

◎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	delay
B	regular
C	as
D	but
E	shipment advice
F	shipping instructions
G	of
H	for
I	prompt
J	postpone

Dear Mr. Campbell:

On April 25 we placed our order No. AR311 ^① scarves and handkerchiefs. In your acknowledgement of our order you stated that the goods would be shipped within two weeks, and we are therefore much surprised that we have had no ^② yet.

When we sent you our order, we pointed out that ^③ delivery was most essential. This ^④ places us in an awkward position as we assured our own customers that the articles would be available in mid-June.

We must ask you to fulfill the order immediately; otherwise, we will have no choice ^⑤ to cancel it and obtain the accessories elsewhere.

Regards,

Robert Chen

(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. 本公司為提供優質辦公室設備的製造商。

We are ^① of high quality office ^②.

2. 隨函附上 1,530.75 美元的支票，支付編號 A531 發票帳款。

We ^③ our check ^④ \$1,530.75 in payment of your invoice number A531.

3. 請退回受損的貨品，我們將免費替換。

Please return the ^⑤ goods. We will ^⑥ them free of charge.

4. 若您能寄一些材料的樣品過來，我們將感激不盡。

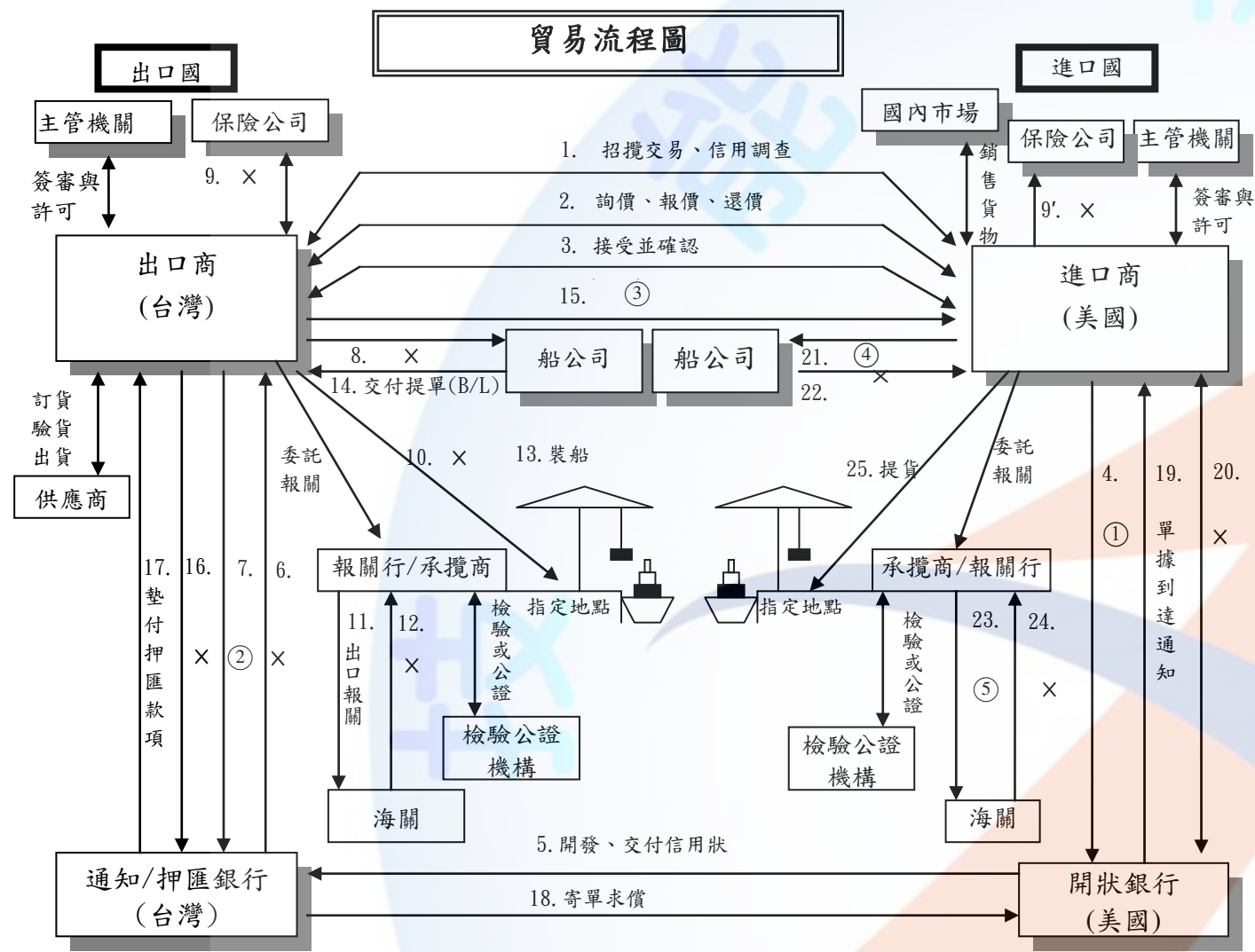
It would be ^⑦ if you could send some samples of the ^⑧.

