

◎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	shipment
B	following
C	quantity
D	kitchenware
E	follows
F	stocks
G	offering
H	supply
I	furniture
J	quoted

Dear Mr. Hathaway,

Thank you for your e-mail of May 18. We appreciate the interest you have shown in our new range of ① and are pleased to quote as ②:

Extendable Dining Table	\$2,500
Coffee Table with Double Drawers	\$250
3-Drawer Mobile File Cabinet	\$145

The prices ③ are CIF Seattle, and we are prepared to grant you a special discount of 15% if your order value is over \$10,000 for one ④.

As our ⑤ of these goods are limited, we suggest you place an order as soon as possible.

Sincerely,

Lisa Wu

(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. 請立刻結清逾期的貨款。

Please ① the ② payments immediately.

2. 我們已經報上最優惠的價格。

We have ③ our most ④ prices.

3. 貨物一裝運，我們就會以電郵告知。

As ⑤ as shipment has been effected, we will ⑥ you by email.

4. 本公司專門生產時尚和負擔得起的鞋。

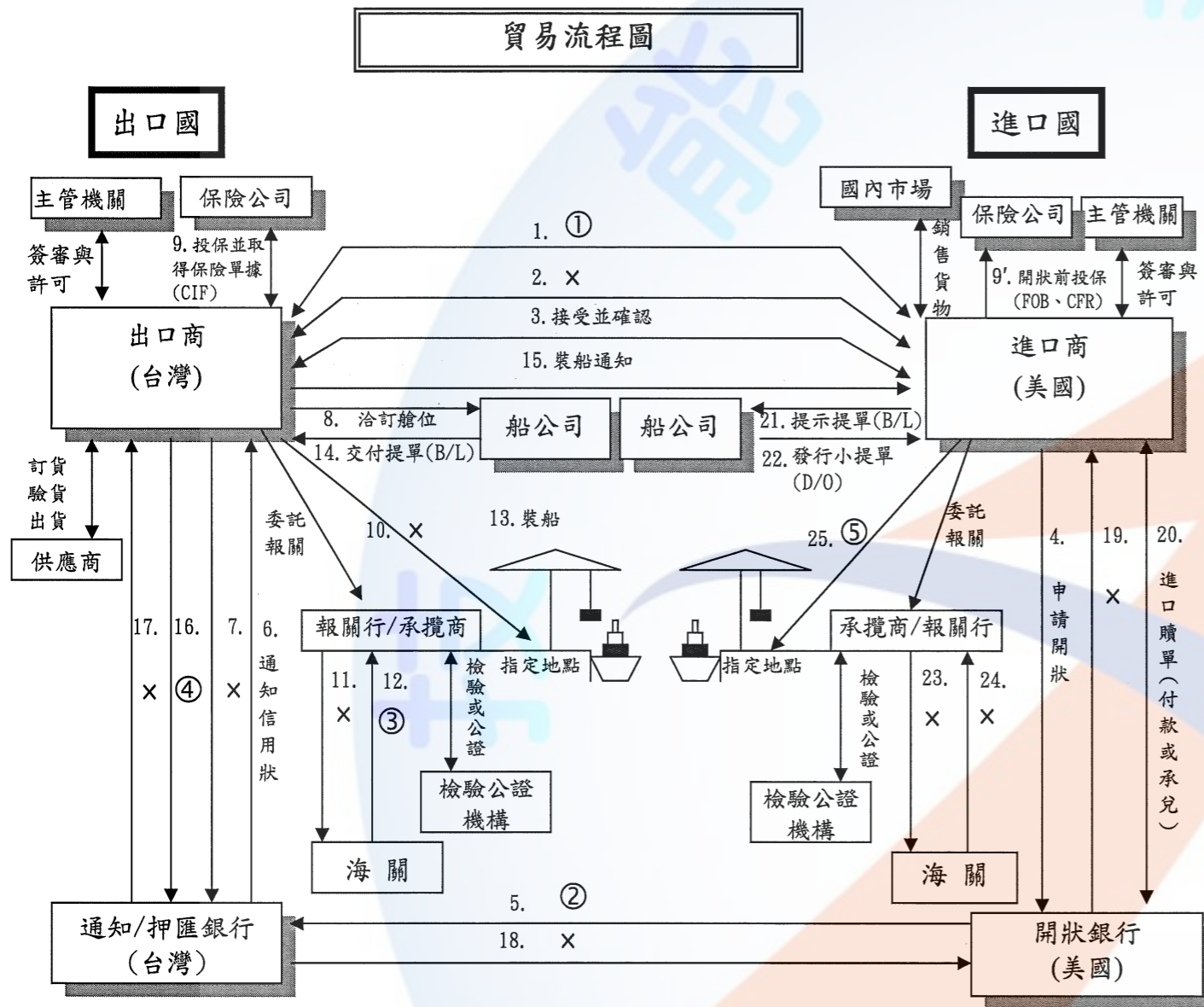
We ⑦ in fashionable and ⑧ footwear.

