

◎姓名及准考證碼 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)

國貿業務丙級技術士技能檢定術科測試試題

HAPPY TRADING CO., LTD.
NO.100 TAI ROAD
TAIPEI, TAIWAN

一、基礎貿易英文(本題語群選項不可重覆，共 10 小題，每小題 2 分，合計 20 分)

喜悅貿易有限公司係一家出口貿易公司，專門經營手工具出口，今頃接加拿大客戶洽函該產品並要求報價，出口部經理已擬妥一封報價信函。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，完成報價信之內容。

June 30, 2007

答案代號	答 案 語 群
A	Insurance
B	order
C	Quotation
D	Validity
E	Offer
F	maturity
G	Remark
H	inquiry
I	Shipping Mark
J	Quantity
K	demand
L	Price
M	conditions
N	Packing
O	Specification
P	contract
Q	Incoterms
R	Payment
S	Quality
T	Shipment

Just Tools Inc.
33a Haas Rd.,
Etobicoke
On M9W 3A1
Canada

Dear John,

We thank you very much for your ① of June 20, 2007 for Hand Tools.

As requested, we enclose our latest catalogue for your reference and kind study. Meanwhile, we are pleased to quote you the following items on the terms and ② as below:

Item No. KH1001-KH1005

③: 20-25mm Double open-end spanner

④: USD3.56/pc. on FOB Taiwan basis

⑤: By irrevocable L/C at sight in our favor

Minimum Order ⑥: 1,000 pcs. for each item

Supply Ability: 100,000 pcs. monthly

⑦: 1pc/color box with hanging card, 24pcs/export carton

⑧: Within 30 days after order confirmed

⑨: July 31, 2007, thereafter subject to our final confirmation

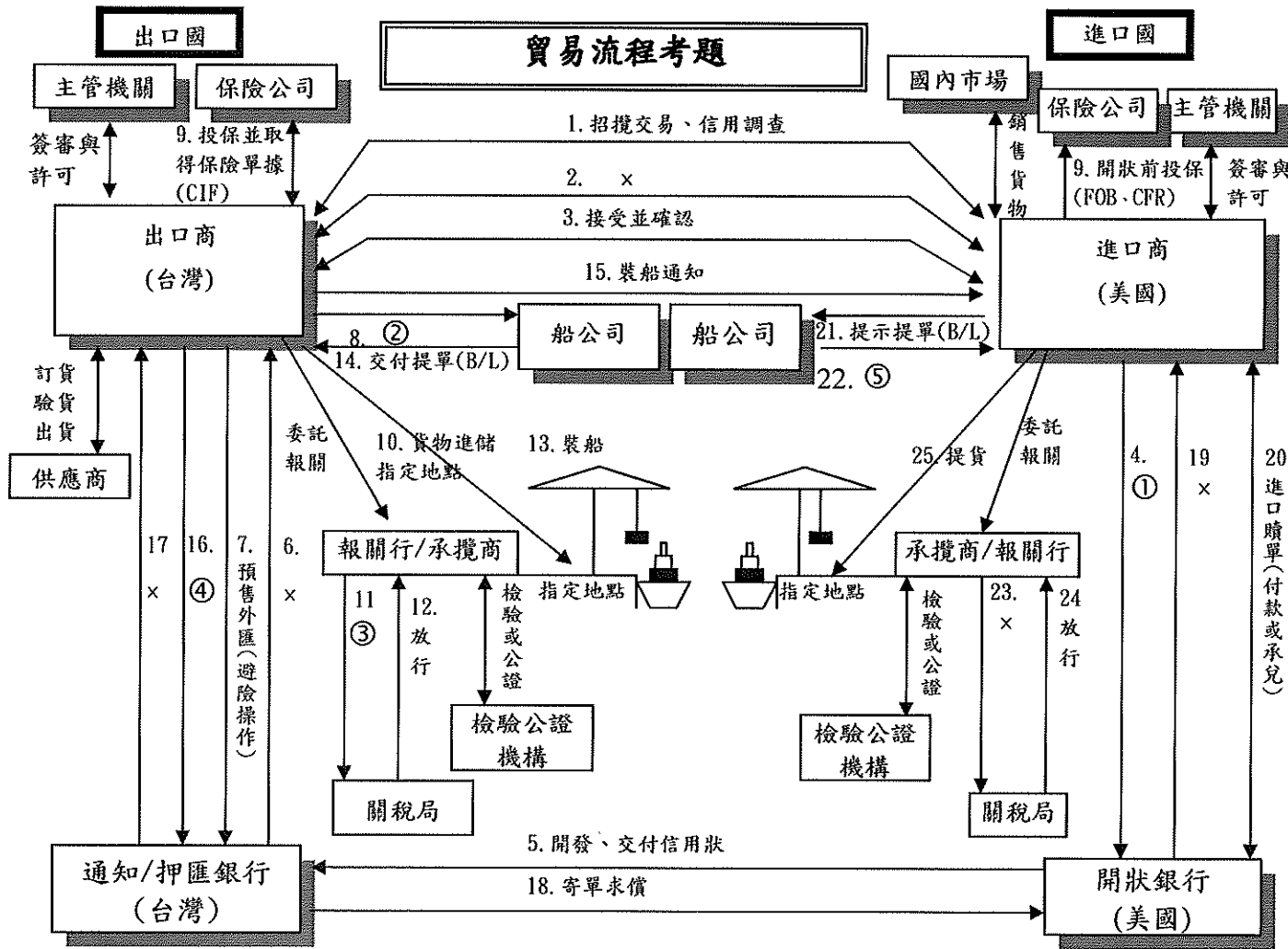
We shall appreciate your kind attention to this offer and look forward to receiving your initial ⑩ soon.