5. 這些餐盤的包裝表面看起來完好無缺。

The ^⑨ ^⑩ the dinner plates appeared to be in good condition.

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	6 SETS/CTN	20 PCS/CTN
包裝尺寸	18" x 20" x 26"	56 cm X 48 cm X 42 cm
採購成本	TWD480/SET	TWD120/PC

運費資料：

運費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD80	USD1,100	USD1,800
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1= TWD29.80	利潤率：15%
保險費率：ICC(A) 0.10%、罷工險 0.02%	業務費率：6%

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 CFRC, CIFC 以 CFR, CIF 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: 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 SET 運費	③	USD/SET
4. FOB 報價	④	USD/SET
5. CIFC5 報價	⑤	USD/SET

貨號 B: 40 呎整櫃(FEU)方式報價

題目	答案	單位
6. 每箱 CBM 數	⑥	CBM
7. FEU 報價箱數	⑦	CTNS
8. 每 PC 運費	⑧	USD/PC
9. CFRC5 報價	⑨	USD/PC
10. CIF 報價	⑩	USD/PC

四、商業信用狀分析 (本題為填空和選擇題，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-----

Priority : Normal
Swift Output : FIN710 ADV OF THIRD BANK'S DOC CREDIT
Sender : HONG KONG AND SHANGHAI BANKING CORP. LTD., HONG KONG
(HSBC, HONG KONG) (HSBCHKXXXXX)
Receiver : SHANGHAI COMMERCIAL BANK LTD., HK (SCBKHKXXXXX)

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

27 : Sequence of Total
1/1
40A : Form of Documentary Credit
IRREVOCABLE TRANSFERABLE
20 : Documentary Credit Number
DCBHKH-805111
31C : Date of Issue
180309
40E : Applicable Rules
UCP LATEST VERSION
31D : Date and Place of Expiry
180601 IN COUNTRY OF BENEFICIARY
52D : Issuing Bank
HSBC BANK USA N.A., NEW YORK, USA
50 : Applicant
EINSTEIN CO., LTD.
250 COCHITUATE RD., FRAMINGHAM, MA 01701, USA
59 : Beneficiary
FREEDMAN CO., LTD.
RM.305, 3 FL., 18 CANTON RD., TSIM SHA TSUI KOWLOON, HONG KONG
32B : Currency Code, Amount
USD30,000.00
39A : Positive/Negative Tolerance
02/00
41D : Available with.....by.....
ANY BANK BY NEGOTIATION
42C : Drafts at
30 DAYS AFTER SIGHT FOR FULL INVOICE VALUE
42D : Drawee
HSBC, HONG KONG
43P : Partial Shipments
NOT ALLOWED
43T : Transshipment
ALLOWED
44A : PLACE OF TAKING IN CHARGE/DISPATCH FROM/PLACE OF RECEIPT
CHINA
44B : PLACE OF FINAL DESTINATION/ FOR TRANSPORTATION TO/PLACE OF
DELIVERY
UNITED STATES OF AMERICA

