

◎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函電。

(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	affordable
B	manufacturer
C	provide
D	trading company
E	expand
F	procure
G	advise
H	transit
I	regular
J	transact

Dear Sirs,

We have obtained your name from Exportpages. We are an established ① in Taiwan, specializing in high-end kitchenware. As we are looking to ② our business across China, we are searching for a reliable supplier and a long-time business partner.

Could you send us your latest catalogue and price list? Also, would you kindly ③ us of your payment terms, lead time, and discounts for ④ purchases?

In view of China's booming economy, we would expect to ⑤ a substantial volume of business provided your prices are competitive and your terms favorable.

We look forward to hearing from you soon.

Sincerely,

Bill Kuo

(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. 我們想進口瑞士乳酪，希望收到您目前的目錄及外銷價目表。

We are interested in ① Swiss cheese and would ② receiving your latest catalog and export price list.

2. 貨到時少了三箱。

Three cases in the consignment were ③ on ④ .

3. 請盡快開立相關信用狀，以便我方可以安排裝運，不致耽擱。

Please open the relative L/C as soon as ⑤ so we can arrange shipment without ⑥ .

4. 為了成交，我方願意在價格上有一點彈性。

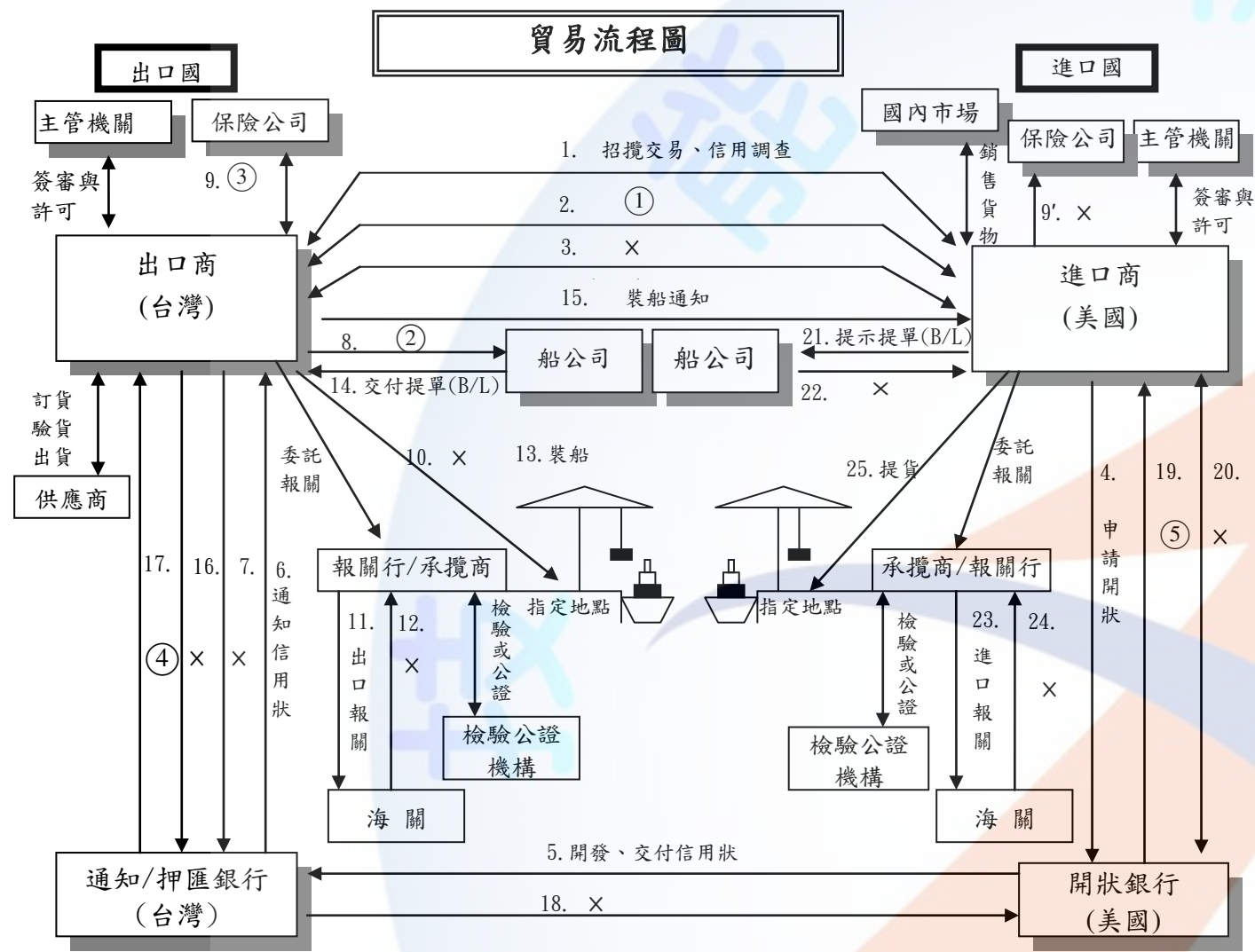
In order to ⑦ the sale, we are willing to be a little ⑧ on the price.