Sincerely yours,
Happy Trading Co., Ltd.

Xxxx Tsai
Export Manager

二、貿易流程(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欄內。(本測試項目
評分依下列公佈範例為準)



三、商業信用狀分析(本題為單選題，共 10 小題，每小題 2 分，合計 20 分)

請依所附 L/C NO.F6AAAK2/0492/1 之內容，回答答案紙所列問題,並將正確答案填
入。

MT 700 ISSUE OF A DOCUMENTARY CREDIT
SENDER: INTERNATIONAL COMMERCIAL BANK OF CHINA , KAO HSIUNG BRANCH
RECEIVER: ING BANK N . V .
SINGAPORE

- 27 :SEQUENCE OF TOTAL
1/1
- 40A :FORM OF DOCUMENTARY CREDIT
IRREVOCABLE
- 20 :DOCUMENTARY CREDIT NUMBER
F6AAAK2/0492/1
- 31C :DATE OF ISSUE
060619
- 31D :DATE AND PLACE OF EXPIRY
060726 AT NEGO . BANK'S COUNTER
- 50 :APPLICANT
CHINA STEEL CORPORATION
KAOHSIUNG , TAIWAN , R.O.C.
- 59 :BENEFICIARY
ABC MARKETING (SINGAPORE BRANCH)
TOWER, SINGAPORE , OG8912
- 32B :CURRENCY CODE, AMOUNT
USD2,809,425.96
- 39A :PERCENTAGE CREDIT AMOUNT TOLERANCE
1/1
- 41D :AVAILABLE WITH....BY....
ANY BANK BY NEGOTIATION
- 42C :DRAFTS AT...
AT 90 DAYS AFTER SIGHT FOR 100 PCT OF INVOICE VALUE
- 42A :DRAWEE
ICBCTWTP002
- 43P :PARTIAL SHIPMENT
ALLOWED
- 43T :TRANSHIPMENT
ALLOWED

