

무역영어

51. 상대방의 요청에 대해 정중히 거절하는 표현이다. 적절하지 않은 것은?

- ① I'd like to, but I am afraid...
- ② That would be nice, but unfortunately...
- ③ Thank you but would you please give me an alternative...
- ④ What did you like to speak to?

52. 각기 다른 상황에서 고객으로 부터의 불만에 대응하는 전화이다. 빈칸을 순서대로 맞게 나열한 것은?

A : There seems to be a problem with the machine.

B : I am sorry to hear that. Do you have a customer () number?

A : I think there's a problem with the invoice.

B : If you hold on, I will () you to the right department.

A : We still have not received the goods.

B : I am sorry. We have had a () in distribution.

Everything should be okay for a () next week.

- ① reference - transfer - delay - order
- ② referral - move - late - delivery
- ③ reference - move - late - order
- ④ reference - transfer - delay - delivery

53. 다음은 현지법인의 매출에 대한 프리젠테이션이다. 순서가 알맞게 정리된 것은?

- I am going to talk about the sales lead of our European subsidiary.
- Afterwards you can ask any questions or talk about what you think.
- Good afternoon, everyone! My presentation today is about our sales overseas.
- Finally, I will describe the new sales incentive.
- First, I will tell the current situation in Europe.
- Then, I will explain why we have to focus on this issue.

- ① c - a - e - f - d - b ② c - b - a - e - f - d
③ c - a - e - d - f - b ④ c - b - f - a - e - d

54. 매출추세의 변화가 거의 없을 때 쓰는 표현이 아닌 것은?

- ① level off
- ② stabilize
- ③ stay the same
- ④ undulate

55. 다음 빈칸은 무엇을 가리키는가?

() is a guarantee provided by a third party that it will honor an obligation in case the drawee fails to do so. Drafts are normally used for () situations, and the party guaranteeing the drawee's performance normally accepts the draft along with the drawee.

- ① Aval ② Factoring ③ Standby LC ④ Indemnity

56. 다음 빈칸에 적합한 용어는 무엇인가?

() a draft means formalizing its dishonour when a draft matures for payment and is not paid. Under collection procedure, the bank often accompanied by a public notary, formally presents the draft for payment. Notice of the dishonour is recorded by the notary.

- ① Protesting ② Denying ③ Defaulting ④ Drawing

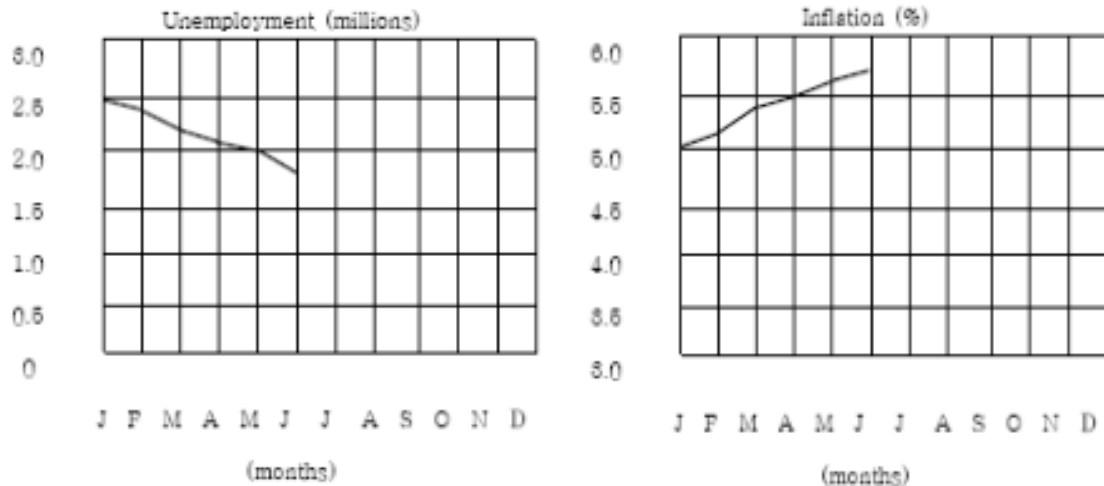
57. 다음 빈칸에 알맞은 단어를 가장 올바르게 나열하고 있는 것은?

1. The goods will be with you soon. They've ____ left our warehouse.
2. I've ____ had a great idea! Why don't we launch a new range of colours?
3. I've ____ used my credit card on the Internet. I don't think it's safe.
4. I've ____ worked in the insurance industry, ever since leaving university.

