

◎姓名及准考證號碼書寫請由左至右橫書填寫	姓名	准考證號碼(免學科者需加註 A)

## 技術士技能檢定國貿業務職類丙級術科測試試題

### 一、基礎貿易英文

(一) 請填入適當的語詞以完成下列函電。

(本題語群選項不可重覆，共 5 小格，每小格 2 分，合計 10 分)

以下是樂衣企業李經理寫給日本某廠商的函電。請於下列答案語群中，選出最適當之答案，並將答案代號填入答案紙，完成函電之內容。

答案代號	答 案 語 群
A	appreciated
B	manufacture
C	moderately-priced
D	obliged
E	qualities
F	quantities
G	quotes
H	reasonable-prices
I	specialize
J	terms

Dear Sirs,

We learn from Nanotec of Tokyo that you ① in functional sportswear.

We are dealers in textiles and have representatives in all major cities in Taiwan. We believe that there is a promising market in this country for ② goods of this kind.

Could you send us your illustrated catalogue, price list, along with samples of fabric used in your articles? Could you also inform us of your payment ③ and discounts allowed on purchases of ④ of not less than 500 of specific items?

Your prompt reply will be ⑤ .

Sincerely,

Edward Lee

(二) 請填入適當的語詞以完成下列翻譯。

(本題為填充題，共 10 小格，每小格 1 分，合計 10 分)

1. 我們所提出的代理業務採佣金制。

The ① we are offering will be on a ② basis.

2. 任何您所提供的資料我們都會嚴加保密。

Any information you provide will be treated ③ strict ④.

3. 倘若您能給優惠的報價，我們就會經常下訂單。

Provided you can offer ⑤ quotations, we will ⑥ regular orders.

4. 我們不可能再降價。

It would be impossible for us to ⑦ any further ⑧.

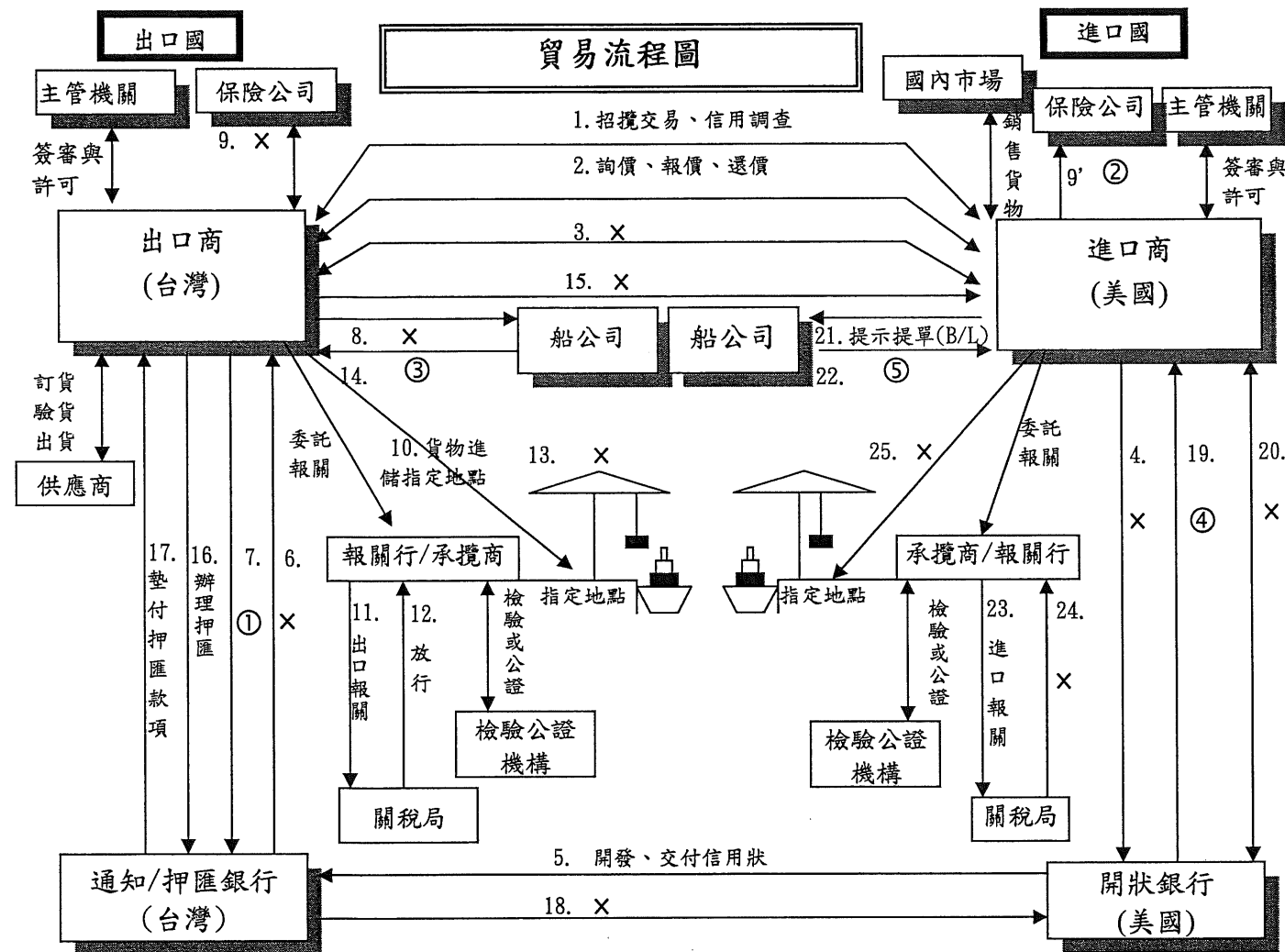
5. 附上 C35 號金額 15.75 美元的折讓單，退還 A321 號發票所超收的費用。