44C : Latest Date of Shipment
180522
45A : Description of Goods and/or Services
2,000 PAIRS OF LADIES FOOTWEAR
AS PER P/O NUMBER E123
FCA CHINA
46A : Documents Required
1. SIGNED COMMERCIAL INVOICE IN TRIPLICATE INDICATING THE CREDIT
NUMBER AND P/O NUMBER
2. DAMCO (FORWARDER) ORIGINAL OR PHOTOCOPY OF THE ORIGINAL
FORWARDER'S CARGO RECEIPT (FCR) MARKED FREIGHT COLLECT
CONSIGNED TO APPLICANT EVIDENCING RECEIPT OF MERCHANDISE AND
THE FORWARDER'S CARGO RECEIPT NOTIFY PARTY
EXPEDITORS INTERNATIONAL (1234 WEST CENTURY BLVD., SUITE 200,
LOS ANGELES, CA 90045, USA)
3. PACKING LIST IN TRIPLICATE
47A : Additional Conditions
1. THE CREDIT IS TRANSFERABLE WITH SCBKHKXXXXX. HOWEVER, THIS
CREDIT MAY NOT BE TRANSFERRED TO ANY FOREIGN ENTITY WHICH
HAS BEEN IN VIOLATION OF THE U.S. LAWS (U.S.C.1592 OR 1592A)
2. DATE CARGO RECEIVED ON FREIGHT FORWARDER'S CARGO RECEIPT
WILL BE CONSIDERED THE SHIPMENT DATE
3. ALL DOCUMENTS SHOULD BE ISSUED IN ENGLISH
4. THIRD PARTY DOCUMENTS ARE PERMITTED, BUT NOT INCLUDING THE
DRAFT
5. A DISCREPANCY FEE FOR USD75.00 WILL BE DEDUCTED FROM THE
PAYMENT FOR EACH SET OF DOCUMENTS CONTAINING DISCREPANCIES
71B : Charges
ALL BANKING CHARGES OUTSIDE THE UNITED STATES OF AMERICA ARE
FOR ACCOUNT OF BENEFICIARY
48 : Period for Presentation
DOCUMENTS MUST BE PRESENTED WITHIN 14 DAYS AFTER THE DATE OF
SHIPMENT BUT WITHIN THE VALIDITY OF THE CREDIT
49 : Confirmation Instructions
WITHOUT
78 : Instructions to Paying/Accepting/Negotiating Bank
+DOCUMENTS MUST BE SENT TO PAYING BANK (HSBC, HONG KONG) BY
COURIER SERVICE IN ONE COVER
+THIS CREDIT IS PAYABLE AT MATURITY AFTER RECEIPT OF DOCUMENTS
COMPLYING WITH THE TERMS OF THIS CREDIT AT THE COUNTER OF
PAYING BANK

-----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。下列為信用狀部分內容：

- 20 : Documentary Credit Number
NE-173456
- 31C : Date of Issue
171124
- 31D : Date and Place of Expiry
180122 IN THE BENEFICIARY'S COUNTRY
- 52D Issuing Bank
NEDBANK LTD.
- 50 : Applicant
BEAUTY INTERNATIONAL (PTY) LTD.
50 JOHNSTONE RD., MAYDON WHARF, DURBAN SOUTH AFRICA 4052, SOUTH AFRICA
- 59 : Beneficiary
LUCKY ENTERPRISE CO., LTD.
10 FL., NO. 100, SEC. 3, TAIWAN BLVD., TAICHUNG CITY, TAIWAN, R.O.C.
- 32B : Currency Code, Amount
USD26,100.00
- 41D : Available with...by...
ANY BANK BY NEGOTIATION
- 42C : Drafts at
60 DAYS AFTER BILL OF LADING DATE FOR 100 PCT OF INVOICE VALUE
- 42A : Drawee
ISSUING BANK
- 44E : Port of Loading/Airport of Departure
ANY TAIWANESE PORT
- 44F : Port of Discharge/Airport of Destination
DURBAN
- 44C : LATEST DATE OF SHIPMENT
180115
- 45A : Description of Goods and/or Services
GOLF BAGS
GB-N1 240 PCS USD60.00/PC
GB-G2 180 PCS USD65.00/PC
CFR DURBAN INCOTERMS 2010
- 46A : Documents Required
1. SIGNED COMMERCIAL INVOICE IN TRIPLICATE STATING THE GOODS ARE OF TAIWAN ORIGIN
2. FULL SET CLEAN ON BOARD BILLS OF LADING MARKED FREIGHT PREPAID CONSIGNED TO ORDER OF SHIPPER AND BLANK ENDORSED NOTIFY APPLICANT
3. PACKING LIST IN DUPLICATE SHOWING NET WEIGHT, GROSS WEIGHT