5. 就類似品質的貨品而言，我們的價格遠比競爭對手的價格低得多。

Our prices are considerably lower than those of our ⑨ for goods of ⑩ quality.

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 TH-796 與貨號 TH-850 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	TH-796	TH-850
包裝方式	16 DOZ/CTN	8 BUNDLES/CRATE
包裝尺寸	17" x 16" x 14"	128 CM X 119 CM X 95 CM
採購成本	NTD250/DOZ	NTD580/BUNDLE

運費資料：

運費	併櫃(CFS)	20 呎(TEU)整櫃	40 呎(FEU)整櫃
	USD60	USD830	USD1,100
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1= EUR0.919 EUR1=TWD33.90	利潤率： 15 %
保險費率： ICC(A)0.08%、罷工險 0.015%	業務費率： 3.5%

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, CFRC 與 CIFC 分別為 FOB, CFR 與 CIF 基礎之含佣價。

貨號 TH-796:併櫃方式報價

題目	答案	單位
1. 每箱 CFT 數	①	CFT
2. 每箱 CBM 數	②	CBM
3. 每 DOZ(打)運費	③	EUR/DOZ
4. FOBC5 報價	④	EUR/DOZ
5. CFR 報價	⑤	EUR/DOZ

貨號 TH-850:TEU 方式報價

題目	答案	單位
6. 每箱 CBM 數	⑥	CBM
7. TEU 報價箱數	⑦	CTNS
8. 每 BUNDLE(捆)運費	⑧	EUR/BUNDLE
9. CFRC6 報價	⑨	EUR/BUNDLE
10. CIFC8 報價	⑩	EUR/BUNDLE

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。

Authentication Result: Correct with Current Key

Instance Type and Transmission

Original received from SWIFT

Priority : Normal

Swift Output : 700 ISSUE OF A DOCUMENTARY CREDIT

Sender : HUA NAN COMMERCIAL BANK, LTD.

Receiver : DEUTSCHE BANK AG

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

27 : Sequence of Total
1/1

40A : Form of Documentary Credit
IRREVOCABLE

20 : Documentary Credit Number
6PH2-789356-201

31C : Date of Issue
170512

40E : Applicable Rules
UCP LATEST VERSION

31D : Date and Place of Expiry
170720

50 : Applicant
NICE VILLAGE INDUSTRIAL CO., LTD.
NO.789 SEC 5, CHUNG SHAN RD, LINKOU DIST, NEW TAIPEI CITY 244
TAIWAN, R.O.C.

59 : Beneficiary
GERMAN STARLING VALVE GMBH
FRIEDRICHPLATZ 999A, 47495 RHEINBERG, GERMANY

32B : Currency Code, Amount
EUR104,250.00

39B : Maximum Credit Amount
NOT EXCEEDING

41A : Available with.....by.....
ADVISING BANK BY DEFERRED PAYMENT

42P : Deferred Payment Details
30 DAYS AFTER B/L DATE

43P : Partial Shipments
PROHIBITED

43T : Transshipment
PROHIBITED

44E : Port of Loading/Airport of Departure
HAMBURG, GERMANY

44F : Port of Discharge/Airport of Destination
KEELUNG, TAIWAN

44C : Latest Date of Shipment
170705

45A : Description of Goods and/or Services
150 PCS OF STARTING VALVE

46A : Documents Required

1. MANUALLY SIGNED COMMERCIAL INVOICE IN TRIPLICATE INDICATING L/C NUMBER AND P/I NO.NV-170410
2. FULL SET(3/3) OF CLEAN ON BOARD BILLS OF LADING MADE OUT TO THE ORDER OF HUA NAN COMMERCIAL BANK, LTD. MARKED FREIGHT PREPAID AND THIS CREDIT NUMBER NOTIFYING APPLICANT, INDICATING EURO NICE GLOBAL GMBHD AS SHIPPER
3. INSURANCE POLICY OR CERTIFICATE IN DUPLICATE IN NEGOTIABLE FORM FOR 110 PCT OF INVOICE VALUE BLANK ENDORSED AND WITH CLAIMS PAYABLE IN TAIWAN COVERING INSTITUTE CARGO CLAUSES (A) AND INSTITUTE STRIKES CLAUSES (CARGO) ALL IRRESPECTIVE OF PERCENTAGE FROM SELLER'S WAREHOUSE TO BUYER'S WAREHOUSE NEW TAIPEI CITY
4. NEUTRAL PACKING LIST IN TRIPLICATE
5. BENEFICIARY'S CERTIFICATE STATING THAT ONE COMPLETE SET OF NON-NEGOTIABLE STIPULATED DOCUMENTS HAVE BEEN FORWARDED BY COURIER TO APPLICANT WITHIN 5 DAYS AFTER SHIPMENT