We enclose our credit note No. C35 for \$ 15.75, which is a ⑨ for the ⑩ on invoice No. A321.

二、貿易流程圖 (本題共 5 小題，每小題 2 分，合計 10 分)

請依下列之貿易流程圖，依序將①②③④⑤之步驟名稱填入答案紙之答案欄內。

(本測試項目評分依公佈範例為準)



三、商業信用狀分析 (本題為填充題，合計 20 分)

請依下列信用狀之內容，回答答案紙所列問題，並將正確答案填入。

MEGA INTERNATIONAL COMMERCIAL BANK  
 KAOHSIUNG METROPOLITAN BRANCH  
 Notification of Documentary Credit

Beneficiary FOREVER STEEL CORPORATION	Date: AUG. 10, 2011 Advising No: BBBKLA121648	OSN: 744961
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Dear Sirs,

Without any responsibility and/or engagement on our part, we have the pleasure of advising you that we have received an authenticated S.W.I.F.T/TELEX message from BANK OF CHINA (HONG KONG) LIMITED

Reading as follows: QUOTE

\*\*\*\*\*

MT 700 ISSUE OF A DOCUMENTARY CREDIT

\*\*\*\*\*

- 27 : SEQUENCE OF TOTAL  
1/1
- 40A : FORM OF DOC. CREDIT  
IRREVOCABLE
- 20 : DOCUMENTARY CREDIT NUMBER  
325A12LC651238
- 31C : DATE OF ISSUE  
110810
- 40E : APPLICABLE RULES  
UCP LATEST VERSION
- 31D : EXPIRY DATE & PLACE  
111015 AT BENEFICIARY'S COUNTRY
- 50 : APPLICANT  
GROWTH METAL COMPANY LIMITED
- 59 : BENEFICIARY  
FOREVER STEEL CORPORATION
- 32B : CURRENCY CODE, AMOUNT  
USD 13,054.95
- 41D : AVAILABLE WITH...BY...  
ANY BANK BY NEGOTIATION
- 42C : DRAFT AT...  
180 DAYS AFTER SIGHT FOR 80% OF INVOICE VALUE
- 42A : DRAWEE  
ISSUING BANK
- 43P : PARTIAL SHIPMENTS  
PERMITTED

