

◎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 (本大題合計 20 分)

(一)請填入適當的語詞以完成下列 e-mail。

(本題語群選項不可重覆，共 5 小格，每小格 2 分，合計 10 分)

以下是怡美食品公司陳經理寫給歐洲某企業的 e-mail。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 e-mail 之內容。

答案代號	答 案 語 群
A	attractively
B	beautiful
C	contains
D	date
E	of
F	maintain
G	provided
H	remain
I	requested
J	showing

Dear Mr. Michelson,

Thank you for your counter offer ① May 15.

Unfortunately, we are unable to offer the Venus necklaces at the prices you ②. Gold price has increased by 20% since the beginning of the year, and we have cut our profit margins significantly to ③ our existing prices.

May I suggest that you order the Mercury series? They are equally well made and ④ designed but priced within your budget.

Attached please find our e-catalogue ⑤ the pictures of the necklaces. I hope the suggestion will be of help to you, and I look forward to your favorable reply.

Best regards,

Tina Wu

(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. 一收到您的確認函，我們就會執行訂單。

Upon ① of your ②, we will execute the order.

2. 此型號需求甚殷，建議您儘早接受報價。

As this model is ③ great ④, we would recommend that you accept this offer as soon as possible.

3. 關於受損貨品，我們已向保險公司索賠。

Regarding the damaged goods, we have filed a ⑤ with the ⑥ company.

4. 我們想知道該公司在準時付款方面是否值得信賴。

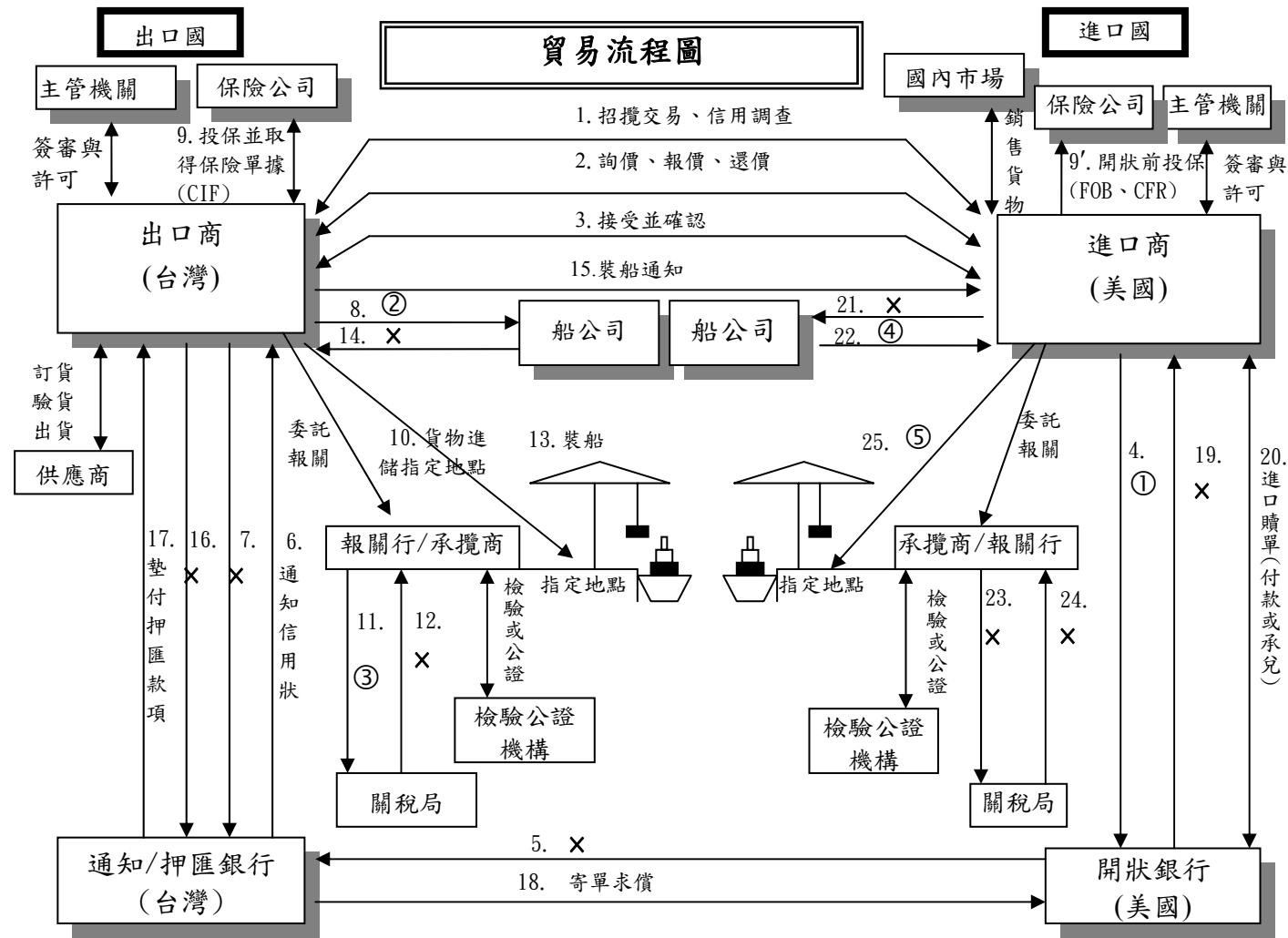
We would like to know whether the firm is ⑦ in ⑧ its accounts promptly.

