

. Translate the following words and expressions from English into Chinese. (本大题共 10 小题,每小题 1 分, 共 10 分)

. marine insurance

. differential treatment

. signatory

. cornerstone”.

. entrepreneur

. shareholders

. insurer

. leverage

. transshipment

. breach

. Translate the following words and expressions from Chinese into English. (本大题共 10 小题, 每小题 1 分, 共 10 分)

. 世界银行集团

. 对销贸易

. 东道国

. 面值

. 综合险

. 人口计划

. 殖民地

. 代理

. 往来行

. 有形贸易

III. Match the words and expressions on the left with the explanations on the right. (本大题 共 10 小题, 每小题 1 分, 共 10 分)

21. export earnings	a. easily to go bad
22. perishable	b. something that is put in business operation
23. expertise	c. a practical advantage given to one over others
24. specific duty	d. a person who carries on insurance as a business
25. tap	e. duties levied on the basis of quantity, weight, size etc. of
26. input	the goods
27. pooling	f. a combination of funds formed for common advantage
28. preference	g. the theory of the system of developing home industries
29. protectionism	through duties and other means imposed on competitive
30. underwriter	imports h. expert skill or knowledge i. to take what is needed from, to exploit j. money earned on the sales of goods to other countries

. **Make brief explanations of the following terms or give the full name of the abbreviation in English.** (本大题共 5 小题,每小题 2 分, 共 10 分)

. hyperinflation

. securities

. beneficiary

. clean credit

. IFC

V • Answer the following questions in English. (本大题共 4 小题,每小题 5 分, 共 20 分)

. What may happen if a contracting party fails to fulfill his obligations?

. What is a commercial invoice?

. What is an international turnkey project?

. How do you understand FDI?

. **Translate the following into Chinese.** (本大题共 2 小题,第 40 小题 7 分, 第 41 小题 8 分, 共 15 分)

. Various methods of payment have been developed to cope with different situations in international trade. When the political and economic situation in the importing country makes payment uncertain or when the

buyer's credit standing is dubious, the exporter may prefer cash in advance or partial cash in advance.

Members of a free trade area remove barriers to the flow of goods and services among themselves while each member still adopts its own policy as regards to trade with outsiders. In other words different members may have different tariff rates or quota restrictions. Consequently, nonmember countries may take advantage of this situation and try to enter the market of the area from the member country with the lowest barrier.

- **Translate the following into English.** (本大题共 5 小题,每小题 5 分,共 25 分)

- 进口商可以通过可转让的运输单据将货物在运输途中卖给新的买方。
- 尽管中国取得了很大的成就,但仍然面临来自于农业、银行业和保险业的巨大挑战。
- 国际股票交易所提供了一种途径,使人们的存款能够为那些需要资金的人所利用。
- 随着制造业和技术的发展,出现了另一个刺激贸易的因素,即国际专业化。
- 在特定条件下,高利率可以吸引短期国际资金,使本国货币汇率上升。

绝密★启用前

2022 年 4 月高等教育自学考试全国统一命题考试

国际商务英语试题答案及评分参考

(课程代码 05844)

I. Translate the following words and expressions from English into Chinese. (本大题共 10 小题,每小题 1 分,共 10 分)

1. 海上保险 / 海损保险
2. 区别对待 / 差别待遇
3. 签字人 / 签字国
4. 基石
5. 企业家 / 业主
6. 股东 / 持股人
7. 承保人
8. 杠杆作用
9. 转船
10. 违反 / 不履行

【评分标准】译文正确或基本正确得 1 分,否则不得分。

II. Translate the following words and expressions from Chinese into English. (本大题共 10 小题,每小题 1 分,共 10 分)

11. World Bank Group
12. counter trade
13. host country
14. face value
15. all risks
16. population-planning
17. colony
18. agency
19. correspondent bank
20. visible trade

【评分标准】译文正确或基本正确得 1 分,否则不得分。

III. Match the words and expressions on the left with the explanations on the right. (本大题共 10 小题,每小题 1 分,共 10 分)

- | | | | | |
|-------|-------|-------|-------|-------|
| 21. j | 22. a | 23. h | 24. e | 25. i |
| 26. b | 27. f | 28. c | 29. g | 30. d |

【评分标准】信息匹配正确得 1 分,否则不得分。