5. 除了上述的同業折扣外，我們還會給初次訂購九七折特別優待。

In ⑨ to the trade discount stated, we would allow you a special first-order discount of ⑩ .

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 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：

貨號	A	B
包裝方式	12 PCS/CTN	15 SETS/CTN
包裝尺寸	25"×18"×16"	48x40x40(cm)
採購成本	TWD320/PC	TWD250/SET

運費資料：

運費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD90	USD1,500	USD2,400
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1= TWD30.37	利潤率：12 %
保險費率：0.35% ，投保 120%	業務費率：8 %

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 CIFC 以 CIF、CFRC 以 CFR 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：20 呎整櫃方式報價

題目	答案	單位
1.每箱才數		CFT
2.每箱 CBM 數		CBM
3.20 呎櫃報價數量		PCS
4.CFR 報價		USD/PC
5.CIFC3 報價		USD/PC

貨號 B：併櫃方式報價

題目	答案	單位
6.每箱 CBM 數		CBM
7.每箱運費		USD/CTN
8.FOB 報價		USD/SET
9. CFRC4 報價		USD/SET
10.CIFC6 報價		USD/SET

四、商業信用狀分析（本題為填空題，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-----

Swift Output : FIN 700 ISSUE OF A DOCUMENTARY CREDIT  
Sender : BANK OF TAIWAN CHUNGLUN BRANCH  
Receiver : BANK OF TAIWAN GUANGZHOU BRANCH

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

: 40A : Form of Documentary Credit  
IRREVOCABLE AND TRANSFERABLE

: 20 : Documentary Credit Number  
DC00045127

: 31C : Date of Issue  
171223

: 40E : Applicable Rules  
UCP LATEST VERSION

: 31D : Date and Place of Expiry  
180323 IN THE COUNTRY OF BENEFICIARY

: 50 : Applicant  
MAYFULL CO., LTD.  
8F., NO.52, SEC. 1, BADE RD., ZHONGZHENG DIST.  
TAIPEI CITY 100, TAIWAN (R.O.C.)

: 59 : Beneficiary  
GENERAL LIGHT ELECTRICAL APPLIANCES CO., LTD.  
3F., NO.11, DEZHENG SOUTH ROAD, GUANGZHOU, CHINA

: 32B : Currency Code, Amount  
USD38,400.00

: 41D : Available with . . . by . . .  
ANY BANK BY NEGOTIATION

: 42C : Drafts at  
AT 60 DAYS AFTER SIGHT FOR 100% INVOICE VALUE

: 42A : Drawee  
ISSUING BANK

: 43P : Partial Shipments  
ALLOWED

: 43T : Transshipment  
PROHIBITED

: 44E : Port of Loading  
GUANGZHOU PORT, CHINA

: 44F : Port of Discharge  
KEELUNG PORT, TAIWAN

: 44C : Latest Date of Shipment  
180310

: 45A : Description of Goods and/or Services  
12,000 PCS TUNGSTEN HALOGEN LAMPS W600  
AS PER SALES CONFIRMATION NO. HF1456 DATED NOV. 22, 2017  
PRICE : USD3.20/PC CFR KEELUNG PORT, TAIWAN  
CCC CODE : 8539.21.00.00-9