- ① just - always - never - already
- ② just - already - always - never
- ③ already - just - always - never
- ④ already - just - never - always

<다음을 읽고 문제 58-59번에 답하십시오>

다음은 한 국가의 실업과 인플레이션 추이에 대한 분석리포트이다. 다음을 읽고 문제에 답하십시오.



Since the beginning of this year, unemployment has fallen from 2.5 million to 1.8 million, and (1)_____ drop below 1.5 million by the end of the year. This (2)_____ be good news for the government as unemployment is a very important issue in the country at the moment. By the time of the next election unemployment (3) _____ even fall below 1 million - it all depends on the world economy and is impossible to predict with any certainty.

Unfortunately inflation is going up steadily. It (4) _____ reach 6% by the end of the year. However, the government (5) _____ take panic measures as inflation is similar to that of its trading partners.

58. (1) ~ (3)에 들어갈 구어가 올바르게 나열된 것은?

- ① is likely to - will definitely - might
- ② is unlikely to - is almost certain - might
- ③ is unlikely to - will definitely - might
- ④ is likely to - definitely won't - might

59. (4) ~ (5)에 가장 적합한 표현을 순서대로 나열한 것은?

- ① is almost certain to - is likely to
- ② is likely to - will definitely
- ③ is almost certain to - is unlikely to
- ④ is unlikely to - will definitely

60. 다음은 매출실적의 변화와 대응에 대한 내용이다. 빈칸에 가장 적합한 단어를 순서대로 나열한 것은?

GUY: Sales have dropped (1)_____ 50% in Asia over the last 12 months.

PETRA: There must be (2)_____ we can do to increase sales.

GUY: But what? I have tried (3) _____. I can not think of (4)_____ else we can do.

- ① to - something - everything - nothing
- ② by - something - everything - anything
- ③ by - everything - something - nothing
- ④ to - everything - something - anything

<다음을 읽고 문제 61-62번에 답하십시오>

미국 정유회사들의 실적에 관한 것이다. 다음을 읽고 문제에 답하십시오.

	Sales \$ mil.	% change	Profit \$ mil.	% change
Chevron	50,000	42	5,000	150
Texaco	52,000	43	3,000	116
Exxon	210,000	29	16,000	102

If we look at the figures for the oil sector last year, you can see that the three largest US companies all did very well (1)_____ the previous year. Let's start by comparing Chevron and Texaco. Their sales were roughly the same, although Chevron made (2) _____ profit. Looking at the year-on-year trend, you can see that the percentage change in sales was very (3) _____ between the two companies, whereas the change in profits was quite (4)_____. In fact, Chevron's profits grew a lot faster - 150% compared to 116%.

Now let's look at Exxon, the market leader. The table shows that Exxon is (5) _____ the largest company, with more than (6)_____ sales as Chevron and Texaco combined, and exactly (7)_____ profit. In terms of percentage growth, Exxon's growth figures were (8) _____ lower than its two competitors'.

61. 위 대화중 (1) ~ (4)에 들어갈 가장 적당한 단어를 순서대로 나열한 것은?

- ① than - considerably much - similar - different
- ② compared to - considerably more - different - similar
- ③ in comparison with - considerably much - different - similar
- ④ in comparison with - considerably more - similar - different

62. 위 대화중 (5) ~ (8)에 들어갈 가장 적당한 단어를 순서대로 나열한 것은?

- ① by far - twice as many - twice as much - a little
- ② so far - twice more - twice more - a little
- ③ so far - twice as many - twice as many - little
- ④ by far - twice as much - twice as much - little

63. 다음은 CPT에 관한 설명으로 맞지 않는 것은?

- ① “Carriage paid to ...” means that the seller delivers the goods to the carrier nominated by him but the seller must, in addition, pay the cost of carriage necessary to bring the goods to the named destination.
- ② This means that the buyer bears all risks and any other costs occurring after the goods have been so delivered.
- ③ “Carrier” means any person who, in a contract of carriage, undertakes to perform or to procure the performance of transport by rail, road, air, sea, inland waterway or by a combination of such modes.
- ④ If subsequent carriers are used for the carriage to the agreed destination, the risk passes when the goods have been delivered to the last carrier.

64. 다음 중 Incoterms의 주 역할이 아닌 것은 ?

- ① carriage of goods from the seller to the buyer
- ② export and import clearance
- ③ division of goods and risks between the seller and the buyer
- ④ transfer of property rights in the goods

65. 다음은 Incoterms와 운송계약과의 관련된 사항이다. 거리가 먼 것은?

- ① Incoterms is part of contract of carriage.
- ② FAS, FOB, CFR, CIF, DES and DEQ shall be used for ocean transportation.
- ③ The same terms are often used in both contract of sale and contract of carriage.
- ④ The contract of sale is sometimes difficult to match with the contract of carriage.