5. 因是第一次交易，若您能提供信用參詢資料，將不勝感激。

As this is our first ⑨ with you, we would be ⑩ if you could provide us with some references.

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。

Authentication Result : Correct with current key

-----Instance Type and Transmission-----

Original received from SWIFT

Priority : Normal

Message Output Reference : 0600.110218PNBPTETPCXXX0624247063

Correspondent Input Reference : 1627.110218HDFCINBBADEL0891871309

-----Message Header-----

Swift Output : 700 ISSUE OF A DOCUMENTARY CREDIT

Sender : HDFCINBBADEL
HDFC BANK LIMITED
NEW DELHI, INDIA

Receiver : PNBPTWTPCXXX
WELLS FARGO BANK, N.A., TAIPEI BRANCH (FORMERLY KNOWN AS WAC) TAIPEI, TAIWAN

-----Message Text-----

- 27 : Sequence of Total 1/1
- 40A : Form of Documentary Credit IRREVOCABLE
- 20 : Documentary Credit Number 003LC01110480003
- 31C : Date of Issue 111220
- 40E : Applicable Rules UCP LATEST VERSION
- 31D : Date and Place of Expiry 120409 TAIWAN
- 50 : Applicant QUINOX OVERSEAS PRIVATE LIMITED R-914B, KHIRKI EXT., MALAVIYA NAGAR NEW DELHI-1017, INDIA
- 59 : Beneficiary BAY KING CO., LTD. NO. 158, 5 ROAD, TAICHUNG INDUSTRIAL PARK, SHITUEN CHU TAICHUNG, TAIWAN
- 32B : Currency Code, Amount USD48,695.00
- 39B : Maximum Credit Amount NOT EXCEEDING
- 41D : Available With...By... ANY BANK IN TAIWAN BY NEGOTIATION
- 42C : Drafts at... 45 DAYS AFTER SIGHT FOR FULL INVOICE VALUE
- 42D : Drawee ISSUING BANK
- 43P : Partial Shipments ALLOWED
- 43T : Transhipment ALLOWED

- 44E : Port of Loading/Airport of Departure
ANY SEAPORT IN TAIWAN
- 44F : Port of Discharge/Airport of Destination
MUMBAI
- 44C : Latest Date of Shipment
120325
- 45A : Description of Goods and/or Services
WXYGEN CONCENTRATOR AS PER BENEFICIARY'S PROFORMA INVOICE NO.
K302-110201001 DATED 10-OCT-2011
TERMS OF DELIVERY : FOB ANY SEAPORT IN TAIWAN INCOTERMS 2010
- 46A : Documents Required
1. COMMERCIAL INVOICE IN ONE ORIGINAL AND THREE COPIES
2. PACKING LIST IN ONE ORIGINAL AND THREE COPIES
3. 3/4 SET PLUS TWO N/N COPIES OF CLEAN ON BOARD MULTIMODAL BILLS OF LADING MARKED FREIGHT COLLECT CONSIGNED TO THE ORDER OF HDFC BANK LTD. AND NOTIFY APPLICANT
4. CERTIFICATE OF ORIGIN ISSUED BY CHAMBER OF COMMERCE IN ONE ORIGINAL AND TWO COPIES
5. BENEFICIARY TO INFORM THE APPLICANT DETAILS OF SHIPMENT SUCH AS BILLS OF LADING NO. AND DATE, VESSEL NAME, ACTUAL VALUE AND QUANTITY OF GOODS LOADED, ETA. WITHIN 7 DAYS FROM THE SHIPMENT DATE. BENEFICIARY'S CERTIFICATE TO THIS EFFECT SHOULD ACCOMPANY THE DOCUMENTS
- 47A : Additional Conditions
1. ALL DOCUMENTS TO INDICATE "DRAWN UNDER THE DOCUMENTARY CREDIT NO. 003LC01110480003 OF HDFC BANK LTD."
2. A DISCREPANCY FEE OF USD25.00 WILL BE DEDUCTED FOR EACH SET OF DISCREPANT DOCUMENTS
3. ALL DOCUMENTS MUST BE IN ENGLISH
4. SHORT FORM BLANK BACK TRANSPORT DOCUMENTS NOT ACCEPTABLE
5. CHARTER PARTY BILLS OF LADING NOT ACCEPTABLE
6. DOCUMENTS DATED PRIOR TO L/C ISSUANCE DATE ARE NOT ACCEPTABLE
- 71B : Charges
ALL BANK CHARGES OUTSIDE INDIA ARE FOR THE ACCOUNT OF THE BENEFICIARY
- 48 : Period of Presentation
DOCUMENTS TO BE PRESENTED WITHIN 15 DAYS AFTER THE SHIPMENT DATE BUT WITHIN THE VALIDITY OF THIS CREDIT
- 49 : Confirmation Instructions
WITHOUT
- 78 : Instructions to Paying/Acpting/Nego Bank
1. IN REIMBURSEMENT, WE SHALL REMIT PROCEEDS AS PER THE INSTRUCTIONS OF THE NEGOTIATING BANK ON PRESENTATION OF DOCUMENTS WHICH ARE IN STRICT COMPLIANCE WITH THE LC TERMS
2. AFTER NEGOTIATION UNDER THIS CREDIT THE NEGOTIATING BANK SHOULD COURIER THE DOCUMENTS TO US IN ONE LOT
- 72 : Sender to Receiver Information
EXCEPT AS OTHERWISE EXPRESSLY STATED THIS DOCUMENTARY CREDIT IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS 2007 REVISION, ICC PUBLICATION NO.600