: 46A : Documents Required

1. SIGNED INVOICE IN 2 ORIGINALS AND 3 COPIES INDICATING THIS CREDIT NUMBER.
2. PACKING LIST IN 2 ORIGINALS AND 3 COPIES SHOWING ITEM CODE AS PER HARMONIZED SYSTEM.
3. 2/3 SET OF ORIGINAL CLEAN ON BOARD BILL OF LADING MADE OUT TO THE ORDER OF SHIPPER AND BLANK ENDORSED MARKED FREIGHT PREPAID, NOTIFY APPLICANT.
4. BENEFICIARY'S CERTIFICATE STATING THAT ONE ORIGINAL B/L AND ONE SET OF NON-NEGOTIABLE SHIPPING DOCUMENTS HAVE BEEN SENT DIRECTLY TO THE APPLICANT WITHIN 24 HOURS AFTER SHIPMENT BY AIR COURIER.
5. PRE-SHIPMENT INSPECTION CERTIFICATE TO BE ISSUED BY SGS-CSTC STANDARDS TECHNICAL SERVICES CO., LTD. GUANGZHOU BRANCH REGARDING THE GOODS OF QUANTITY, QUALITY, SPECIFICATION AND MANUFACTURING YEAR.

: 47A : Additional Conditions

1. SHORT FORM BILL OF LADING/ BLANK BACK BILL OF LADING, CHARTER PARTY BILL OF LADING ARE NOT ACCEPTABLE.
2. INSURANCE ARRANGED BY APPLICANT.
3. THIS L/C IS TRANSFERABLE BY THE ADVISING BANK.
4. NEGOTIATION AGAINST DISCREPANT DOCUMENTS MUST NOT BE MADE UNDER RESERVE WITHOUT OUR PRIOR APPROVAL.
5. ADDITIONS, CORRECTIONS, ERASURES, AMENDMENTS MUST BE DULY STAMPED BY THE PARTY/AUTHORITY ISSUING THE DOCUMENT IN QUESTION.
6. USD90.00 (OR EQUIVALENT) WILL BE DEDUCTED AT PAYMENT FOR EACH PRESENTATION OF DISCREPANT DOCUMENTS UNDER THIS CREDIT.

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

: 49 : CONFIRMATION INSTRUCTIONS  
MAY ADD

: 78 : Instructions to Pay/Acc/Neg Bank  
ALL DOCUMENTS MUST BE FORWARDED TO US (ADDRESS: NO.184, SEC. 5, NANJING E. RD., SONGSHAN DIST., TAIPEI CITY 105, TAIWAN (R.O.C.) BY COURIER SERVICE IN ONE LOT.

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。下列為信用狀部分內容：

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

Swift Output : FIN 700 Issue of a Documentary Credit  
Sender : KCB BRUSSELS ORBAN  
RUE DE LA SCIENCE 25, 1040 BRUSSEL, BELGIUM  
Receiver : HUA NAN COMMERCIAL BANK, LTD., NORTH NANGANG BRANCH.  
2F-10 NO.3, PARK ST., NANGANG DIST., TAIPEI CITY 115, TAIWAN (R.O.C.)