66. 다음은 C-terms에 관한 설명이다. 틀린 것은?

- ① There are two groups of C-terms, one is intended to be used only when the goods are carried by sea (CFR and CIF). The other group (CPT and CIP) can be used for any mode of transport.
- ② The C-terms establish that the seller fulfills his obligation by handing over the goods for shipment in his country.
- ③ It is not desirable to indicate arrival at destination on a particular date in sales contract.
- ④ Under CFR and CPT, the buyer must obtain insurance.

67. 다음은 CISG에 대한 내용이다. 빈칸에 적합한 단어의 연결은?

Commonly referred to as "the Vienna Convention", or by its initials (CISG), this Convention provides a unified set of rules on the () and () of contracts for the international sale of goods.

- ① formation - execution ② offering - accepting
③ drafting - making ④ accepting - denying

68. 다음 중 CISG의 적용에 대해 틀리게 기술하고 있는 것은?

- ① It only applies to international sales – CISG applies if both parties to the contract are in different contracting states.
- ② CISG expressly excludes coverage of: consumer sales; sales of ships, aircraft and electricity; securities transactions; and sales in which services play a major role.

72. 다음 중 대리상(agent)의 주요 의무가 아닌 것은?

- ① provide a warranty to a buyer
- ② disclose all material facts to the principal
- ③ not to make a secret profit
- ④ not to divulge confidential information

73. 다음 중 환어음(Bills of Exchange)에 대한 성격 중 거리가 먼 것은?

- ① Negotiable instrument which represents an unconditional demand for payment.
- ② Together with the Bill of Lading, it forms the basic for documentary collection procedures.
- ③ The draft is drawn by importer to exporter.
- ④ A draft accepted by a bank is called a banker's acceptance, while a draft accepted by a buyer is called a trader's acceptance.

74. 다음 빈 칸에 적절한 단어는?

When the seller attaches the bill of lading or other transport documents to bill of exchange, the bill of exchange is called a () bill.

- ① documentary ② clean ③ transport ④ combined

75. 다음 빈칸에 맞는 적절한 대금지급 조건은?

With () payment, the exporter ships the goods to the buyer and then, at an agreed future time, transmits an invoice and other shipping documents to the buyer.

- ① open account ② collections ③ LC ④ cash in advance

76. UCP 600에 따르면 서로 다른 나라에 소재하는 같은 은행의 지점은 어떻게 취급되는가?

- ① as an agent bank ② as the same bank
- ③ as a separate bank ④ as a dependent bank

77. 다음이 설명하고 있는 부가운임은?

() is a surcharge raised by shipping lines to take account of fluctuations in the price of marine fuel. A similar surcharge, commonly referred to as "fuel surcharge" is applied where goods are transported by air to compensate for fluctuations in the price of aviation fuel.

- ① BAF ② CAF ③ THC ④ FIO

78. FPA (Free From Particular Average)를 설명하고 있는 것 중 거리가 먼 것은?

- ① It provides minimum level of coverage.
- ② ICC (C) provides similar minimum coverages.
- ③ It covers total or partial loss from stranding, sinking, burning or collision.
- ④ It covers total or partial loss from vessel management, boiler bursting, defects in hull or machinery and explosion.

79. Insurable interest에 대한 설명 중 거리가 먼 것은?

- ① Anyone having an “insurable interest“ in cargo may become an insurer.
- ② Normally this would include the owner of goods.
- ③ The insurable interest requirement is to prevent disinterested parties from purchasing insurance purely for speculation.
- ④ Carrier or bailee can have insurable interest.

80. UCP 600에 따르면 제20조의 B/L을 서명할 수 없는 사람은?

- | | |
|-------------------------------------|----------------|
| ① Master | ② Carrier |
| ③ named agent for Carrier or Master | ④ Ship's Owner |

81. 다음은 클레임의 제기와 관련한 영문표현으로 문법적 오류가 있는 것은?

- ① We are forced to file a claim for the damages against you.
- ② We have no choice but enter into a claim for the damages against you.
- ③ We are compelled to submit a claim for the damages against you.
- ④ We cannot help placing a claim for the damages against you.

82. 다음 CIF조건에 관한 내용을 읽고 빈칸에 알맞은 표현은?

Under the CIF term, the seller pays insurance premium and then has to procure marine insurance against the () risk.

- ① his own ② seller's ③ buyer's ④ carrier's

83. 다음 내용을 읽고 빈칸에 알맞은 표현을 고르시오

() bill of lading is issued by a freight forwarder who consolidates several cargoes belonging to a different owner.