- 44A :LOADING ON BOARD/DISPATCH/TAKING IN CHARGE
AT/FROM....
AUSTRALIAN PORT
- 44B :FOR TRANSPORTATION TO...
KAOHSIUNG
- 44C :LATEST DATE OF SHIPMENT
060705
- 45A :SHIPMENT OF (GOODS)
132 MTS OF WMC NICKEL BRIQUETTE IN BULK AT USD21 , 283. 53
PER METRIC TON CIF KAOHSIUNG PER INCOTERMS 2000
- 46A :DOCUMENTS REQUIRED
1 . MANUALLY SIGNED COMMERCIAL INVOICE IN THREE COPIES
INDICATING THIS CREDIT NUMBER .
2 . FULL SET OF CLEAN-ON-BOARD OCEAN BILL OF LADING MARKED
FREIGHT PREPAID MADE OUT TO ORDER OF THE INTERNATIONAL
COMMERCIAL BANK OF CHINA , KAOHSIUNG BRANCH AND SHOWN THE
APPLICANT WITH FULL ADDRESS AS NOTIFY PARTY .
3 . CERTIFICATE OF WEIGHT
4 . INSURANCE POLICY OR CERTIFICATE IN DUPLICATE , ENDORSED IN
BLANK COVERING INSTITUTE CARGO CLAUSES (A) AND INSTITUTE WAR
CLAUSES (CARGO) AND INSTITUTE STRIKES CLAUSES (CARGO) FOR FULL
INVOICE VALUE PLUS 10PCT WITH CLAIMS PAYABLE IN TAIWAN .
- 47A :ADDITIONAL CONDITIONS
1 . B/L , INVOICE , PACKING LIST MUST SHOW P . O . NUMBER
A9503036-4A
2 . ALL DOCUMENTS MUST BEAR THIS CREDIT NUMBER .
3 . 1PCT MORE OR LESS ON QUANTITY AND L/C VALUE ALLOWED .
4 . THIRD PARTY DOCUMENTS EXCEPT INVOICE AND DRAFT ALLOWED.
- 71B :CHARGES
ALL BANKING CHARGES OUTSIDE OF THIS COUNTRY INCLUDING REIM . CHG
ARE FOR BENEFICIARY'S ACCOUNT
- 48 :PERIOD FOR PRESENTATION
DOCUMENT(S) MUST BE PRESENTED FOR NEGOTIATION WITHIN 21 DAYS
AFTER THE DATE OF SHIPMENT BUT NOT LATER THAN THE VALIDITY OF THIS
CREDIT
- 49 :CONFIRMATION INSTRUCTIONS
WITHOUT
- 72 :BANK TO BANK INFORMATION
1 . KINDLY ACKNOWLEDGE RECEIPT .

四、貿易單據製作(本題共 15 小題，每小題 2 分，合計 30 分)

請依德國 GERMAN COMMERCIAL BANK LTD.開來之信用狀摘要及工廠出貨明細表，填製(一)Bill of Exchange (二)Invoice (三)Packing List 等單據內容，並請依照題號①、②、③...欄位依序填製。

