

第八屆貿易經營師認證考試

「國際貿易英文」試題本

※請先確認您的准考證、答案本與座位標籤是否一致無誤。
請於作答前詳讀並遵守下列注意事項！

— 作答注意事項 —

考試時間：

* 自 13:00 到 15:00，共 120 分鐘。

題型題數：

* 共計四大題，總分合計為 100 分。

* 採雙面印刷，共 4 頁。

注意事項：

- * 應考人須持准考證及貼有照片之身分證件入場應試。未攜帶准考證者，應申請補發後應試。未攜帶身分證件者，須於考試完畢後至試務中心辦理身分確認。
- * 限用黑色或藍色原子筆或鋼筆作答，作答請書寫端正整潔以利評分，並請勿在答案本上作任何與答題無關之註記，違者本科不予計分。
- * 非應試用品尤其是英文電子辭典一律置於教室前後方地板上；各式電子器材(行動電話、平板電腦與個人電腦等)務必關機且關閉鬧鈴或去除電池。電話鈴或鬧鈴響者扣本科五分，電話震動者扣本科二分。
- * 考試開始三十分鐘內不得離場，違者本科不予計分。
- * 本試題不得以任何理由攜帶出場，違者本科不予計分。
- * 考試進行中，應考人欲提前繳卷，應將試題本及答案本繳交予監試人員點收後方能離場。一經離場，概不得以任何理由再進入試場，並不得在試場附近逗留、高聲喧譁或宣讀答案，違者本科不予計分。

祝考試順利

國際貿易英文試題

Question One (25%)

When your buyer sends you an inquiry under the following situations, what would you tell him about prices, delivery time, and/or charges in your offer? Please write a few sentences for each.

Questions

1-1. The inquiry is for a quantity less than your minimum order requirement. (15%)

1-2. The production of an item in this inquiry necessitates building costly new toolings. (10%)

Reference Answers

1-1. Our minimum order quantity is 1,000 sets per shipment. The quantity you mentioned in your inquiry does not meet that requirement.

We will surcharge US\$200 for shipment quantity under 1,000 sets. Besides, when your order is too small, for us to avoid diseconomies in production, you have to wait for other orders to be combined with for production, and that will make the delivery time longer.

You are therefore advised to consider increasing your order quantity to meet our minimum, if our offer is acceptable.

1-2. One of the items in your inquiry is not in our existing range. To make that item specially for you, we need to build toolings, and a tooling charge of US\$3,000 will be required on you. However, when your purchases of that item have attained 10,000 pieces, we will refund the tooling charge. Meanwhile, the tooling lead time will be 45 days.

Question Two (25%)

Before issuing a sales confirmation for the order your buyer places with you for a certain item, please write a few sentences to advise him to make necessary adjustments for each of the following situations:

Questions

2-1.1,000 sets are ordered. The item is normally packed 12 sets to a carton without palletization and in that case a 20-foot container can accommodate 1,020 sets. Your buyer requires every four cartons to be put on a pallet this time. However, just 960 sets, if palletized as required by the buyer, will fill up a 20-foot container. Suggest to your buyer the alternatives he may have. (15%)

2-2. Your production has been fully booked up to the beginning of our Lunar New Year holidays and the delivery date stipulated in the order can by no means be met. However, your China plant can supply a very close substitute within the specified time. Relieve the worries of your buyer about the quality of China-made products and persuade him to accept the alternative source. (10%)

Reference Answers

2-1. We have received with thanks your order for 1,000 sets of the said item, in which you require every four cartons to be put on a pallet. Normally this item is packed 12 sets to a carton without palletization.

We would like to suggest that you adjust your order quantity to multiples of 12 sets to make full cartons on the one hand and a 20-foot full container load on the other hand.

960 sets will be the quantity to fill up a 20-foot container if the cartons are palletized as required by you. Without palletization, 1,020 sets can get into that container with little risk of being damaged in transit, as the cartons are protected by the container exterior.

Please advise your decision on the palletization and quantity in order for us to issue the sales confirmation.

2-2. Thanks for your order.

We are sorry for having to point out that our production has been fully booked up

to the beginning of our Lunar New Year holidays and we are in no position to meet your required delivery date. Since there will be another two to three weeks of slow production after the long holidays, the delivery date will be much later than what you have hoped for.

We would therefore like to suggest that you consider a very close substitute at a lower price from our China plant, which can be supplied within the specified time.

Due to the improved production methods and the experience accumulated through the years, this China-made item has proved to be of consistent good quality. If you agree to this proposal, we may send samples for your approval right away.

Question Three (25%)

You have found a sole agent in a certain foreign country to sell your products on your behalf. In the agency contract you are going to sign with him, what would you write about the following two points? Please give an example of each.

Questions

3-1.validation and termination of the contract (15%)

3-2.settlement and payment of commissions (10%)

Reference Answers

3-1.This agreement comes into force from the day of its signing and remains valid until December 31, 2015 and will then be extended automatically by one year each time unless terminated by either party giving the other party at least three months' prior notice in writing before the expiration of the agreement or any renewed term of this agreement.

3-2.For each concluded and paid order obtained by the Agent, the Agent shall be entitled to a commission of ten percent (10%) based on the FOB price of the transaction, and the Principal shall send a Credit Note to the Agent immediately after receipt of payment from customers. The Principal shall email a commission statement to the Agent at the end of each quarter and remit the relative commissions by T/T to a bank account designated by the Agent on the fifth day of the following month.

Question Four (25%)

You are informed by your buyer of a shortage of 100 sets in the shipment delivered to him by the carrier. He would like you to either refund the purchase price of or make replacement for the said quantity. If the price term is FOB Keelung and the shortage is caused by or involves one of the following, please reply to him in a few sentences respectively.

Questions

4-1. The B/L indicates 1,000 sets but only 900 sets are delivered by the carrier. (15%)

4-2. The 100 sets are lost due to “washing overboard” in sea transportation. (10%)

Reference Answers

4-1. We are sorry for the shortage of 100 sets in the shipment delivered to you by the carrier. Having checked the relative B/L, we find that it clearly indicates 1,000 sets. That means this shortage is the responsibility of the carrier.

You may therefore claim directly from the carrier for compensation or, as the price term is FOB Keelung, if you have bought the insurance and it covers T.P.N.D., then you may ask the insurer to compensate you and let him apply subrogation on the carrier in turn.

Meanwhile, if you need us to arrange a shipment to replenish the shortfall, please do not hesitate to let us know.

4-2. We are sorry to know that 100 sets were lost due to “washing overboard” in sea transportation.

According to Incoterms 2010, under the FOB price term, the risks of loss of or damage to the goods pass from the seller to the buyer when the goods are loaded on board the vessel at the port of shipment. As you should have therefore bought the insurance, we advise you to approach the insurer for compensation in this case.

However, if you need a shipment to make up for the shortage, please feel free to inform us.