phrases given below.

1. Most of the import transactions in that country are under FOB term.
2. After signing a contract, the importer should open L/C to fit the sales contract term.
3. Under FCA, the importer is responsible for shipment.
4. After receiving the exporter's notification of cargo readiness, the importer should book shipping space or ship.
5. Under CFR, the importer should ask the exporter to advise the shipment in time so that the goods can be covered by insurance without delay.

6. After shipment, the exporter will present to the negotiating bank the relevant documents to get payment.
7. Under documentary collection, the importer himself should examine the documents presented by the exporter to confirm if they meet the requirements of the sales contract.
8. The import inspection is always taken to confirm if the goods are in conformity with the terms stipulated in the sale contract. Should any problem occurs, the importer need to make claims against the relevant party immediately.
9. Documentation should be completed by the exporter with absolute accuracy and clarity.
10. After receiving the shipping order from the carrier, the exporter may start to ensure the loading of the goods. The exporter should supervise the loading process, and get B/L from the carrier.

III. Complete the following sentences.

1. In performing the export contract, the exporter should at least do three things.
They are :
 - a. the exporter should start to ensure the readiness of the export goods.
 - b. Necessary documents like application form, copy of contract and L/C should be presented to the inspection bureau.
 - c. After receiving the L/C, the exporter must check the L/C against the sales contract.
2. The seller should make an L/C analysis to make the relevant clauses of the L/C known to required copies should be made of the L/C analysis.
3. The consignment packing notice is given to carrier which will then produce the shipping order.
4. In the preparation of export goods, the goods should be packed in the way as is required by importer.
5. The buyer might not be able to open the L/C because of the financial difficulties. In this case, the seller might arrange insurance before he claims against the buyer.
6. It is acceptable if the time of loading given in the L/C is shorter than that given in the sales contract.



练习参考答案

I . Term translation.

importing procedures	进口程序
import license system	进口许可制度
returned goods relief	退转商品减免
product liability	产品责任
ATA CARNET	暂准进口证
inward/ outward processing	进出口加工

II . Complete the following sentences with appropriate words or phrases.

1. Enquiry is an indispensable procedure in international business transactions taken by an overseas buyer to a seller, inquiring upon the terms of a sale.
2. In order to avoid the problems resulting from direct importing such as great time consumption and difficulty to find the right overseas supplier, the importer could adopt the solution of importing indirectly, which means to use a third-party company to handle the importation process.
3. Under DEQ, the buyer is required to clear the goods for import in Incoterms 2000, which is a reversal from previous Incoterms versions.
4. Goods like tobacco or alcohol products are subject to excise duty.
5. For imports of goods that were previously exported but have not been processed overseas,

the importers could be able to claim Returned Goods Relief.

6. If the importer tends to place regular orders with an overseas supplier, he could be able to protect himself against foreign exchange risk for longer by agreeing a fixed price contract, or arranging medium-term foreign exchange protection.



练习参考答案

I. Term translation.

原产地证书	certification of origin
领事发票	consular invoice
海关发票	customs invoice
外汇许可证	foreign exchange license
形式发票	pro forma invoice
商业发票	commercial invoice
国际汇款申请单	application for international transfer
跟单信用证申请表	application for documentary letter of credit
海运提单	bill of lading
多式联运提单	multi-transportation B/L
托运单	consignment note
到货通知	arrival notification

II. Complete the following sentences with appropriate words and phrases.

1. Bill of lading gives the holder of the document ownership of the goods mentioned on it.
2. Certificate of origin is prepared for the Customs authorities who need to know from which country the goods have originated.
3. When a sale of goods has been agreed, the seller draws up and signs a sales contract,

- which is then passed to the buyer for acceptance by signing across it.
4. Documentary letter of credit is also a kind of bill of exchange, but there are various foreign documents “attached”.
 5. In the collection method of payment for goods, the exporter uses the banking system to send the importer a collection order to get paid.

