

◎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。（本題語群選項不可重覆，共 5 小格，每小格 2 分，合計 10 分）

答案代號	答 案 語 群
A	account
B	advise
C	amount
D	doing
E	enclosed
F	overcharged
G	is attached
H	making
I	overlooked
J	reminder

Dear Mr. Graham,

May I draw your attention to our invoice of September 3 in the <sup>①</sup> of €1,175.00, which is now more than a month overdue.

I am sure that the seasonal rush has kept you busy and that the invoice was <sup>②</sup>. Your prompt remittance would be appreciated.

A copy of Invoice No. A115 <sup>③</sup> in case you have misplaced your copy. If payment has already been made, please disregard this <sup>④</sup>.

Let me take this opportunity to thank you for placing orders with us, and I look forward to <sup>⑤</sup> business with you again in the near future.

Best regards,  
Julia Chang

(二) 請填入適當的語詞以完成下列翻譯。

(本題為填空題，共 10 小格，每小格 1 分，合計 10 分)

1. 謝謝您 10 月 12 日來函詢問數位影音光碟機。

Thank you for your <sup>①</sup> of October 12 concerning DVD <sup>②</sup>.

2. 我們從波士頓的商會得知，貴公司為台灣首屈一指的防水錶製造商。

We have <sup>③</sup> from the Chamber of Commerce in Boston that you are a <sup>④</sup> manufacturer of waterproof watches in Taiwan.

3. 本公司為紡織品進口商，想與同行供應商取得聯繫。

We are importers in the <sup>⑤</sup> trade and would like to get in <sup>⑥</sup> with suppliers of this line.

4. 我們可以直接從庫存供貨，如期交貨絕對沒有問題。

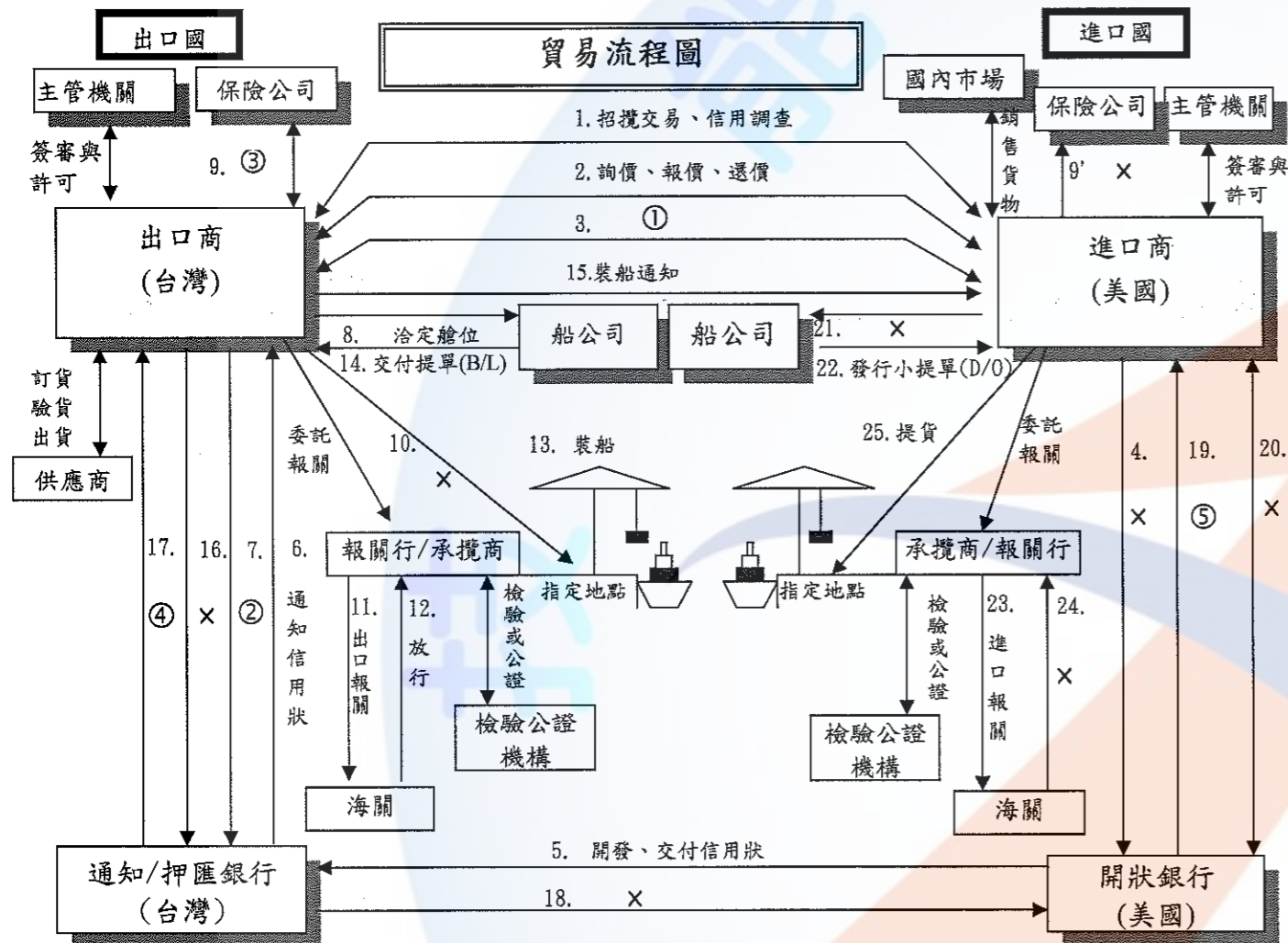
We can <sup>⑦</sup> from stock and will have no trouble meeting your <sup>⑧</sup> date.