- 43T : TRANSHIPMENT  
PROHIBITED
- 44E : PORT OF LOADING  
TAIWAN
- 44F : PORT OF DISCHARGE  
HONG KONG
- 44C : LATEST DATE OF SHIPMENT  
110930
- 45A : SHIPMENT (OF GOODS)  
19.485 M/T OF COLD ROLLED STEEL SHEET IN COIL  
JIS G3154 SPCC-1B  
1.50MM X 1219MM X COIL  
AT USD 670.00 PER M/T  
CIF HONG KONG  
SHIPPING MARK: GM(IN DIA)
- 46A : DOCUMENTS REQUIRED
1. SIGNED COMMERCIAL INVOICE IN 3 ORIGINALS AND 3 COPIES.
  2. 3/4 SET OF ORIGINAL PLUS 2 NON-NEGOTIABLE COPIES CLEAN ON BOARD OCEAN BILLS OF LADING MADE OUT TO OUR ORDER MARKED "FREIGHT PREPAID" AND NOTIFY APPLICANT WITH FULL ADDRESS.
  3. PACKING LIST IN 3 ORIGINALS AND 3 COPIES.
  4. INSURANCE POLICY/ CERTIFICATE IN 2 ORIGINALS FOR 120 PCT OF THE INVOICE VALUE SHOWING CLAIMS PAYABLE IN HONG KONG, IN CURRENCY OF THE DRAFT, BLANK ENDORSED, COVERING INSTITUTE CARGO CLAUSE(A).
  5. CERTIFICATE OF QUANTITY AND QUALITY IN 1 ORIGINAL ISSUED BY BENEFICIARY.
  6. BENEFICIARY'S CERTIFICATE CERTIFYING THAT ONE SET OF NON-NEGOTIABLE DOCUMENT AND ONE ORIGINAL B/L HAVE BEEN SENT TO THE APPLICANT WITHIN 24 HOURS AFTER THE DATE OF SHIPMENT.
- 47A : ADDITIONAL CONDITION
1. APPLICANT'S ADDRESS :  
LOTS 6215-1246, DD27, PING CHE ROAD, FANLING, N.T. HONG KONG.
  2. BENEFICIARY'S ADDRESS :  
NO. 126. CHUNG HWA 2ND ROAD. KAOHSIUNG, TAIWAN.
  3. TEN PERCENT MORE OR LESS IN AMOUNT OF CREDIT IS ACCEPTABLE.
  4. T/T REIMBURSEMENT ARE NOT ALLOWED.
  5. ALL DOCUMENTS MUST INDICATE THIS CREDIT NUMBER AND CONTRACT NUMBER CE08I4B.
  6. SHIPMENT(S) EFFECTED PRIOR TO THE DATE OF ISSUANCE OF THIS CREDIT IS NOT ACCEPTABLE.
7. ALL DOCUMENTS MUST BE IN ENGLISH.
8. DISCREPANCY FEE OF USD60.00 OR EQUIVALENT FOR EACH PRESENTATION OF DISCREPANT DOCUMENTS INCLUDING CHARGES RELATED TO REFUSAL NOTICE IS FOR BENEFICIARY'S ACCOUNT.
- 71B : CHARGES  
ALL BANKING CHARGES OUTSIDE OUR COUNTRY ARE FOR ACCOUNT OF BENEFICIARY
- 48 : PERIOD FOR PRESENTATION  
DOCUMENTS TO BE PRESENTED WITHIN 15 DAYS AFTER DATE OF SHIPMENT BUT WITHIN THE VALIDITY OF THIS CREDIT.
- 49 : CONFIRMATION INSTRUCTIONS  
WITHOUT
- 78 : INSTR TO THE PAY/ACC/NEG BANK
1. AMOUNT OF EACH DRAWING MUST BE ENDORSED ON THE REVERSE OF THIS ORIGINAL L/C.
  2. ALL DOCUMENTS MUST BE PRESENTED TO BANK OF CHINA (HONG KONG) LIMITED AT 9/F., BANK OF CHINA CENTRE, OLYMPIAN CITY, 11 HOI FAI ROAD, WEST KOWLOON, HONG KONG IN ONE LOT BY COURIER SERVICES .
  3. UPON RECEIPT OF COMPLIANT DOCUMENTS AT OUR COUNTER, WE SHALL ACCEPT THE RELEVANT PRESENTATION AND EFFECT PAYMENT IN ACCORDANCE WITH THE PRESENTER'S INSTRUCTIONS.
- 72 : BANK TO BANK INFORMATION  
PLEASE ACKNOWLEDGE RECEIPT.  
UNQUOTE

