

浙江省 2017 年 10 月高等教育自学考试

经贸英语试题

课程代码:02635

请考生按规定用笔将所有试题的答案涂、写在答题纸上。

选择题部分

注意事项:

1. 答题前,考生务必将自己的考试课程名称、姓名、准考证号用黑色字迹的签字笔或钢笔填写在答题纸规定的位置上。

2. 每小题选出答案后,用 2B 铅笔把答题纸上对应题目的答案标号涂黑。如需改动,用橡皮擦干净后,再选涂其他答案标号。不能答在试题卷上。

I. Multiple Choice (20%)

- _____ a pen, two books and a pencil box on the desk.
A. There have B. There is C. There are D. There be
- Government reports, legal documents and most business letters are the main situation _____ formal language is used.
A. in which B. on which C. in that D. at what
- The heads of the two companies met to _____ the contract.
A. rationalize B. reach C. disprove D. ratify
- Everyone has a legal _____ to provide the tax officer with details of their earnings.
A. right B. obligation C. promise D. power
- _____ a child on the road, the car was brought to a stop.
A. Having seen B. On seeing C. The driver seeing D. Seeing the driver
- The goods must be packed according to the buyer's _____ or the buyer won't make the payment.
A. instructions B. order C. inspiration D. construction
- For the transaction, the exporter _____ payment by L/C.
A. persisted on B. insisted on C. persisted of D. insisted in
- The documents must be submitted _____ the customs of the importing country.
A. for B. in C. at D. to

9. Because of the hidden rocks, _____ is difficult on this river.
 A. navigation B. aviation C. pass D. transportation
10. They failed six times; however, they have made up their minds to try _____.
 A. seven times B. the seven time C. the seventh time D. seventh time
11. The matter _____ a series of problems, such as patent, pricing of equipment and sales volume of the product.
 A. involves B. resolves C. solves D. invoices
12. Some of the impurities that dissolve in the water are harmful, _____ others are harmless.
 A. where B. whereas C. wherever D. which
13. The buyer has the right to choose a preferable mode of _____ the goods.
 A. giving B. delivering C. selling D. vending
14. She didn't marry him _____ he was not reliable.
 A. such that B. such C. in that D. so that
15. It is _____ work of art that everyone wants to have a look at it.
 A. such an unusual B. a so unusual C. so unusual D. such unusual
16. The boy decided _____ a sailor.
 A. to not become B. not become C. not to become D. not becoming
17. _____ compromise they may reach will only be temporary.
 A. However B. Whatever C. Wherever D. Whomever
18. The _____ over the border involved the two countries into a war.
 A. difference B. quarrel C. debate D. dispute
19. I considered _____ more knowledge than his sister in physics.
 A. him having B. him to have C. him to have had D. his having had
20. This factory produced clothes _____, but later it specialized in manufacturing man's suit.
 A. lately B. early C. originally D. originately

II. Reading Comprehension (20%)

Questions 21 to 25 are based on the following passage:

Beware of those who use the truth to deceive. When someone tells you something that is true, but leaves out important information that should be included, he can create a false impression.

For example, someone might say, "I just won a hundred dollars on the lottery. It was great. I took that dollar ticket back to the store and turned it in for one hundred dollars!"

This guy is a winner, right? Maybe, maybe not. We then discover that he bought two hundred tickets, and only one was a winner. He's really a big loser!

He didn't say anything that was false, but he deliberately omitted important information. That's called a half-truth. Half-truths are not technically lies, but they are just as dishonest.

Untrustworthy candidates in political campaigns often use this tactic. Let's say that during Governor Smith's last term, her state lost one million jobs and gained three million jobs. Then she seeks another term. One of her opponents runs an ad saying, "During Governor Smith's term, the state lost one million jobs!" That's true. However, an honest statement would have been, "During Governor Smith's term, the state had a net gain of two million jobs."

Advertisers will sometimes use half-truths. It's against the law to make false claims so they try to mislead you with the truth. An ad might boast, "Nine out of ten doctors recommend Yucky Pills to cure nose pimples." It fails to mention that they only asked ten doctors and nine of them work for the Yucky Corporation.

This kind of deception happens too often. It's a sad fact of life: Lies are lies, and sometimes the truth can lie as well.