III. Translate the following sentences into English.

1. Differing from domestic trade, international trade is more difficult and requires many special documents.
2. The bearer of the origin of B/L has the legal ownership of the goods specified in B/L. There're three copies of B/L, one is to the captain, one is to the consignee and the third one is to the consignor.
3. Exporting invoice is the same as what used in domestic trade, excepting that it's attached with the mark of packing, the series number and the name of the vessel.
4. Once the sale is confirmed, the seller will make and sign a draft which will be transferred to the buyer later for his confirmation and signature.
5. After the full payment or the acceptance of the relevant invoices is made, the importer can get the B/L. By presenting the B/L, he can carry away the import goods. The process above is conducted by the exporters' and the importers' banks usually.
6. The importer will require his bank open an L/C to the noticing bank or the agent bank in the exporter's countries.

IV. Translate the following sentences into Chinese.

1. 银行必须合理小心地审核信用证上规定的一切单据，以便确定这些单据是否表面与信用证条款相符合。
2. 开证行、保兑行(如有)，或代其行事的指定银行，应有各自合理的审单时间——不得超过从其收到单据的翌日算起的7个银行工作日，以便决定是接受或拒绝接受单据，并相应地通知寄单方。
3. 除非信用证另有相反规定，否则银行将接受由保险公司或承保人或他们的代理人预签的保险证明或预保单项下的保险声明。
4. 在托收项下，未经银行事先同意，货物不得以银行的地址直接发送给该银行，或者以该银行作为收货人或以该银行为抬头人。



Chapter 17

Agency, Distribution and Consignment 代理、分销与寄售

练习参考答案

I. Term translation.

代理	agency
经销	distribution
寄售	consignment
一般经销商	non-exclusive distributor
独家经销商	sole distributor
中间人	intermediary
保付代理	factoring
直接贸易	direct trade
间接贸易	indirect trade
存货	stock-in-trade
forwarding agents	运输商
clearing agents	清算代理
retail price	零售价
ultimate customers	最终客户
consignor	寄件人
consignee	收件人
gross proceeds	总货价收入
to sell goods on discount	折扣销售

working capital	运营资本
conform to all rules	遵守所有条款
consignment note	托运单

II. Complete the following sentences with appropriate words and phrases.

1. Wholesaling and retailing are part of the marketing system which provides channels of distribution that are used to bring goods to overseas markets.
2. A direct channel moves goods from the manufacturer or producer to the consumer.
3. Export and import agents work on behalf of other businesses and receive a commission as a percentage of the sales or purchases which they handle.
4. Unlike agents, distributors buy goods from the principals on their own account and take title to them and resell them to their customers in their territory.
5. Sole distributor is the only distributor in a territory.
6. Under consignment, the agent sends the goods to a foreign consignee who will sell the goods for the exporter according to the agreed terms.

III. Translate the following sentences into English.

1. Export and import wholesalers do businesses for themselves, and make profits from their dealings. Export companies are looking for oversea customers for themselves, while import companies are looking for domestic customers.
2. Import agents represent other companies to operate businesses. Export agents make arrangements for transportation and insurance of the exporting goods, and make sure that all the documents are complete and ready. Import agents make arrangement for all the importing goods of the import companies.
3. Transportation agents are also called cargo transportation companies. They make arrangements for the transportation of importing goods, include preparing the documents, arranging the transportation and insurance.
4. Generally speaking, wholesalers deal in products that are to be resold by retailers to consumers. A direct channel moves goods from the manufacturer or producer to the consumer.
5. Shipping broker specializes in arranging shipping space for goods to be exported.



练习参考答案

I . Term translation.