四、貿易單據製作 (本題共 15 小題, 每小題 2 分, 合計 30 分)  
 請依三、商業信用狀及下列相關工廠出貨明細資料, 填製(一)Bill of Exchange  
 (二)Commercial Invoice (三)Packing List (四)Shipping Order 等單據所要求之內  
 容, 並請依照題號 ①、②、③...依序將正確答案填入答案紙之答案欄內。

工廠出貨明細資料:

貨品名稱	COLD ROLLED STEEL SHEET IN COIL	
貨品規格	JIS G3154 SPCC-1B 1.50MM X 1219MM X COIL	
包裝方式	IN COIL(捲)	
每捲明細:		
COIL NO.	NET WEIGHT(M/T)	GROSS WEIGHT(M/T)
1	7.030	7.080
2	7.010	7.060
3	5.445	5.495

Bill of Exchange

Draft No. 213654  
 Exchange for ① Taiwan 10-SEP.-2011  
 At ② sight of this **FIRST** of Exchange (Second of the same tenor and date being unpaid)  
 Pay to the order of **TAISHIN INTERNATIONAL BANK**  
 The sum of × Value received  
 Drawn under Letter of Credit No. 325A12LC651238 dated 10-AUG.-2011  
 Issued by ×  
 To ③

FOREVER STEEL CORPORATION

XXX

FOREVER STEEL CORPORATION

NO. 126. CHUNG HWA 2ND ROAD  
 KAOHSIUNG, TAIWAN

COMMERCIAL INVOICE

No. IC11090008 Date: 10-SEP.-2011  
 INVOICE of ④  
 For account and risk of Messrs. ×  
 Shipped Per × Sailing on or about 10-SEP.-2011  
 From ⑤ To ×  
 L/C No. 325A12LC651238 Contract No. ⑥

Marks & Nos.	Description of Goods	Quantity (M/T)	Unit Price (USD PER M/T)	Amount (USD)
⑦	COLD ROLLED STEEL SHEET IN COIL JIS G3141 SPCC-1B 1.50MM X 1219MM X COIL	⑧	⑨ CIF HONG KONG	× vvvvvvvv
SAY TOTAL U.S. DOLLARS **** ONLY				
DRAWN UNDER BANK OF CHINA (HONG KONG) LIMITED L/C No. 325A12LC651238 DATED 10-AUG.-2011				

FOREVER STEEL CORPORATION

XXX

SALES MANAGER

**FOREVER STEEL CORPORATION**  
**NO. 126. CHUNG HWA 2ND ROAD**  
**KAOHSIUNG, TAIWAN**

**PACKING LIST**

No. IC11090008

Date: 10-SEP.-2011

PACKING LIST of                      ×

MARKS & NOS.

For account and risk of Messrs.                      ×

×

Shipped Per                      ⑩

Sailing on or about 10-SEP.- 2011

From                      × To HONG KONG

Coil No.	Description	Net Weight	Gross Weight	Measurement
⑪	×	M/T 7.030 7.010 5.445	M/T 7.080 7.060 5.495	×
× vvvvvvv		× vvvvvvv	× vvvvvvv	
	SAY TOTAL :	×	ONLY	
	L/C No. 325A12LC651238 and Contract No.		×	

