

2019 年 4 月高等教育自学考试全国统一命题考试

外贸函电

(课程代码: 00094)

注意事项:

1. 本试卷分为两部分, 第一部分为选择题, 第二部分为非选择题。
2. 应考者必须按试题顺序在答题卡(纸)指定位置上作答, 答在试卷上无效。
3. 涂写部分、画图部分必须使用 2B 铅笔, 书写部分必须使用黑色字迹签字笔。

第一部分 选择题

一、单项选择题: 本大题共 20 小题, 每小题 1 分, 共 20 分。

在每小题列出的四个备选项中只有一个是符合题目要求的, 请将其选出并将答题卡(纸)的相应代码涂黑。错涂、多涂或未涂均无分。

1. We cannot make any offer as the goods are _____.
A. without stock B. no stock C. out of stock D. not in stock
2. Please make us your best possible firm offer on CIF New York basis, _____ terms of payment and the earliest date of shipment.
A. which was stating B. stating C. states D. stated
3. You _____ for all the samples if they are not returned to us within 90 days.
A. will invoice B. will be invoiced C. invoice D. invoiced
4. The buyer suggests that many large orders _____ follow.
A. will B. may be C. would D. would be
5. I am sure we can work out a _____ arrangement to handle the repairs.
A. satisfied B. satisfy C. satisfying D. satisfactory
6. The time of waiting for payment agreed upon by both sides is the period of _____.
A. shipment B. letter of credit C. draft D. credit
7. Enclosed is a copy of our credit terms _____ how your account will be billed each month.
A. speculating B. specifying C. simulating D. specializing
8. _____ the terms of payment as stipulated in the contract, please establish a letter of credit in our favor.
A. In fact B. As a matter of fact
C. In contrast with D. In accordance with
9. We invite your attention to the fact _____ the L/C covering your order No. 123 has not reached us in spite of our repeat requests.
A. that B. what C. where D. how

10. As soon as the goods are dispatched, please send us full details of the shipment _____ us to arrange for the insurance here.
A. that enabled B. that enable C. so as to enable D. thus enabled
11. Mr. Bill Browning, your import manager, wrote us last week that our price was _____ and asked us to secure supplies.
A. acceptable B. managerial C. impossible D. unfortunate
12. We appreciate the promptness with _____ you supplied the financial statement we requested.
A. whom B. that C. which D. what
13. We believe this is a matter for you to take _____ with the shipping company or the insurers.
The responsibility rests with either of the parties concerned.
A. in B. on C. over D. up
14. Your claim for the damage is to be _____ with the insurance company.
A. meet B. filed C. satisfied D. compensated
15. _____ our Monday conversation regarding the defective mowers, we will be returning 15 units next Monday.
A. Confirmed B. Confirming C. Having confirmed D. We confirm
16. Damage to the goods in transit is covered under this warranty. _____, this warranty does not cover damage due to external causes, including abuse, misuse, and failure to perform required prevention maintenance.
A. In addition B. Otherwise C. What's more D. However
17. But for their assistance, our corporation would not have made such a great progress _____.
A. soon than what had expect
B. soon than what was expected
C. sooner than what was
D. sooner than what had been expected
18. After receiving our request for payment extension, our supplier agreed to draw a new bill _____ us, with interest of 5% added for extension.
A. at B. with C. to D. on
19. When submitting our quotation, we suggested that the relevant L/C _____ as early as possible.
A. be established B. establishes
C. is established D. would be established
20. Consequently we find no _____ to compensate for the loss you claimed for.
A. land B. ground C. place D. position

第二部分 非选择题

二、填空题:本大题共 25 空,每空 1 分,共 25 分。

请将答案填写在答题卡(纸)相应的位置上。

21. When looking _____, we are happy to see we have come a long way and finally succeeded _____ securing the transaction.
22. I don't think I can cut our price by 10% as you required. I suggest that we _____ each other half way.
23. The goods you intend to order are not available for the time being, so we recommend Art. DTP-54 as an excellent _____.
24. The buyer suggested D/A as the terms of payment, but the seller was unwilling to _____ any exception.
25. We appreciate the support you gave us in the past and would be most grateful if you could agree _____ 50% by L/C and 50% by D/P _____ sight.
26. The letter we received yesterday is an inquiry _____ discounts.
27. Our _____ for 30 000 tons of corn is valid for 10 days.
28. Our distributor asked us for credit _____ the extent of \$ 100 000 for a period _____ three months.
29. We prefer efficient and big ports as _____ and discharging ports although we may have to pay dispatch money.
30. We shall appreciate your quoting us your most competitive _____ on a CIF New York basis for the following.
31. If the price is reasonable, we will _____ our order immediately.
32. We sincerely appreciate your confidence _____ our products.
33. We will see to _____ that the L/C is opened within the stipulated time.
34. The 800 bicycles _____ Contract No. 268 have been ready for shipment for a long time, but we have not yet received your covering L/C up _____ now.
35. We lodged a claim _____ Smith Co. _____ the poor quality of the goods shipped by s. s. "Blue Sea".
36. We will allow you a 10% _____ if you purchase 5000 dozens or more.
37. Your quoted price is out of _____ with the prevailing market level. We feel confident that our suggestion of 3% off your present one is workable.
38. It's our _____ practice to require payment by sight letter of credit.