交钥匙工程	turn-key plant-engineering
工程设计	designs of plant-engineering
总价合同	total price contract
单价合同	unit price contract
邀标	invitation to bid
基价	base price limit on bid
递标	submission of tenders
保函	a letter of performance guarantee
开标	bid opening
议标	evaluation of tender
tender	标书
bid document	竞标文本
initial design	初始设计
construction design	结构设计
know-how	专有技术
initial operation	初始运作
main contractor	主承包商
subconstracor	分包商

II. Complete the following sentences with appropriate words and phrases.

1. Employer means the person named as such in the conditions of contract and of subcontract and the legal successors in title to, or assignees of, such person.
2. Contractor means the person named as such in the conditions of contract and of subcontract and the legal successors in title to, or assignees of, such person, but not any assignee of such person.
3. Engineer means the person appointed by the employer to act as Engineer for the purposes of the Main contract and named as such in the conditions of subcontract.
4. Main Contract means the contract entered into between the Employer and the contractor.
5. Letter of Acceptance means the formal acceptance by the Employer of the contractor's offer.
6. Bill of Quantities means the priced and completed bill of quantities forming part of the contractor's offer.
7. Tender means the contractor's priced offer to the employer for the works, as accepted by the Letter of Acceptance.

III. Translate the following sentences into English.

1. Contract price refers to the sum specified in the contract that the employer should pay to the contractor for the engineering design, operation, fulfillment and making-up to any flawness.
2. Operation documents refer to a set of files provided by contractor, such as design pictures, computer programs, calculating books, samples, models, figures, operation and repairment manuals, etc.
3. The plant-engineering refers to permanent works and temporary works, or any one of them in different cases.
4. The documents enclosed in one contract are inter-explanation. If any mix-up or misunderstandings are raised, the representative of employer will send letter to the contractor to clarify it. The preference range of files is as follows: contract / bidding agreement / requirements of employ/ bidding /...
5. The contractors shouldn't be required by the employers or their representatives of the secret issues listed in the appendixes of the tenders.
6. The employer should give the contractors the authority to conduct geology surveys and do field investigation. Such promission is not exclusive.

IV. Study and translate the Performance Security Form.

履约保函

TO: xxx (购买者名称)

(供应商名称), 以下称为供应商, 在xx合同下, 以下称合同, 日期 20xx年xx月xx日, 承担供应xx货物。

兹按照您的合同条款, 供应商应提供知名银行提供的指定金额的保函, 作为其履约责任的担保。

我行同意向供应商提供担保。在此, 我行确认我行作为担保者, 代表供应商向贵方提供xx元的担保。如果供应商出现履约瑕疵, 我行将根据你出示的信函支付贵方指定金额(以不担保总金额为限), 不需任何理由或原因。

到期日: xxxxx

担保行(签章)



练习参考答案

I. Term translation.

counter trade	对等贸易
compensation trade	补偿贸易
counter purchase	回购
switch trade	转手贸易
offset	抵偿贸易
swap	互换
barter	物物交易
reverse countertrade	反向对等贸易
infrastructure	基础设施
clearing agreements	清算协定
buyback	回购、产品返销
parallel trade	对购、平行贸易

II. Complete the following sentences with appropriate words and phrases.

1. Countertrade is a fundamental and simple term that includes all of the variations of the exchange of goods for goods.
2. The common reason for counter trade are; to create new export markets or promote export products; to acquire new technology or attract foreign investment; to balance trade for

economic or political reason.

3. In counter purchase, the value of counter goods does not have to equal that of the export.
4. Switch involves at least three parties, or even four or five parties. It is closely linked with the bilateral clearing agreements, a kind of basis for barter transactions between governments.
5. Offset means that the exporter agrees to use goods and services from the buyer's country in the product being sold. Offset may be direct or indirect, depending on whether the goods and services are integral parts of the product.

III. Translate the following paragraph into English.

International countertrade serves as a sales condition. It means that the supplier promises to compensate or benefit the purchasers by undertaking some special business activities in the form of contract. While the manner in which the transaction is structured and the assets exchanged may vary in different compensatory transactions—such as barter, buyback, counter-purchase and offset—the distinctive feature of these arrangements is the mandatory performance element that is either required by the importer or is made necessary by competitive considerations.



练习参考答案

I . Term translation.