5. 因裝船時間即將來臨，我們必須請您立即將信用狀及裝運指示傳真過來。

As the time of shipment is fast <sup>⑨</sup>, we must ask you to fax the L/C and shipping <sup>⑩</sup> immediately.

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、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 A01 與貨號 A02 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	A01	A02
包裝方式	15 SETS/CTN	18 SETS/CTN
包裝尺寸	4'5"× 3'5"× 2'5"	80cm × 50cm × 70cm
採購成本	TWD280/SET	TWD320/SET

運費資料：

運費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD75	USD1,500	USD2,500
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1 = TWD31.45	利潤率：15 %
保險費率：投保 ICC(A)條款 0.18% ICC(WAR)條款 0.02%	業務費率：10 %

注意事項：

1. 計算過程不需列出，直接填入數字答案。
2. 核算要求：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。
3. 含佣價計算方式：以所求報價條件本身為佣金計算基礎，如 FOBC 為 FOB 基礎之含佣價。

貨號 A01：併櫃方式報價

題目	答案	單位
1. 每箱才數	①	才(CFT)
2. 每箱 CBM 數	②	CBM
3. 每 SET 運費	③	USD/SET
4. FOBC8 報價	④	USD/SET
5. CIF 報價	⑤	USD/SET

貨號 A02：40 呎整櫃方式報價

題目	答案	單位
6. 每箱 CBM 數	⑥	CBM
7. 每箱才數	⑦	才(CFT)
8. 40 呎櫃報價箱數	⑧	CTNS
9. 每 SET 運費	⑨	USD/SET
10. CFR 報價	⑩	USD/SET

四、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。

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

Message Type : MT700 ISSUE OF A DOCUMENTARY CREDIT

Sender : TAI SHIN INTERNATIONAL BANK KAOHSIUNG BRANCH

Receiver : KEB HANA BANK HAEUNDAE BRANCH

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

27 : SEQUENCE OF TOTAL  
1/1

40A : FORM OF DOCUMENTARY CREDIT  
IRREVOCABLE

20 : DOCUMENTARY CREDIT NUMBER  
NHA16S00

31C : DATE OF ISSUE  
160803

40E : APPLICABLE RULES  
UCP LATEST VERSION

31D : DATE AND PLACE OF EXPIRY  
161209 IN THE COUNTRY OF BENEFICIARY

50 : APPLICANT  
WEN MING CO., LTD.  
NO.135, CHUNG HWA 3<sup>RD</sup> RD., KAOHSIUNG, TAIWAN

59 : BENEFICIARY  
WART MARINE SYSTEMS CO., LTD.  
8F, SAESAM BUILDING, 39 SESIL-RO, BUSAN, KOREA

32B : CURRENCY CODE, AMOUNT  
USD1,028,000.00

41D : AVAILABLE WITH ... BY ...  
ADVISING BANK BY NEGOTIATION

42C : DRAFTS AT ...  
AT SIGHT

42D : DRAWEE  
ISSUING BANK

43P : PARTIAL SHIPMENTS  
ALLOWED

43T : TRANSSHIPMENT  
PROHIBITED

44E : PORT OF LOADING/AIRPORT OF DEPARTURE  
ANY KOREAN PORT

44F : PORT OF DISCHARGE/AIRPORT OF DESTINATION  
KAOHSIUNG, TAIWAN

44C : LATEST DATE OF SHIPMENT  
161110

45A : DESCRIPTION OF GOODS AND/OR SERVICES  
2 SHIPSETS OF INTEGRATED BRIDGE SYSTEM  
AS PER CONTRACT NO. S2465 AND INVITATION NO. R5468  
FOB KOREA