-----Message Trailer-----

{MAC : 00000000}
{CHK : 1E272F699E0B}
END

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) 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 號	XY- 001	XY- 002	XY-003
貨品規格	GEN-381	GEN-400	GEN-908
包裝方式	1 SET/CTN	2 SETS /CTN	3 SETS/CTN
每箱重量	NW: 10KGS GW: 12.8KGS	NW: 25KGS GW:26KGS	NW: 16KGS GW: 17.5KGS
出貨數量	10 SETS	14 SETS	30 SETS
每箱尺寸	1.75m×1.2m×1.1m	100cm×90cm×250cm	6'×4'×4'

Bill of Exchange

Exchange for _____ x _____ Taipei, Taiwan MAR. 18, 2011

At ① Sight Pay this FIRST of Exchange (SECOND being unpaid) to the

Order of **WELLS FARGO BANK**

The sum of _____ x _____

Value received in reimbursement of drawing under ②

Letter of Credit No. _____ x _____ Dated _____ x _____

To **HDFC BANK LIMITED** ③

_____ XXX _____

BAY KING COMPANY LIMITED
 NO. 158, 5 ROAD, TAICHUNG INDUSTRIAL PARK
 SHITUEN CHIU, TAICHUNG
 TAIWAN, R.O.C.

INVOICE

No. K-2012-03 Date: MAR. 18, 2012
INVOICE of AS FOLLOWS
 For account and risk of Messrs. ④
 Shipped by x
 Shipped Per ⑤ Sailing on or about MAR. 18, 2012
 From TAICHUNG To x
 L/C No. x Contract No. x

Marks & Nos.	Description of Goods	Quantity	Unit Price	Amount
x	⑥ AS PER x		⑦	
	XY- 001 (GEN-381)		USD680.55	USD6,805.50
	XY- 002 (GEN-400)	x	USD1,008.25	USD14,115.50
	XY- 003 (GEN-908)		USD925.80	USD27,774.00
		x SETS vvvvvvvv		USD48,695.00 vvvvvvvvvv
	SAY x ONLY.			
	⑧			

BAY KING COMPANY LIMITED

x x x
 SALES MANAGER

BAY KING COMPANY LIMITED
 NO. 158, 5 ROAD, TAICHUNG INDUSTRIAL PARK
 SHITUEN CHIU, TAICHUNG
 TAIWAN, R.O.C.

PACKING LIST

No. K-2012-03 Date: MAR. 18, 2012
PACKING LIST of AS FOLLOWS MARKS & NOS.
 For account and risk of Messrs. x
 Shipped Per x x
 Sailing on or about MAR. 18, 2012
 Shipment From TAICHUNG To ⑨

Packing No.	Description	Quantity	Net Weight	Gross Weight	Measurement
x	x				
x	XY- 001 (GEN-381)		@10 KGS	@12.8 KGS	
	XY- 002 (GEN-400)	x	x KGS	128KGS	⑪
	XY- 003 (GEN-908)		@25 KGS	@26 KGS	
			x KGS	182KGS	
			@16 KGS	@17.5 KGS	
			x KGS	175KGS	
x		x	⑩	x	x CBM
		vvvvvvvvvv	vvvvvvvvvv	vvvvvvvvvv	vvvvvvvvvvvv
	SAY TOTAL x CTNS ONLY.				
	x				