AND MEASUREMENT

- 47A : Additional Conditions
1. COMMERCIAL INVOICE AND PACKING LIST MUST SHOW ORDER NO. BI-171103
2. SHIPPING MARK: BI (IN REC) C/NO.:1-UP

工廠出貨明細資料：

貨號	GB-N1	GB-G2
包裝方式	3 PCS/CTN	3 PCS/CTN
每箱重量	NW: 9.00 KGS ; GW: 12.00 KGS	NW: 10.50 KGS ; GW:14.00 KGS
每箱尺寸	40 cm × 40 cm × 100 cm	40 cm × 45 cm × 100 cm
出貨數量	240 PCS	180 PCS

BILL OF EXCHANGE	
DRAFT NO. <u>LE-170095</u>	
FOR <u>XXX</u>	DATED: <u>XXX</u>
AT <u>60 DAYS AFTER B/L DATE</u> SIGHT OF THIS FIRST OF EXCHANGE (SECOND OF THE SAME TENOR AND DATE BEING UNPAID) PAY TO THE ORDER OF	
BANK OF TAIWAN	
THE SUM OF <u>①</u>	VALUE RECEIVED
DRAWN UNDER LETTER OF CREDIT NO. <u>NE-173456</u> DATED: <u>NOV. 24, 2017</u>	
ISSUED BY <u>XXX</u>	
B/L DATE: <u>②</u>	LUCKY ENTERPRISE CO., LTD.
TO <u>③</u>	<i>Vanessa Chou</i>

LUCKY ENTERPRISE COMPANY LIMITED

10 FL., NO. 100, SEC. 3, TAIWAN BLVD.
TAICHUNG CITY
TAIWAN, R.O.C.

INVOICE

No. LE-170095

Date: JAN. 12, 2018

Invoice of 420 PCS OF GOLF BAGS

For account and risk of Messrs ④

Shipped Per S.S. EVER GAREND V.1862-085W

Sailing on or about JAN. 12, 2018

Shipment From ⑤ To XXX

Marks & Nos.	Description of Merchandise	Quantity	Unit Price	Amount
⑥	<p><u>GOLF BAGS</u></p> <p>GB-N1 GB-G2</p> <p>ORDER NO. BI-171103 SAY XXX</p> <p>THE GOODS ARE OF TAIWAN ORIGIN</p>	<p>240 PCS 180 PCS 420 PCS vvvvvv</p>	<p>⑦</p> <p>XXX</p>	<p>XXX</p>
		<p>LUCKY ENTERPRISE CO., LTD. <i>Vanessa Chou</i></p>		

LUCKY ENTERPRISE COMPANY LIMITED

10 FL., NO. 100, SEC. 3, TAIWAN BLVD.
TAICHUNG CITY
TAIWAN, R.O.C.

PACKING LIST

No. LE-170095

Date: JAN. 12, 2018

Packing List of 420 PCS OF GOLF BAGS

MARKS & NOS.