CBOT (Chicago Board of Trade)

CME (Chicago Mercantile Exchange)

NYME (New York Mercantile Exchange)

London Metal Exchange

Tokyo Stock Exchange

Singapore International Monetary Exchange

Clearing houses

Hong Kong Commodity Exchange

margin system

variation margin

floor traders

期货市场

期货合同

冲抵

期货交易所

远期合同

初始保证金

套期保值

芝加哥期货交易所

芝加哥商品交易所

纽约商品交易所

伦敦钢铁交易所

东京证券交易所

新加坡国际金融交易所

清算中心

香港商品交易所

保证金系统

价格变动保证金

场内交易人

futures market

futures contract

hedging

futures exchange

forward contract

original margin

hedging

投机者	speculator
买入套期保值	long hedging
卖出套期保值	short hedging
头寸	position
现价/期价	present value/future value

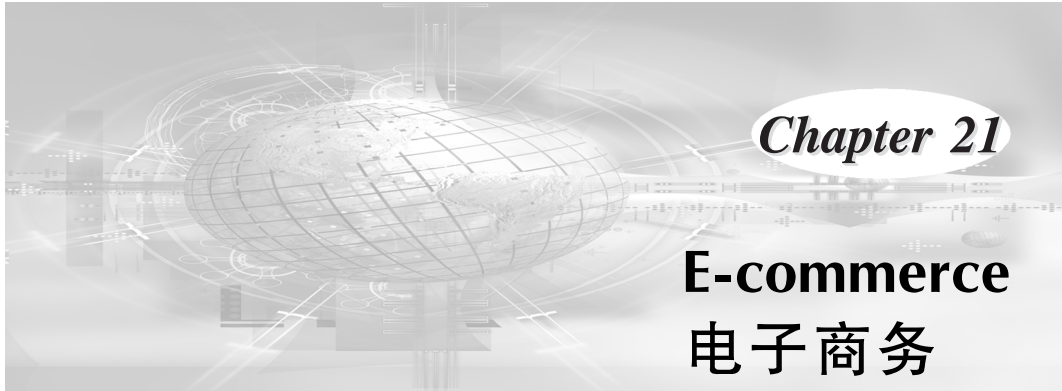
II. Complete the following sentences with appropriate words and phrases.

1. Futures trading originated from forward contracts.
2. Future markets are centralized, regulated markets where an actual commodity is not physically traded; instead, futures contracts are bought and sold.
3. Future prices are quote for delivering a designated quality and quantity of goods to a specific place and time.
4. Hedging is the practice of offsetting the price risk inherent in any cash market position by buying or selling futures contracts.
5. Hedgers use futures to protect their businesses from negative price changes that could negatively impact the bottom-line profitability of their businesses.
6. A future exchange is usually a membership organization whose purpose is to facilitate the trading of futures contract.

III. Translate the following paragraphs into Chinese.

期货交易提供的第二个经济功能就是价格风险管理，也称套头。套头可以使任何人都得利，包括那些生产，掌握，或是处理任何在期货交易所上交易的农产品的农民，电梯操作员，商人，生产者，出口商或是加工商。

对冲的过程可分两个步骤。基于操盘手所在现金市场的具体情况，操盘手以第一决策人的身份直接购买或者售出期货。即而，在此之后的一个时间，操盘手以第二决策人身份进行相反的交易。对冲的建仓和闭仓交易的商品，其数量和交货日期必须都相同。



练习参考答案

I. Explain the following terms in English.

Internet	因特网
e-commerce	电子商务
dot-com company	网络公司
transaction costs	交易费用
database	数据库
cyberspace	网络空间
intermediary	中间人
cyber-payment	网上支付
B2B	企业间交易

II. Translate the following sentences into Chinese.

1. B2C 电子商务的主要内容是指在互联网上的零售商品销售——有时也被称作电子零售业务。
2. 如同互联网在消费市场上所起的革命性作用一样，商务市场已发生了更具革命性的变化。商务市场的主要行为是一家公司向另一公司销售货物并提供服务，如 IBM 向一家地方银行提供咨询服务。
3. 中介公司是指那些帮助在生产商和消费者之间转移货物和服务的公司(如批发商和零售商)。它们制造产品并转售给批发商，再由批发商转售给零售商，最终由零售商将这些产品销售给消费者。