46A : DOCUMENTS REQUIRED

1. MANUALLY SIGNED COMMERCIAL INVOICE IN 1 ORIGINAL.
2. MANUALLY SIGNED PACKING LIST IN 1 ORIGINAL.
3. 2/3 SET OF CLEAN ON BOARD OCEAN BILLS OF LADING MADE OUT TO ORDER AND BLANK ENDORSED MARKED "FREIGHT COLLECT" AND NOTIFY APPLICANT AS INDICATED ABOVE.
4. BENEFICIARY'S CERTIFICATE STATING THAT 1/3 SET OF ORIGINAL B/L AND ONE COMPLETE SET OF NON-NEGOTIABLE DOCUMENTS INCLUDING 6 COPIES OF INVOICE AND PACKING LIST HAVE BEEN FORWARDED BY REGISTERED AIRMAIL DIRECTLY TO THE APPLICANT BY BENEFICIARY WITHIN 3 DAYS AFTER THE SHIPMENT EFFECTED.
5. TEST REPORT ISSUED BY INDEPENDENT SURVEYOR IN DUPLICATE.
6. CLASSIFICATION CERTIFICATE ISSUED BY DNV IN DUPLICATE.
7. LETTER OF BANK GUARANTEE ADVISED THROUGH MEGA INTERNATIONAL COMMERCIAL BANK CO., LTD., KAOHSIUNG BRANCH.

47A : ADDITIONAL CONDITIONS

1. ALL DOCUMENTS MUST BEAR THE CREDIT NUMBER.
2. PARTIAL SHIPMENTS ARE ALLOWED BUT NOT MORE THAN 2 SHIPMENTS.
3. THE BILL OF LADING DATED WITHIN 30 DAYS AFTER THE LATEST SHIPMENT DATE IS ACCEPTABLE BUT BENEFICIARY HAS TO PAY A DELAY PENALTY ON THE BASIS OF 0.1 PCT OF THE INVOICE VALUE FOR EACH DAY DELAYED. SUCH PENALTY SHOULD BE DEDUCTED FROM THE NEGOTIATING AMOUNT BY THE NEGOTIATING BANK.
4. THE DRAFT(S) MUST BEAR "DRAWN UNDER DOCUMENTARY CREDIT NO."
5. CLASSIFICATION CERTIFICATE SHALL BEAR INVOICE NUMBER, CONTRACT NUMBER AND INVITATION NUMBER.
6. ON DECK B/L IS NOT ACCEPTABLE.
7. OCEAN BILLS OF LADING MUST BE ISSUED BY KANA SHIPPING CO., LTD.  
TEL:82-2-752-2145 FAX:82-2-756-3245

71B : CHARGES  
ALL BANKING CHARGES OUTSIDE TAIWAN INCLUDING REIMBURSEMENT COMMISSION ARE FOR ACCOUNT OF BENEFICIARY.

49 : CONFIRMATION INSTRUCTION  
WITHOUT

78 : INSTRUCTIONS TO THE PAYING/ACCEPTING/NEGOTIATING BANK

1. TO NEGOTIATING BANK ONLY : PLEASE FORWARD ALL DOCUMENTS TO US BY COURIER/EXPRESS IN ONE LOT.
2. UPON RECEIPT OF DOCUMENTS IN COMPLIANCE WITH THE TERMS OF THE CREDIT, WE WILL REMIT THE PROCEEDS TO PRESENTING BANK AS INSTRUCTED.