47A : Additional Conditions

1. ALL DOCUMENTS MUST BEAR OUR CREDIT NUMBER
2. A DISCREPANCY FEE FOR EUR60.00 WILL BE DEDUCTED FROM THE PAYMENT FOR EACH SET OF DOCUMENTS CONTAINING DISCREPANCIES
3. ALL DOCUMENTS SHOULD BE ISSUED IN ENGLISH
4. TRANSPORT DOCUMENTS DATED PRIOR TO THE DATE OF ISSUANCE OF THIS CREDIT ARE NOT ACCEPTABLE
5. SHORT FORM B/L NOT ACCEPTABLE

71B : Charges
ALL BANKING CHARGES OUTSIDE TAIWAN ARE FOR ACCOUNT OF BENEFICIARY

48 : Period for Presentation
DOCUMENTS MUST BE PRESENTED WITHIN 15 DAYS AFTER THE DATE OF SHIPMENT BUT WITHIN L/C EXPIRY DATE

49 : Confirmation Instructions
WITHOUT

78 : Instructions to Paying/Accepting/Negotiating Bank
+ALL DOCUMENTS MUST BE SENT TO US BY COURIER SERVICE IN ONE COVER ADDRESSED TO HUA NAN COMMERCIAL BANK, LTD. NO.331, WENHUA 3RD RD, LINKOU DIST, NEW TAIPEI CITY 244, TAIWAN, R.O.C.
+UPON RECEIPT OF DOCUMENTS AT OUR COUNTERS AND PROVIDED ALL TERMS AND CONDITIONS HAVE BEEN COMPLIED WITH, WE SHALL CONFIRM MATURITY DATE AND PAYMENT SHALL BE EFFECTED AS PER INSTRUCTIONS

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

五、貿易單據製作 (本題共 15 小題，每小題 2 分，合計 30 分)

請依所附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。

- 31C : Date of Issue
170425
- 31D : Date and Place of Expiry
170710 IN THE BENEFICIARY'S COUNTRY
- 52D DC Issuing Bank
ALLIANCE BANK MALAYSIA BERHAD
- 50 : Applicant
ASIA ENTERPRISES SDN BHD
NO.6862, JALAN DATO LIM HOE LEK, PAHANG, 25200 KUANTANG, MALAYSIA
- 59 : Beneficiary
NOVELTY INDUSTRIAL COMPANY LIMITED
NO. 7986, SEC 2, DENG LIN RD, WUGU DIST, NEW TAIPEI CITY
TAIWAN, R.O.C.
- 32B : Currency Code, Amount
USD53,325.00
- 42C : Drafts at
90 DAYS FROM DATE FOR 100 PCT OF INVOICE VALUE
- 42A : Drawee
OPENING BANK
- 44E : Port of Loading/Airport of Departure
ANY PORT IN TAIWAN
- 44F : Port of Discharge/Airport of Destination
PORT KLANG
- 45A : Description of Goods and/or Services
CHILDREN'S TRICYCLE
BT-12 1,500 PCS USD18.75/PC
BT-15 2,000 PCS USD12.60/PC
TRADE TERMS: FOB ANY PORT IN TAIWAN INCOTERMS 2010
- 46A : Documents Required
1. MANUALLY SIGNED COMMERCIAL INVOICE IN QUADRUPLICATE
2. FULL SET OF CLEAN ON BOARD BILLS OF LADING MADE OUT TO ORDER AND ENDORSED IN BLANK MARKED FREIGHT PAYABLE AT DESTINATION AND NOTIFY APPLICANT
3. MANUALLY SIGNED PACKING LIST IN TRIPLICATE SHOWING NET WEIGHT, GROSS WEIGHT AND MEASUREMENT
4. CERTIFICATE OF ORIGIN ISSUED BY TAIWAN CHAMBER OF COMMERCE
- 47A : Additional Conditions
1. COMMERCIAL INVOICE AND PACKING LIST MUST SHOW P/O NO.NI-170220
2. SHIPPING MARK: AE (IN REC)

工廠出貨明細資料：

貨號	BT-12	BT-15
包裝方式	1 pc./ctn.	6 pcs./ctn.
每箱重量	N.W.: 4.20 kgs. ; G.W.: 5.20 kgs.	N.W.: 12.50 kgs. ; G.W.:14.25 kgs.
每箱尺寸	34 cm × 59 cm × 54 cm	24" × 18" × 16"
出貨數量	600 pcs.	1,000 pcs.