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

50 : Applicant  
BRUSSELS LACES AND GIFTS SERV. SA.  
RUE DE LUSAMBO 21/28, 1190 BRUSSEL, BELGIUM  
59 : Beneficiary  
PLUSTEX CO., LTD.  
NO.145, PARK ST., NANGANG DIST., TAIPEI CITY 115, TAIWAN (R.O.C.)  
32B : Currency Code, Amount  
USD21,200.00  
39A : Percentage Credit Amount Tolerance  
05/05  
42C : Drafts at.....  
AT 60 DAYS AFTER B/L DATE FOR FULL INVOICE VALUE  
42A : Drawee  
ISSUING BANK  
43P : Partial Shipments  
ALLOWED  
43T : Transshipment  
ALLOWED  
44E : Port of Loading  
ANY PORT IN CHINA  
44F : Port of Discharge  
ANY PORT IN BELGIUM  
44C : Latest Date of Shipment  
180329  
45A : Description of Goods  
HUCK BOBTAIL  
BOM-T20-12GA 4,000PCS @USD2.80  
BOM-A20-12GA 4,000PCS @USD2.50  
AS PER ORDER NO.4529 CIF ANY PORT IN BELGIUM INCOTERMS 2010  
SHIPPING MARK : PUE (IN DIA) /C/NO:1-UP

- 46A : Documents Required
1. MANUALLY SIGNED COMMERCIAL INVOICE IN TRIPLICATE.
  2. PACKING LIST IN TRIPLICATE.
  3. FULL SET CLEAN SHIPPED ON BOARD MULTIMODAL TRANSPORT BILLS OF LADING MADE OUT TO OUR ORDER INDICATING SANYEI CO. LTD. AS SHIPPER AND NOTIFYING APPLICANT AND US GIVING FULL NAME AND ADDRESS.
  4. INSURANCE POLICY/CERTIFICATE IN NEGOTIABLE FORM AND BLANK ENDORSED COVERING ICC(B) FOR 110 PCT INVOICE VALUE SHOWING CLAIM PAYABLE AT BRUSSEL, BELGIUM.
- 47A : Additional Conditions
1. ALL SHIPPING DOCUMENTS MUST BE STATED L/C NO. AND DATE AND ISSUING BANK NAME.
  2. COMMERCIAL INVOICE AND PACKING LIST MUST INDICATE COUNTRY OF ORIGIN.
  3. FIVE PERCENT MORE OR LESS IN QUANTITY IS ALLOWED.

工廠出貨明細資料:

型號	BOM-T20-12GA	BOM-A20-12GA
包裝方式	50 PCS/CTN	40 PCS/CTN
每箱重量	NW: 4 KGS ; GW: 5 KGS	NW: 8.5 KGS ; GW: 10 KGS
每箱尺寸	48×30×30 (cm)	20"×16"×16"
出貨數量	4,200 PCS	4,200 PCS

### BILL OF EXCHANGE

Draft No. HB-4256 TAIWAN, MARCH 20, 2018

For X

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

Pay to the order of **HUA NAN COMMERCIAL BANK, LTD.**

The sum of ②

Drawn under X

credit No. KCB-4265389 Dated DEC. 20, 2017

To ③ **PLUSTEX CO., LTD.**  
XXX

### PLUSTEX COMPANY LIMITED

NO.145, PARK ST., NANGANG DIST.  
TAIPEI CITY 115, TAIWAN (R.O.C.)

### INVOICE

No HB-4256 Date: MARCH 20, 2018

**INVOICE** of AS FOLLOWS

For account and risk of Messrs. BRUSSELS LACES AND GIFTS SERV. SA.

RUE DE LUSAMBO 21/28, 1190 BRUSSEL, BELGIUM

Sailing on or about MARCH 20, 2018 Per S.S. ④

From SHANGHAI To ⑤

Marks & Nos.	Description of Goods	Quantity	Unit Price	Amount
X <i>WDA</i> ⑥		X	X	X
SAY TOTAL	X		⑦	
DRAWN UNDER	X			
COUNTRY OF ORIGIN : CHINA				
			<b>PLUSTEX CO., LTD.</b> <u>XXX</u>	

**PLUSTEX COMPANY LIMITED**

NO.145, PARK ST., NANGANG DIST.  
TAIPEI CITY 115, TAIWAN (R.O.C.)