BAY KING COMPANY LIMITED

x x x
 SALES MANAGER

Shipper: BAY KING CO., LTD. NO. 158, 5 ROAD TAICHUNG INDUSTRIAL PARK, SHITUEN CHIU, TAICHUNG TAIWAN		SHIPPING ORDER				
Consignee: ⑫		Please receive for shipment the under mentioned goods subject to your published regulations and conditions			S/O NO.	
Notify Party:(Full name and address) QUINOX OVERSEAS PRIVATE LIMITED R-914B, KHIRKI EXT., MALAVIYA NAGAR NEW DELHI-1017, INDIA		WAN HAI LINES LTD. 萬海航運股份有限公司				
Ocean Vessel JJIE		Voy. No. W006		Final destination (On Merchant's Account And Risk)		
Place of Receipt ×		Port of Loading TAICHUNG		Freight to be: ⑬ <input 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		
Marks and Numbers/ Container No. and Seal No.		Quantity and Unit		Description of Goods		Gross Weight (KGS)
×		× CTNS		×		⑭
SAY TOTAL ⑮		×		ONLY		Measurement (M ³)
				櫃型/櫃數 __X20' / __X40'		×
				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 _____						

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 A-001 與貨號 B-001 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	A-001	B-001
包裝方式	12 PCS/DOZ ; 20 DOZ/CTN	12 SETS/DOZ ; 15 DOZ/CTN
包裝尺寸	1m × 0.7m × 0.54m	25" × 30" × 36"
採購成本	NTD360/PC	NTD250/SET

運費資料：

運 費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD80	USD1,650	USD2,200
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1=NTD29.05	利潤率：8.2 %
保險費率：投保 ICC(A)條款 0.24% 保險金額加成 20%	業務費率：6.5 %

注意事項：

- 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。
- 佣金計算方式：以所求報價條件本身為佣金計算基礎，如 CFRC 與 CIFC 分別為 CFR 與 CIF 為基礎之含佣價。
- 計算過程不需列出，直接填入數字答案。

貨號 A-001：併櫃方式報價

題目	答 案	單位
1. 每箱 CBM 數		CBM
2. 每箱才積		CFT
3. 每 PC 運費		USD/PC
4. FOB 報價		USD/PC
5. CFRC5 報價		USD/PC

貨號 B-001：20 呎整櫃方式報價

題目	答 案	單位
6. 每箱才數		才(CFT)
7. 每箱 CBM 數		CBM
8. 20 呎櫃報價數量		SETS
9. 每 SET 運費		USD/SET
10. CIFC3 報價		USD/SET

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

初閱總分		複閱總分	
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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	

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書寫准考證號碼。
 二、請各位應檢人勿將答案卷拆開。
 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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初閱		複閱	
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三、商業信用狀分析 (本題為填充題，合計 20 分)

預約發票號碼 (1 分)		
商業發票是否可不加簽署？ (1 分)	<input type="checkbox"/> 是	<input type="checkbox"/> 否
保險費負擔 (1 分)	<input type="checkbox"/> 賣方	<input type="checkbox"/> 買方
部分裝運之規定 (1 分)	<input type="checkbox"/> 允許	<input type="checkbox"/> 禁止
匯票金額 (1 分)	_____	
信用狀是否可轉讓？ (1 分)	<input type="checkbox"/> 是	<input type="checkbox"/> 否
付款銀行名稱 (2 分)		
產地證明書簽發單位 (2 分)		
提單份數 (2 分)	1. 船公司發行正本提單_____份。 2. 押匯時應提示正副本提單共_____份。	
若提單簽發日為 2012 年 3 月 5 日，則最遲單據提示日期為何？ (2 分)	2012 年_____月_____日	
信用狀類別 (2 分) (答案全部正確才計分)	<input type="checkbox"/> 遠期 <input type="checkbox"/> 即期 <input type="checkbox"/> 讓購 <input type="checkbox"/> 延付 <input type="checkbox"/> 保兌 <input type="checkbox"/> 不可撤銷	
受益人證明書應記載事項 (4 分) (中文作答)	1. _____ 2. _____ 3. _____ 4. _____	

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	<input type="checkbox"/> Prepaid <input type="checkbox"/> Collect
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 A-001：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 CBM 數		CBM
2. 每箱才積		CFT
3. 每 PC 運費		USD/PC
4. FOB 報價		USD/PC
5. CFRC5 報價		USD/PC

備註：答案卷上不得有答案以外之其他文字、符號。

貨號 B-001：20 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. 每箱才數		才(CFT)
7. 每箱 CBM 數		CBM
8. 20 呎櫃報價數量		SETS
9. 每 SET 運費		USD/SET
10. CIFC3 報價		USD/SET

備註：答案卷上不得有答案以外之其他文字、符號。

名	
姓	

<p>一、答案紙共 3 頁，本頁請於指定姓名欄位內書寫姓名。</p> <p>二、請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

裝 訂 線