FOREVER STEEL CORPORATION

                      
XXX

SALES MANAGER

Taiwan Marine		SHIPPING ORDER				
Shipper: ⑫		Please receive for shipment the under mentioned goods subject to your published regulations and conditions			S/O NO.	
Consignee: ⑬		Taiwan Marine Transport Corporation 台灣海運股份有限公司				
Notify Party:(Full name and address) ×						
Also Notify: ×		洽訂船位之廠商 :		電話/聯絡人 :		
		報關行 :		電話/聯絡人 :		
Ocean Vessel	Voy. No.	Final destination (On Merchant's Account And Risk)				
NEW CHANG SHIN	1107					
Place of Receipt	Port of Loading	Freight to be:				
KAOHSIUNG, TAIWAN	KAOHSIUNG, TAIWAN	<input checked="" type="checkbox"/> Prepaid <input type="checkbox"/> Collect				
Port of Discharge	Place of Delivery	領提單處:	台北	台中	台中港	高雄
HONG KONG	HONG KONG					
Marks and Numbers Container No. and Seal No.	No. of P'kgs or Units	Description of Goods	Gross Weight (M/T)	Measurement (M <sup>3</sup> )		
×	⑭	COLD ROLLED STEEL SHEET IN COIL	⑮	×		
L/C No. 325A12LC651238 and Contract No.	1238 and Contract No.	×		櫃型/櫃數 __X20'/__X40'		
SAY TOTAL :	× ONLY			SERVICE REQUIRED <input type="checkbox"/> FCL/FCL <input type="checkbox"/> LCL/LCL <input type="checkbox"/> FCL/LCL <input type="checkbox"/> LCL/FCL		
SPECIAL NOTE:						
1.副本 _____份 2.運費證明 _____份 3.電報放貨 _____ 4.危險品 _____ 5.其他 _____						

填表請注意：

- 危險品請註明 UN NO. IMO CLASS 與燃點，並附上 Shipper's Certificate。
- 唛頭及品名如超過十行，請以附表繕打，俾便提單製作。

五、出口價格核算（本題共 10 小題，每小題 2 分，合計 20 分）

根據以下資料，對貨號 C011 與貨號 C012 兩種以體積噸計算海運運費的貨物，分別以併櫃與整櫃運量，核算相關運費與報價。

產品資料：

貨 號	C011	C012
包裝方式	18 SETS / CTN	24 SETS / CTN
包裝尺寸	4'3"× 3'4"× 2'4"	90cm × 45cm × 75cm
採購成本	TWD320/SET	USD15/SET

運費資料：

運 費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
		USD80	USD1,500
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1 = TWD30.195	利潤率：15 %
保險費率：投保 ICC(A)條款 0.2% ICC(WAR)條款 0.012%	業務費率：8 %

注意事項：

- 1.核算要求：計算過程無法整除者，CBM 計算至小數點第 4 位，四捨五入後取 3 位；其餘請計算至小數點第 3 位，四捨五入後取 2 位。
- 2.佣金計算方式：以所求報價條件本身為佣金計算基礎，如 CFR&C 與 CIF&C 分別為 CFR 與 CIF 為基礎之含佣價。
- 3.計算過程不需列出，直接填入數字答案。

貨號 C011：併櫃方式報價

題 目	答 案	單 位
1. 每箱才數		才(CFT)
2. 每箱 CBM 數		CBM
3. 每 SET 運費		USD/SET
4. CFR C8 報價		USD/SET
5. CIF C5 報價		USD/SET

貨號 C012：20 呎整櫃方式報價

題 目	答 案	單 位
6. 每箱 CBM 數		CBM
7. 每箱才數		才(CFT)
8. 20 呎櫃報價箱數		CTNS
9. 每 SET 運費		USD/SET
10. CIF 報價		USD/SET

初閱總分		複閱總分	
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缺考  違規

## 技術士技能檢定國貿業務職類丙級術科測試答案紙

初閱		複閱	
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初閱		複閱	
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### 一、基礎貿易英文

(一) 本題語群選項不可重覆 (共5小格, 每小格2分, 合計10分)

①	②	③	④	⑤

(二) 本題為填充題 (共 10 小格, 每小格 1 分, 合計 10 分)