**PACKING LIST**

No. HB-4256

Date: MARCH 20, 2018

**PACKING LIST** of AS FOLLOWS MARKS & NOS.

For account and risk of Messrs. X

Sailing on or about MARCH 20, 2018 Per S.S. X

From X To X

Packing No.	Description	Quantity	Net Weight (KGS)	Gross Weight (KGS)	Measurement (CBM)
⑨	X	X	@4.0 336.0 @8.5 892.5	@ 5.0 420.0 @10.0 1050.0	⑩
X vvvvvvvv		X vvvvvvvv	X vvvvvvvv	X vvvvvvvv	
	SAY TOTAL	⑪			
	DRAWN UNDER	X			
	COUNTRY OF ORIGIN :	X			
			<b>PLUSTEX CO., LTD.</b> XXX		

Eco Transport Corporation		<b>SHIPPING ORDER</b>			
Shipper: X		Please receive for shipment the under mentioned goods subject to your published regulations and conditions			S/O NO.
B/L Shipper: ⑫					
Consignee: ⑬		<b>ECO TRANSPORT CORPORATION</b>			
Notify Party: (Full name and address) ⑭		洽訂船位之廠商： 電話/聯絡人：			
		報關行： 電話/聯絡人：			
Ocean Vessel COSOT	Voy. No. 0023C	Final destination (On Merchant's Account And Risk)			
Place of Receipt	Port of Loading X	Freight to be: ⑮ <input type="checkbox"/> Prepaid <input type="checkbox"/> Collect			
Port of Discharge ANTWERP	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 (M³)	
X	X	X	X	X	
				櫃型/櫃數 __X20'/__X40'	
TOTAL	X			SERVICE REQUIRED <input type="checkbox"/> FCL/FCL <input type="checkbox"/> LCL/LCL <input type="checkbox"/> FCL/LCL <input type="checkbox"/> LCL/FCL	
DRAWN UNDER	X				
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

准考證號碼(免學科者需加註 A)	
姓名	

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)

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。  
 20000-107301 國貿業務丙級答案紙 2-1

注意事項  
 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。

裝 訂 線

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>
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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
PAYING BANK ? (英文作答) (2 分)	
TRANSFERRING BANK ? (英文作答) (2 分)	
如提單簽發日為 2018 年 2 月 25 日(星期日)， 最遲單據提示日期為何？ (2 分)	2018 年_____月_____日
信用狀種類 (2 分)	<input type="checkbox"/> 賣方遠期信用狀 <input type="checkbox"/> 買方遠期信用狀 (1 分) <input type="checkbox"/> 可轉讓信用狀 <input type="checkbox"/> 不可轉讓信用狀 (1 分)
在何種情況下允許受益人辦理保結押匯？ (中文作答) (2 分)	
根據本信用狀 46A 第 2 項規定，裝箱單上記載的 ITEM CODE 號碼？ (2 分)	
售貨確認書號碼 (1 分)	
根據本信用狀 46A 第 5 項規定，請回答有關 PRE-SHIPMENT INSPECTION CERTIFICATE 相關問題。 (中文作答) (3 分)	1. 單據名稱 (1 分) _____ 2. 應記載內容除商品品質及數量外，尚包括 (1) _____ (1 分) (2) _____ (1 分)
根據本信用狀 46A 第 3 項規定，受益人僅需 提示 2/3 SET B/L，請問剩下 1/3 SET B/L： (中文作答) (4 分)	1. 寄送給誰 (1 分) _____ 2. 寄送方式 (1 分) _____ 3. 通常可用於何種提貨方式 (2 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	WDA
⑨	
⑩	
⑪	
⑫	
⑬	
⑭	
⑮	FREIGHT TO BE : <input type="checkbox"/> PREPAID <input type="checkbox"/> COLLECT