五、貿易單據製作 (本題共 15 小題, 每小題 2 分, 合計 30 分)

請依下列信用狀部分內容及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:

型號	A-200	A-134	A-224
包裝方式	20 PCS/CTN	20 PCS/CTN	25 PCS/CTN
每箱重量	NW: 25KGS GW: 26KGS	NW: 25KGS GW: 26KGS	NW: 24.5KGS GW: 25.5KGS
出貨數量	1,000 PCS	1,000 PCS	500 PCS
每箱尺寸	45×65×78(cm)	45×65×78(cm)	18"×26"×30"

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

Swift Output : FIN 700 Issue of a Documentary Credit

Sender : BANK OF AMERICA

Receiver : MEGA INTERNATIONAL COMMERCIAL BANK CO., LTD., KAOHSIUNG BRANCH

-----Message-----

- 50 : APPLICANT  
HANA TRADING CO., LTD.  
2324 WEST BLEVEN MILE ROAD, SOUTHFIELD, MT 484123, USA
- 59 : BENEFICIARY  
MINGO TRADING CO., LTD.  
12F-3, NO.297, CHUNG SHAN 2<sup>ND</sup> ROAD, CHIEN CHEN DIST., KAOHSIUNG, TAIWAN
- 32B : CURRENCY CODE, AMOUNT  
USD162,000.00
- 41D : AVAILABLE WITH...BY...  
ANY BANK BY NEGOTIATION
- 42C : DRAFTS AT  
AT 180 DAYS AFTER SIGHT FOR 100% INVOICE VALUE
- 42A : DRAWEE  
ISSUING BANK
- 44E : PORT OF LOADING  
VERACRUZ, MEXICO
- 44F : PORT OF DISCHARGE  
HOUSTON, TX, USA
- 44C : LATEST DATE OF SHIPMENT  
161016
- 45A : SHIPMENT OF GOODS  
5,000 PCS OF SWEATER AS PER P/I NO.25146  
TRADE TERMS : CFR HOUSTON (INCOTERMS 2010)
- 46A : DOCUMENTS REQUIRED  
1. SIGNED COMMERCIAL INVOICE IN ONE ORIGINAL MARKED P/I NO.  
2. PACKING LIST IN ONE ORIGINAL.  
3. FULL SET OF CLEAN ON BOARD OCEAN BILLS OF LADING ISSUED TO OUR  
ORDER MARKED "FREIGHT PREPAID" AND NOTIFY APPLICANT WITH ADDRESS.
- 47A : ADDITIONAL CONDITIONS  
1. ALL DOCUMENTS MUST INDICATE THIS CREDIT NUMBER  
2. SHIPPING MARK : HT(IN DIA)/C/NO. : 1-UP  
3. COMMERCIAL INVOICE AND PACKING LIST MUST INDICATE "THE COUNTRY OF  
ORIGIN : MEXICO"

### BILL OF EXCHANGE

Draft No. HJ16538 Taiwan, SEPT. 20, 2016

For X

At ① sight of this **FIRST** of Exchange (Second of the same tenor and date being unpaid)

Pay to the order of **TAIWAN SHIN KONG COMMERCIAL BANK**

The sum of X

Drawn under ②

Credit No. HF-007628753 Dated AUG. 11, 2016

To X ③

XXX

MINGO TRADING CO., LTD.  
 12F-3, NO.297, CHUNG SHAN 2ND RD.  
 CHIEN CHEN DIST., KAOHSIUNG  
 TAIWAN

MINGO TRADING CO., LTD.  
 2F-3, NO.297, CHUNG SHAN 2ND RD.  
 CHIEN CHEN DIST., KAOHSIUNG  
 TAIWAN

**INVOICE**

**PACKING LIST**

No. CD543 Date: SEPT. 20, 2016  
 INVOICE of AS FOLLOWS  
 For account and risk of Messrs. (4)

No. CD543 Date: SEPT. 20, 2016  
 PACKING LIST of AS FOLLOWS MARKS & NOS.  
 For account and risk of Messrs. X

Sailing on or about SEPT. 20, 2016 Per S.S. YU HENG V.6214  
 From VERACRUZ, MEXICO To HOUSTON, TX, USA

Sailing on or about SEPT. 20, 2016 Per S.S. YU HENG V.6214  
 From VERACRUZ, MEXICO To HOUSTON, TX, USA

Marks & Nos.	Description of Goods	Quantity	Unit Price	Amount
	SWEATER AS PER P/I NO. 25146		(5)	
X	A-200	X	USD32.00/PC	X
	A-134		USD34.00/PC	
	A-224		USD30.00/PC	
		X vvvvvvvv		X vvvvvvvv
SAY TOTAL (6)				
CREDIT NO. HF-007628753				
(7)				
	MINGO TRADING CO., LTD.			
	XXX			
	SALES MANAGER			