BILL OF EXCHANGE		
DRAFT NO.	1968	
FOR	①	DATED JUNE 10, 2017
AT	90 DAYS FROM DATE	SIGHT OF THIS FIRST OF EXCHANGE (SECOND OF THE SAME TENOR AND DATE BEING UNPAID) PAY TO THE ORDER OF
FIRST COMMERCIAL BANK		
THE SUM OF	XXX	VALUE RECEIVED
DRAWN UNDER LETTER OF CREDIT NO.	ABMB-7988	DATED ②
ISSUED BY	③	
TO	XXX	XXX

NOVELTY INDUSTRIAL COMPANY LIMITED

No. 7986, Sec. 2, Deng Lin Rd.
Wugu Dist., New Taipei City
Taiwan, R.O.C.

INVOICE

No. AE-170608

Date: JUNE 10, 2017

Invoice of ④

For account and risk of Messrs XXX

Shipped Per S.S. EVER LIBRA V.1492-025W

Sailing on or about JUNE 10, 2017

Shipment From XXX To ⑤

Marks & Nos.	Quantity	Description of Merchandise	Unit Price	Amount
XXX	XXX	<u>CHILDREN'S TRICYCLE</u>	<u>XXX</u>	
		BT-12 Plastic Tricycle Size: 70 cm × 45 cm × 50 cm BT-15 Plastic Tricycle Size: 53 cm × 49 cm × 45 cm	<u>⑥</u>	XXX XXX
	XXX PCS vvvvvvvv			USD XXX vvvvvvvv
	SAY <u>⑦</u>			
	DRAWN UNDER XXX			
	<u>XXX</u>			
		<u>⑧</u>		

NOVELTY INDUSTRIAL COMPANY LIMITED

No. 7986, Sec. 2, Deng Lin Rd.
Wugu Dist., New Taipei City
Taiwan, R.O.C.

PACKING LIST

No. AE-170608

Date: JUNE 10, 2017

Packing List of XXX

MARKS & NOS.

For account and risk of Messrs ⑨

XXX

Shipped Per S.S. EVER LIBRA V.1492-025W

Sailing on or about JUNE 10, 2017

Shipment From KEELUNG

To XXX

Packing No.	Description of Goods	Quantity	Net Weight	Gross Weight	Measurement
⑩	<u>CHILDREN'S TRICYCLE</u>				
	BT-12 Plastic Tricycle Size: 70 cm × 45 cm × 50 cm BT-15 Plastic Tricycle Size: 53 cm × 49 cm × 45 cm — DO —	@1 pc. 600 pcs. @6 pcs. 996 pcs. 4 pcs.	XXX	XXX	XXX
TOTAL: XXX CTNS vvvvvvvvv		XXX PCS vvvvvv	KGS vvvvvvvvv	KGS vvvvvvvvv	CBM vvvvvvvvv
	SAY TOTAL XXX				
	<u>⑪</u>		XXX		