- ① Groupage ② Master ③ House ④ Transshipment

84. 다음 UCP 600에 관한 내용을 읽고 빈칸에 알맞지 않은 것을 고르시오.

The credit can be transferred only on the terms and conditions specified in the original credit, with the exception of ()

- ① the amount of the credit
② the expiry date
③ the period for presentation
④ the quantity of the goods

85. 다음 빈칸에 알맞은 것을 고르시오.

() must present the required documents under the relevant L/C to the nominated bank not later than the ().

- ① Applicant - validity ② Consignee - shipping date
③ Beneficiary - expiry date ④ Offeree - maturity

86. 다음 내용을 가장 알맞게 설명한 것은?

A kind of shipping document evidencing that the goods have been produced, made in the specified country issued by chamber of commerce or customs office.

- ① Transport Document ② Inspection Certificate
③ Commercial Invoice ④ Certificate of Origin

87. 다음 괄호에 들어갈 수 있는 가장 알맞은 Incoterms 2000의 무역조건을 고르시오.

The CIF term requires the seller to clear the goods for export. This term can be used only for sea and inland waterway transport. If the parties do not intend to deliver the goods across the ship's rail, the () term should be used.

- ① CFR ② FOB ③ CIP ④ CPT

88. 다음 괄호에 들어갈 수 있는 해상적하보험의 용어를 고르시오.

() is the intentional throwing the cargo overboard by the captain of the vessel, generally in a time of marine perils, something like general average.

- ① Particular Average ② Jettison
③ G/A Contribution ④ Pilferage

89. 다음 문장이 설명하고 있는 운송 관련 용어 중에서 가장 적합한 용어를 고르시오.

The amount of money paid to the shipowner by the charterer, a kind of penalty, for failing to complete loading or unloading the goods within the permitted laydays in the voyage charter party contract.

- ① Dispatch money ② Demurrage
③ Carriage ④ Freight

90. 다음 괄호에 들어갈 수 있는 가장 적절한 은행을 고르시오.

A () has discounted or purchased a draft drawn by the beneficiary under a letter of credit.

- ① Negotiating Bank
② Deferred Payment Bank
③ Sight Payment Bank
④ Remitting Bank

95. 다음 괄호에 들어갈 수 있는 송장의 유형을 고르시오.

The () appears to be a kind of invoice. But it is actually a form of invitation from the seller to the promising buyer and is often requested by him to get an import licence or foreign exchange permit from the authorities concerned.

- ① Consular Invoice ② Customs Invoice
③ Commercial Invoice ④ Pro-forma Invoice

96. 다음 괄호에 들어갈 수 있는 신용장의 종류를 고르시오.

() is issued on a non-documentary credit basis, that is to be payable in case of default or non-performance by a party obliged to the beneficiary.

- ① Standby L/C ② Documentary L/C
③ Negotiation L/C ④ Confirmed L/C

97. 다음의 밑줄 친 부분에 대한 해석 중 가장 어색한 것을 고르시오.

① Marine Insurance Policy or certificate ② in duplicate, ③ endorsed in blank for 110 percent of the invoice value, stipulating that ④ claims are payable in the currency of the draft.

- ① 해상보험증권 ② 2통
③ 무기명배서 ④ 손해배상청구

98. 다음 괄호에 들어갈 수 있는 무역서류를 고르시오.

() is an unconditional order in writing, addressed by one person to another, signed by the person issuing it, which requires the person to whom it is addressed to pay a specified sum of money to the payee at maturity.

- ① Bill of Exchange ② Bill of Lading
③ Certificate of Origin ④ Commercial Invoice

99. 불량제품에 대한 서신으로 잘못 설명하는 것은?

- ① We greatly regret to say that the goods are not in accordance with your sample.
- ② The goods submitted do not correspond with the sample you sent.
- ③ We would like to call your attention to the defective goods we received yesterday.
- ④ We have found that there was a discrepancy between the goods received and the amount on the invoice.

100. 비즈니스 서신작성에서 날짜표기에 적당한 답을 순서에 맞게 나열한 것은?

We are writing about your letter _____ 17 July 2009. It is true that the letter is _____ 17 July, but we received it _____ 28 July and it is _____ 24 July. This means it must have been mailed _____ 23 or 24 July. The deadline for bids on the contract was 20 July 2009, so I'm afraid your bid arrived too late. We have selected another contractor for this job.

- ① on - of - on - postmarked - of
- ② dated - of - of - postmarked - on
- ③ of - dated - on - postmarked - on
- ④ dated - on - of - postmarked - of