Form of Doc. Credit	*40	A	: IRREVOCABLE
Doc. Credit Number	*20	:	GCC8023
Date of Issue	31	C	: 070806
Expiry	*31	D	: Date 070917 PLACE AT OUR COUNTER
Applicant	*50	:	WELL TRADING CO., LTD. P.O. BOX 1234, GERMANY
Beneficiary	*59	:	SUN TRADING CO., LTD. P.O. BOX 6789, TAIPEI, TAIWAN R.O.C.
Amount	*32	B	: CURRENCY EUR AMOUNT 18,720.00
Available with/by	*41	D	: HUA NAN COMM. BANK, LTD. BY NEGOTIATION
Drafts at . . .	42	C	: SIGHT
Drawee	42	A	: GERMAN COMMERCIAL BANK LTD.
Partial shipments	43	P	: PROHIBITED
Transshipment	43	T	: ALLOWED
Loading in Charge	44	A	: CKS AIRPORT
For Transport to . .	44	B	: GERMAN AIRPORT
Latest Date of Ship	44	C	: 070910
Descript. of Goods	45	A	: BABY BLANKET 3,600 PCS DETAILS AS PER P/I NO GT-625 , FCA CKS AIRPORT
Documents required	46	A	: + SIGNED COMMERCIAL INVOICE IN 8 COPIES. INDICATING L/C NUMBER + CLEAN AWB CONSIGNED TO GERMAN COMMERCIAL BANK LTD. MARKED FREIGHT COLLECT AND NOTIFY APPLICANT, INDICATING THIS L/C NO. AND INVOICE VALUE + PACKING LIST IN 2 COPIES
Additional Cond.	47	A	: GOODS TO BE PACKED 20 SETS IN CARTON AND ONE SET IN PLASTIC COLORED BAG INVOICE TO SO EVIDENCE. SHIPPING MARKS: WELL/ GERMAN AIRPORT/C/NO 1-UP.
Details of Charges	71	B	: ALL BANKING CHARGES INCLUDING REIMBURSEMENT COMM. OUTSIDE GERMAN ARE FOR ACCOUNT OF BENEFICIARY.
Presentation Period	48	:	DOCUMENTS TO BE PRESENTED WITHIN 14 DAYS AFTER THE DATE OF SHIPMENT BUT WITHIN THE VALIDITY OF THE CREDIT.

工廠出貨相關資料表

包裝尺寸	18"×15"×12" (inch)
每箱重量	N.W. 4.25KG ; G.W. 4.75KG
出貨數量	3600 SETS

BILL OF EXCHANGE

NO. 123
FOR EUR 18,720.00 TAIPEI,TAIWAN 10-SEP-07
AT ① SIGHT OF THIS FIRST BILL OF EXCHANGE (SECOND UNPAID) PAY TO THE
ORDER OF HUA NAN COMM. BANK, LTD
THE SUM OF ②
—
DRAWN UNDER CREDIT NO. GCC8023 DATE ③
ISSUED BY GERMAN COMMERCIAL BANK LTD.
TO ④

SUN TRADING CO., LTD.
X XX

INVOICE

No. SUN-0223 Date: 10-SEP-07
INVOICE of AS FOLLOWS
For account and risk of Messrs. ⑤
Shipped by ⑥
Per ⑦
Sailing on or about 10-SEP-07 From CKS AIRPORT To GERMAN AIRPORT
L/C No. GCC8023 Contract No. ⑧

Marks & Nos.	Description of Goods	Quantity	Unit Price	Amount
<u>⑩</u>	BABY BLANKET AS PER P/I NO GT-625	3, 600 SETS	<u>⑨</u> EUR5.20	EUR 18,720.00
	SAY TOTAL xxxxx ONLY			

SUN TRADING CO., LTD.
xxx

PACKING LIST

No. SUN0223

Date: 10-SEP-07

PACKING LIST of AS FOLLOWS

MARKS & NOS.

For account and risk of Messrs. _____

X

Shipped by _____ X

X

Per _____ X

Sailing on or about 10-SEP-07

Shipment From CKS AIRPORT to GERMAN AIRPORT

Packing No.	Description	Quantity	Net Weight	Gross Weight	Measurement
1-180	BABY BLANKET	⑪	⑫	⑬	⑭
	SAY TOTAL ⑮				

L/C NO.: GCC8023

L/C DATE: X X X

NAME OF ISSUING BANK: GERMAN COMMERCIAL BANK LTD.

SUN TRADING CO., LTD.