21. Which statement is true according to the passage?
- A. Whenever people tell the truth, they are really lying.
 - B. You can't trust gamblers.
 - C. All governors help their states.
 - D. The truth can be used in dishonest ways.
22. What does "deceive" (Paragraph 1) mean?
- A. hide.
 - B. warn.
 - C. cheat.
 - D. repair.
23. The author clearly wants people to _____.
- A. think carefully about what they read and hear
 - B. avoid attending political campaigns
 - C. never trust anyone
 - D. vote for female candidates
24. What would be an appropriate title for this selection?
- A. Lies and Politics
 - B. Everyone Lies
 - C. Lying With the Truth
 - D. Nose Pimples
25. According to the passage, if someone didn't say anything that was false, but he deliberately omitted important information, it is _____.
- A. a truth
 - B. dishonest
 - C. a technical lie
 - D. a lie

Questions 26 to 30 are based on the following passage:

The pace of international economic integration via the GATT(关贸总协定) and WTO(世界贸易组织) rounds of multilateral trade negotiations has been slower and less comprehensive than some members would prefer. Some have suggested that there should be additional integration among subgroups of (often neighbouring) member economies — e. g. , those parties to the European Union, the North American Free Trade Agreement, and the Asia-Pacific Economic Cooperation — for political, military, or other reasons.

Beginning in the late 1990s, the WTO was the target of fierce criticism. Opponents of globalization, and in particular those opposed to the growing power of multinational corporations, argued that the WTO infringes(违反,侵犯) upon national sovereignty and promotes the interests of large corporations at the expense of smaller local firms struggling to cope with import competition. Environmental and labour groups (especially those from wealthier countries) have claimed that trade liberalization leads to environmental damage and harms the interests of low-skilled unionized workers. Protests by these and other groups at WTO ministerial meetings—such as the 1999 demonstrations in Seattle, Washington, U. S. , which involved approximately 50,000 people—became larger and more frequent, in part because the development of the Internet and e-mail made large-scale organizing and collective action easier. In response to such criticism, supporters of the WTO claimed that regulating trade is not an efficient way to protect the environment and labour rights. Meanwhile, some WTO members, especially developing countries, resisted attempts to adopt rules that would allow for sanctions against countries that failed to meet strict environmental and labour standards, arguing that they would amount to veiled protectionism.

Despite these criticisms, however, WTO admission remained attractive for nonmembers, as evidenced by the increase in the number of members after 1995. Most significantly, China entered the WTO in 2001 after years of accession negotiations, the conditions for Chinese membership were in some ways more restrictive than those for developing countries, reflecting the concerns of some WTO members that the admission of such a large and still somewhat planned economy might have an overall negative effect on free trade.

26. What do some members expect WTO to do?

- A. To reduce the number of the member countries.
- B. To admit more and more countries.
- C. To make the speed of international economic integration faster.
- D. To be less comprehensive.

27. Which of the following is not the criticism received by WTO?
- A. It infringes on national sovereignty.
 - B. It promotes small companies' interests while neglects the large ones'.
 - C. It promotes large companies' interests at the cost of small ones'.
 - D. It harms the interests of low-skilled workers.
28. On what countries will sanctions be imposed?
- A. Countries that failed to meet development standards.
 - B. Countries that slowed down the pace of globalization.
 - C. Countries that promoted the protectionism.
 - D. Countries that couldn't meet environmental and labour standards.
29. Why were conditions for Chinese membership more restrictive than those for other developing countries?
- A. Because some members worried that Chinese admission would do harm to free trade.
 - B. Because some members worried that China would develop too fast after its admission.
 - C. Because China was not considered to be a developing country by some members.
 - D. Because some members worried that China would have control over the WTO.
30. Which of the following statements about the WTO is not true?
- A. Many countries want to enter the WTO.
 - B. The WTO has never received any fierce criticisms.
 - C. Fewer countries gained admission to the WTO after 1995.
 - D. China underwent years of negotiations before entering the WTO.

非选择题部分

注意事项:

用黑色字迹的签字笔或钢笔将答案写在答题纸上,不能答在试题卷上。

III. Put the following phrases into Chinese. (10%)

- 31. product life cycle
- 32. customs duty
- 33. packaging recycling
- 34. make an offer
- 35. marketing personnel

IV. Put the following phrases into English. (10%)

36. 运输费用
37. 知识产权
38. 制造业
39. 产品调整
40. 目标客户

V. Translate the following sentences into Chinese. (20%)

41. As soon as an exporter receives an inquiry about his product, he quotes the customer a certain price.
42. Fixed cost is an element, such as rent, executive salaries, or property tax that remains constant regardless of how many items are produced.
43. It's no good having the right product at the right price if no one knows about it.
44. The tariff increases the price at which the goods are sold in the importing country and therefore makes them less competitive with locally produced goods.
45. A country must achieve a surplus from the export of products that it is good at producing, so that it may import goods for which it has no comparative advantage.

VI. Translate the following sentences into English. (20%)

46. 我们必须提高产量以满足国内外的需求。
47. 这种产品就其质量和价格来说(in terms of)具有竞争力。
48. “边际成本”(marginal cost)定价是最现实的,也是最常用的定价方法。
49. 我们生活在一个充满竞争的社会里,广告宣传在推销方面起到了很重要的作用。
50. 将商品从卖主运送到买主途中(in transit)还需要一份保险合同。