For account and risk of Messrs XXX

XXX

Shipped Per S.S. EVER GAREND V.1862-085W

Sailing on or about JAN. 12, 2018

Shipment From XXX To XXX

Packing No.	Description of Goods	Quantity	Net Weight	Gross Weight	Measurement
⑧	<p><u>GOLF BAGS</u></p> <p>GB-N1 GB-G2</p>	<p>@3 PCS 240 PCS @3 PCS 180 PCS</p>	<p>@9.00 KGS 720.00 KGS @10.50 KGS 630.00 KGS</p>	⑨	XXX
XXX vvvvv	<p>ORDER NO. BI-171103</p> <p>SAY TOTAL ⑩</p>	<p>XXX vvvvv</p>	<p>XXX vvvvv</p>	<p>XXX vvvvv</p>	<p>XXX vvvvv</p>
		<p>LUCKY ENTERPRISE CO., LTD. <i>Vanessa Chou</i></p>			

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: ⑪		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. 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) ⑫					
Ocean Vessel 船名 EVER GAREND	Voy. No. 航次 ⑬				
Place of Receipt 收貨地	Port of Loading 裝貨港 TAICHUNG	Freight to be: 付費方式: <input checked="" type="checkbox"/> Prepaid 預付 <input type="checkbox"/> Collect 到付			
Port of Discharge 卸貨港 ⑭	Place of Delivery 交貨地(美國線請註明州別)	領提單處	<input type="checkbox"/> 台北	<input checked="" 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 <small>(請詳實註明, 如僅為"GENERAL MERCHANDISE"恕無法接受)</small>	Gross Weight (KGS)	Measurement (CBM)	
XXX	XXX	GOLF BAGS	XXX	⑮	
	SAY TOTAL XXX		櫃型/櫃數 ___X20'/___X40'		
			SERVICE REQUIRED <input type="checkbox"/> FCL/FCL <input type="checkbox"/> LCL/LCL <input type="checkbox"/> FCL/LCL <input type="checkbox"/> LCL/FCL		

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)

(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

初閱		複閱	
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初閱		複閱	
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四、商業信用狀分析 (本題為填空和選擇題，合計 20 分)

題 目	答 案
匯票之付款人？(寫出英文名稱) (2 分)	
轉讓銀行？(寫出英文全名) (2 分)	
裝運單據上之受貨人？ (寫出公司名稱)(2 分)	
銀行如何從裝運單據判斷 shipment date？(中文作答) (2 分)	
信用狀有效期限？ (地點請寫出地名)	日期：2018 年_____月_____日(1 分) 地點：_____ (1 分)
依本信用狀內容，請選出(單選)下列各小題之正確答案	
信用狀使用方式？(1 分)	<input type="checkbox"/> 即期付款 <input type="checkbox"/> 延期付款 <input type="checkbox"/> 承兌 <input type="checkbox"/> 讓購
是否可分批裝運？(1 分)	<input type="checkbox"/> 是 <input type="checkbox"/> 否
信用狀使用金額之增減彈性？(1 分)	<input type="checkbox"/> 不可增減 <input type="checkbox"/> 可增加 <input type="checkbox"/> 可減少
貿易條件？(1 分)	<input type="checkbox"/> FCA USA <input type="checkbox"/> FCA CHINA <input type="checkbox"/> CIP CHINA <input type="checkbox"/> CIP USA
要求提示之裝運單據？(1 分)	<input type="checkbox"/> B/L <input type="checkbox"/> AWB <input type="checkbox"/> FCR
可接受之 THIRD PARTY DOCUMENTS 不包括？(1 分)	<input type="checkbox"/> 裝運單據 <input type="checkbox"/> 匯票 <input type="checkbox"/> 裝箱單
提示之單據應如何寄送？(1 分)	<input type="checkbox"/> 一批郵寄 <input type="checkbox"/> 分兩批郵寄 <input type="checkbox"/> 一批快遞 <input type="checkbox"/> 分兩批快遞
提示銀行應將單據寄給誰？(1 分)	<input type="checkbox"/> 開狀銀行 <input type="checkbox"/> 付款銀行
第二受益人有何限制？(1 分)	<input type="checkbox"/> 限香港當地廠商 <input type="checkbox"/> 不得為違反美國法律的廠商
單據瑕疵費由何方負擔？(1 分)	<input type="checkbox"/> EINSTEIN CO., LTD. <input type="checkbox"/> FREEDMAN CO., LTD.

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 事 項

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

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。