XXX

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 與貨號 B 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：

型號	A	B
包裝方式	12 SET/箱 (CTN)	20 PC /箱 (CTN)
包裝尺寸	12"x15"x25" (inch)	50x45x35(cm)
採購成本	NT\$228/ SET	NT\$130/PC

運費資料：

運費	併櫃(CFS)	40 呎整櫃
	US\$ 80	US\$ 3,200
最低裝運量	1 CBM	50 CBM

其他報價資料：

匯率：1USD=32.45NTD	利潤率：8%
保險費率：0.275%	業務費率：2.5%

注意事項

- 本題計 10 小題，每小題 2 分，共計 20 分；計算過程不需列出，直接填入數字答案。
- 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 FOB&C 與 CIF&C 分別為 FOB 與 CIF 為基礎之含佣價。

貨號 A：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 報價		USD/SET
5. CIFC10 報價		USD/SET

貨號 B：40 呎整櫃方式報價

題目	答案	單位
6. 每箱 CBM 數		CBM
7. 40 呎櫃報價數量		PC
8. 每 PC 運費		USD/PC
9. FOBC5 報價		USD/PC
10. CIF 報價		USD/PC

初閱總分		複閱總分	
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國貿業務丙級技術士技能檢定術科測試答案紙

初閱		複閱	
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一、基礎貿易英文

(本題語群選項不可重覆，共 10 小題，每小題 2 分，合計 20 分)

①	②	③	④	⑤
⑥	⑦	⑧	⑨	⑩

二、貿易流程

(本題共 5 小題，每小題 2 分，合計 10 分)

題號	答 案
①	
②	
③	
④	
⑤	

三、商業信用狀分析(本題為單選題，共 10 小題，每小題 2 分，合計 20 分)

- 信用狀之類型為①即期、不可撤銷、保兌 L/C ②遠期、不可撤銷、不保兌 L/C ③擔保 L/C ④即期可撤銷 L/C。
- 廠商貨物裝船日期為 2006 年 7 月 1 日，請問信用狀之最後押匯期限為①2006 年 7 月 22 日 ②2006 年 7 月 26 日③2006 年 8 月 30 日 ④2006 年 9 月 16 日。
- 信用狀之付款銀行為 ①ING BANK ②INTERNATIONAL COMMERCIAL BANK OF CHINA(ICBC)③TAIWAN BANK ④SINGAPORE BANK。
- 信用狀之裝貨港口為 ①Singapore Port ②Australian Port ③Kaohsiung Port ④Keelung Port。
- 信用狀之目的地港為 ①Singapore Port ②Australian Port ③Kaohsiung Port ④Keelung Port。
- 信用狀之貿易條件為①CFR KAOHSIUNG ②CIF KAOHSIUNG ③FOB AUSTRALIAN ④CIF AUSTRALIAN。
- 信用狀押匯不應具備下列那一項文件？①商業發票②清潔海運提單③保險單④公證報告。
- 信用狀之投保險之種類為①ICC(A)及 ICC(B) ②ICC(A)、IWC(CARGO) 及 ISC(CARGO)③ ICC(A)、ICC(B) 及 ICC(C)④TPND。
- 信用狀聲明第三者文件，除匯票及下列那一項文件外是被許可？①商業發票②商業本票③提貨單④預約發票。
- 信用狀金額及數量被允許增減百分比為①1% ②5% ③10% ④15%。

答案欄：

1.	2.	3.	4.	5.
6.	7.	8.	9.	10.

准考證號碼(免學科者需加註 A)	
姓名	

一、答案卷共 2 頁，於每頁指定欄位書寫姓名及准考證號碼。 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

准考證號碼(免學科者需加註 A)	
姓名	

一、答案卷共 2 頁，於每頁指定欄位書寫姓名及准考證號碼。 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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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	

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：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 報價		USD/SET
5. CIFC10 報價		USD/SET

貨號 B：40 呎整櫃方式報價

題目	答案	單位
6. 每箱 CBM 數		CBM
7. 40 呎櫃報價數量		PC
8. 每 PC 運費		USD/PC
9. FOBC5 報價		USD/PC
10. CIF 報價		USD/PC