①		②	
③		④	
⑤		⑥	
⑦		⑧	
⑨		⑩	

### 二、貿易流程圖 (本題共 5 小題, 每小題 2 分, 合計 10 分)

題 號	答 案
①	
②	
③	
④	
⑤	

准考證號碼(免學科者需加註 A)	
姓名	
姓	

裝 訂 線

<p>一、答案紙共 3 頁, 本頁請於指定姓名欄位內書寫姓名, 指定准考證號碼欄位內書寫准考證號碼。</p> <p>二、請各位應檢人勿將答案紙拆開。</p> <p>三、作答時一律不可使用“鉛筆”。</p> <p>四、可使用計算機(不具有儲存程式功能)。</p>
注意事 項

三、商業信用狀分析 (本題為填充題，合計 20 分)

OPENING BANK ? (2分)	
ADVISING BANK ? (2分)	
IMPORTER WITH FULL ADDRESS ? (2分)	
FORM OF THIS CREDIT ? (2分) (答案完全正確才予以計分)	<input type="checkbox"/> STRAIGHT CREDIT <input type="checkbox"/> NEGOTIATION CREDIT <input type="checkbox"/> TRANSFERABLE CREDIT <input type="checkbox"/> GENERAL CREDIT
押匯時： (1)須提示正本提單份數?(1分) (2)須提示受益人證明書最少份數?(1分)	(1) _____ 份 (2) _____ 份
保險金額為何?(1分)	USD _____
裝船日可否早於信用狀開狀日?(1分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否
可否電報求償?(1分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否
押匯銀行遞送所有單據予開狀銀行之次數?(1分)	<input type="checkbox"/> 1次 <input type="checkbox"/> 2次 <input type="checkbox"/> 無限制
押匯時，可否增減： (1) 數量(1分) (2) 金額(1分)	(1) <input type="checkbox"/> 可，增減 _____ % <input type="checkbox"/> 否 (2) <input type="checkbox"/> 可，增減 _____ % <input type="checkbox"/> 否
銀行手續費支付： (1) 開狀手續費 (1分) (2) 瑕疵費 (1分)	(1) <input type="checkbox"/> 買方 <input type="checkbox"/> 賣方 (2) <input type="checkbox"/> 買方 <input type="checkbox"/> 賣方
(1) 若裝船日期為2011年9月28日(星期三)，則最遲押匯日期是哪一天? (1分) (2) 若該天適逢颱風天放假，則押匯期限可否順延?(1分)	(1) 2011年_____月_____日 (2) <input type="checkbox"/> 可 <input type="checkbox"/> 否

四、貿易單據製作 (本題共 15 小題，每小題 2 分，合計 30 分)

題號	答 案
①	
②	
③	
④	
⑤	
⑥	
⑦	
⑧	
⑨	
⑩	
⑪	
⑫	
⑬	
⑭	
⑮	

名	
姓	

一、答案紙共 3 頁，本頁請於指定姓名欄位內書寫姓名。  
 二、請應檢人勿將答案紙拆開。  
 三、作答時一律不可使用“鉛筆”。  
 四、可使用計算機(不具有儲存程式功能)。  
 注意事項

裝 訂 線



初閱		複閱	
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五、出口價格核算（本題共 10 小題，每小題 2 分，合計 20 分）

貨號 C011：併櫃方式報價

題 目	答 案 (運算過程請勿填入，否則不予計分)	單 位
1. 每箱才數		才(CFT)
2. 每箱 CBM 數		CBM
3. 每 SET 運費		USD/SET
4. CFRC8 報價		USD/SET
5. CIFC5 報價		USD/SET

備註：答案紙上不得有答案以外之其他文字、符號。

貨號 C012：20 呎整櫃方式報價

題 目	答 案 (運算過程請勿填入，否則不予計分)	單 位
6. 每箱 CBM 數		CBM
7. 每箱才數		才(CFT)
8. 20 呎櫃報價箱數		CTNS
9. 每 SET 運費		USD/SET
10. CIF 報價		USD/SET

備註：答案紙上不得有答案以外之其他文字、符號。

姓	
名	

注	
意	
專	
項	

- 一、答案紙共 3 頁，本頁請於指定姓名欄位內書寫姓名。  
 二、請應檢人勿將答案紙拆開。  
 三、作答時一律不可使用“鉛筆”。  
 四、可使用計算機(不具有儲存程式功能)。

裝 訂 線