長榮國際股份有限公司 EVERGREEN INTERNATIONAL CORPORATION		SHIPPING ORDER (B/L INSTRUCTION)		
Shipper: (發票如需另列抬頭人請註明) XXX 發票抬頭: 統一編號: 提單傳真號碼:		Please receive for shipment the under mentioned goods subject to your published regulations and conditions(including those as to liability)		S/O NO.
Consignee: TO ORDER		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: 1. 危險品請註明 UN NO. IMO CLASS 與燃點, 並附上 Shipper's Certificate。(吉達地區請另附 Packing list 兩份)。 2. S/O 上之內容若有變更, 請圈劃出, 並於結關當天前傳真或送底至本公司。 3. 唛頭及品名如超過十行, 請以附表繕打, 俾便提單製作。 3. 傳真專線: 遠洋航線請傳(02)25063878, 近洋航線請傳(02)25006658。 洽訂船位之廠商: 電話/聯絡人: 報關行: 電話/聯絡人: Final destination (On Merchant's Account And Risk)		
Notify Party:(Full name and address) ASIA ENTERPRISES SDN BHD NO.6862, JALAN DATO LIM HOE LEK PAHANG 25200 KUANTANG, MALAYSIA				
Ocean Vessel 船名 ⑫ XXX	Voy. No. 航次 XXX			
Place of Receipt 收貨地	Port of Loading 裝貨地 ⑬	Freight to be: ⑭ 付費方式: <input type="checkbox"/> Prepaid 預付 <input type="checkbox"/> Collect 到付		
Port of Discharge 卸貨港 XXX	Place of Delivery 交貨地(美國線請註明州別)	領提單處	<input checked="" type="checkbox"/> 台北	<input type="checkbox"/> 台中 <input type="checkbox"/> 台中港 <input type="checkbox"/> 高雄
Marks and Numbers/ Container No. and Seal No.	Quantity and Unit	Description of Goods (請詳實註明, 如僅為"GENERAL MERCHANDISE"恕無法接受)	Gross Weight (KGS)	Measurement (M ³)
EISU80429xx/45'/10175xx ⑮	XXX	CHILDREN'S TRICYCLE	XXX	XXX
	SAY TOTAL XXX		櫃型/櫃數 普通櫃: ___X20'/___X40' 冷凍櫃: ___X20'/___X40' H Q : ___X40' 超重櫃: ___X20' 貨主自有櫃: _____ 其他特殊櫃: _____	
			SERVICE REQUIRED <input type="checkbox"/> 1.FCL/FCL 整櫃/整櫃 <input type="checkbox"/> 2.LCL/LCL 併裝/併裝 <input type="checkbox"/> 3.FCL/LCL 整櫃/併裝 <input type="checkbox"/> 4.LCL/FCL 併裝/整櫃	

初閱總分		複閱總分	
------	--	------	--

 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	
----	--	----	--

初閱		複閱	
----	--	----	--

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	
----	--	----	--

三、出口價格核算 (本題共 10 小題，每小題 2 分，合計 20 分)

(計算過程不需列出，直接填入數字答案)

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	

<p>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。</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、使用經中央主管機關公告之電子計算器機型。</p>	注意事項
--	------

裝 訂 線

四、商業信用狀分析 (本題為填空題，合計 20 分)

題目	答案
受益人? (英文作答)(2 分)	
ADVISING BANK? (英文作答)(2 分)	
提單之託運人? (英文作答)(2 分)	
信用狀有效期限?(2 分)	西元_____年_____月_____日
裝船港?(2 分) (英文作答)	
依本信用狀內容，請選出(單選)下列各小題之正確答案	
保險金額幣別?(1 分)	<input type="checkbox"/> USD <input type="checkbox"/> EUR <input type="checkbox"/> TWD
若遇地震，有效期限與裝船期限可否 順延?(1 分)	<input type="checkbox"/> 僅有效期限可 <input type="checkbox"/> 僅裝船期限可 <input type="checkbox"/> 兩者皆可 <input type="checkbox"/> 兩者皆不可
貿易條件?(1 分)	<input type="checkbox"/> FOB KEELUNG <input type="checkbox"/> FOB HAMBURG <input type="checkbox"/> CIF KEELUNG <input type="checkbox"/> CIF HAMBURG
通知手續費由何方負擔?(1 分)	<input type="checkbox"/> 通知銀行 <input type="checkbox"/> 開狀申請人 <input type="checkbox"/> 受益人
運送單據日期不可早於何日?(1 分)	<input type="checkbox"/> 有效日期 <input type="checkbox"/> 裝船日期 <input type="checkbox"/> 開狀日期
使用方式?(1 分)	<input type="checkbox"/> 讓購 <input type="checkbox"/> 延期付款 <input type="checkbox"/> 即期付款 <input type="checkbox"/> 承兌
投保時是否須包括內陸運輸?(1 分)	<input type="checkbox"/> 是 <input type="checkbox"/> 否
瑕疵費由何方負擔?(1 分)	<input type="checkbox"/> 買方 <input type="checkbox"/> 賣方
包裝單之簽署?(1 分)	<input type="checkbox"/> 開狀申請人 <input type="checkbox"/> 受益人 <input type="checkbox"/> 不需要
信用狀種類?(1 分)	<input type="checkbox"/> 跟單 L/C <input type="checkbox"/> 無跟單 L/C

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	FREIGHT TO BE : <input type="checkbox"/> PREPAID <input type="checkbox"/> COLLECT
⑮	

名	
姓	

注 意 事 項	<p>一、答案紙共 2 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折開。</p> <p>三、作答時一律不可使用“鉛筆”。</p> <p>四、使用經中央主管機關公告之電子計算器機型。</p>
---------	--

裝 訂 線