Packing No.	Description	Quantity	Net Weight (KGS)	Gross Weight (KGS)	Measurement (CBM)
X	SWEATER A-200		@25.00		
	A-134	(9)	@25.00	X	X
	A-224		@24.50		
			490.00		
X vvvvvv		X vvvvvv	X vvvvvv	(10) vvvvvv	X vvvvvv
SAY TOTAL (11)					
X					
	MINGO TRADING CO., LTD.				
	XXX				
	SALES MANAGER				

Taiwan Marine		SHIPPING ORDER				
Shipper: X		Please receive for shipment the under mentioned goods subject to your published regulations and conditions			S/O NO.	
Consignee: ⑫		Taiwan Marine Transport Corporation 台灣海運股份有限公司				
Notify Party: (Full name and address) ⑬		洽訂船位之廠商： 電話/聯絡人： 報關行： 電話/聯絡人：				
Ocean Vessel YU HENG	Voy. No. 6214	Final destination (On Merchant's Account And Risk)				
Place of Receipt	Port of Loading X	Freight to be: <input checked="" type="checkbox"/> Prepaid <input type="checkbox"/> Collect				
Port of Discharge ⑭	Place of Delivery	領提單處:	台北	台中	台中港	高雄
Marks and Numbers	No. of P'kgs or Units	Description of Goods	Gross Weight (KGS)	Measurement (M <sup>3</sup> )		
X	X	SWEATER	X	⑮		
SAY TOTAL _____			櫃型/櫃數 ___X20'/___X40'			
CREDIT NO. HF-007628753			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。
- 嚮頭及品名如超過十行，請以附表繕打，俾便提單製作。

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 (本大題合計 20 分)

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

(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

題 號	答 案
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	

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

(答案請填入數字即可)

①	②	③	④	⑤
⑥	⑦	⑧	⑨	⑩

備註：依技術士技能檢定作業及試場規則第 16 條規定，答案卷上註記不應有之文字、符號或標記者，該科測試成績以零分計算。  
應檢人應於本答案紙指定欄位內填寫姓名、准考證號碼及答案，如於答案紙其他位置書寫或劃記不應有之標記、計算過程、姓名...等，依上開規定辦理。

准考證號碼(免學科者需加註 A)	
姓名	

- 一、答案紙共 2 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。  
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、使用經中央主管機關公告之電子計算器機型。

注意事項

裝 訂 綫

四、商業信用狀分析 (本題為填空題，合計 20 分)

題 目	答 案
RESTRICTED NEGOTIATING BANK? (英文作答) (2分)	
PAYING BANK? (英文作答) (2分)	
本信用狀規定須由哪一家運輸公司簽發提單?(英文作答) (2分)	
根據 46A，除了商業發票、包裝單、提單及受益人證明書外，押匯單據還有哪些?(英文作答)	(1) _____ (2分) (2) _____ (2分) (3) _____ (2分)
FORM OF CREDIT?	(1) <input type="checkbox"/> GENERAL L/C <input type="checkbox"/> SPECIAL L/C (1分) (2) <input type="checkbox"/> CONFIRMED L/C <input type="checkbox"/> UNCONFIRMED L/C(1分)
押匯時，提示下列提單銀行會接受嗎?	
(1) STRAIGHT B/L	(1) <input type="checkbox"/> YES <input type="checkbox"/> NO (1分)
(2) SHORT FORM B/L	(2) <input type="checkbox"/> YES <input type="checkbox"/> NO (1分)
(3) ON DECK B/L	(3) <input type="checkbox"/> YES <input type="checkbox"/> NO (1分)
(4) THIRD PARTY B/L	(4) <input type="checkbox"/> YES <input type="checkbox"/> NO (1分)
分批裝運最多限幾次?	<input type="checkbox"/> 2次 <input type="checkbox"/> 3次 <input type="checkbox"/> 4次 (1分)
若提單的簽發日為 11 月 15 日，則出口商會被扣幾天的遲延罰款?	<input type="checkbox"/> 1天 <input type="checkbox"/> 3天 <input type="checkbox"/> 5天 (1分)

五、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	

注 意 專 項
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一、答案紙共 2 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、使用經中央主管機關公告之電子計算器機型。

裝 訂 線