

# 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	best-selling
B	best-sold
C	containing
D	equipment
E	execute
F	make
G	meet
H	model
I	place
J	regarding

Dear Ms. Sun:

Thank you for your inquiry <sup>①</sup> our indoor cycling bicycles. Attached is sales literature including our catalog, price list, specification sheet and order form.

We would like to draw your attention to the FW3 Bike, which was voted "Exercise Bike of the Year" by the Fitness Industry Association in Fitness magazine. This beautifully designed bike is our latest addition to the <sup>②</sup> FW Series line of indoor bikes. It is a lightweight <sup>③</sup> but solid and durable. Its adjustable seat, handlebars and level of resistance allow it to be customized to suit any rider.

After studying our prices, you will understand why we are working at full capacity to <sup>④</sup> the demand. We would advise you to order early as we <sup>⑤</sup> all orders in strict rotation.

Sincerely,

Mark Thompson

(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. 期盼很快接到您的音訊。

We look <sup>①</sup> to <sup>②</sup> from you soon.

2. 希望您了解，我們必須盡可能地透過許多暢貨中心經銷產品來增加銷售。

You will understand that we must increase sales by distributing <sup>③</sup> as many <sup>④</sup> as possible.

3. 我們對延誤表示歉意，希望不會對貴公司造成不便。

We <sup>⑤</sup> for the delay and trust it will not cause you <sup>⑥</sup>.

4. 本公司為紡織品進口商，想與同行供應商取得聯繫。

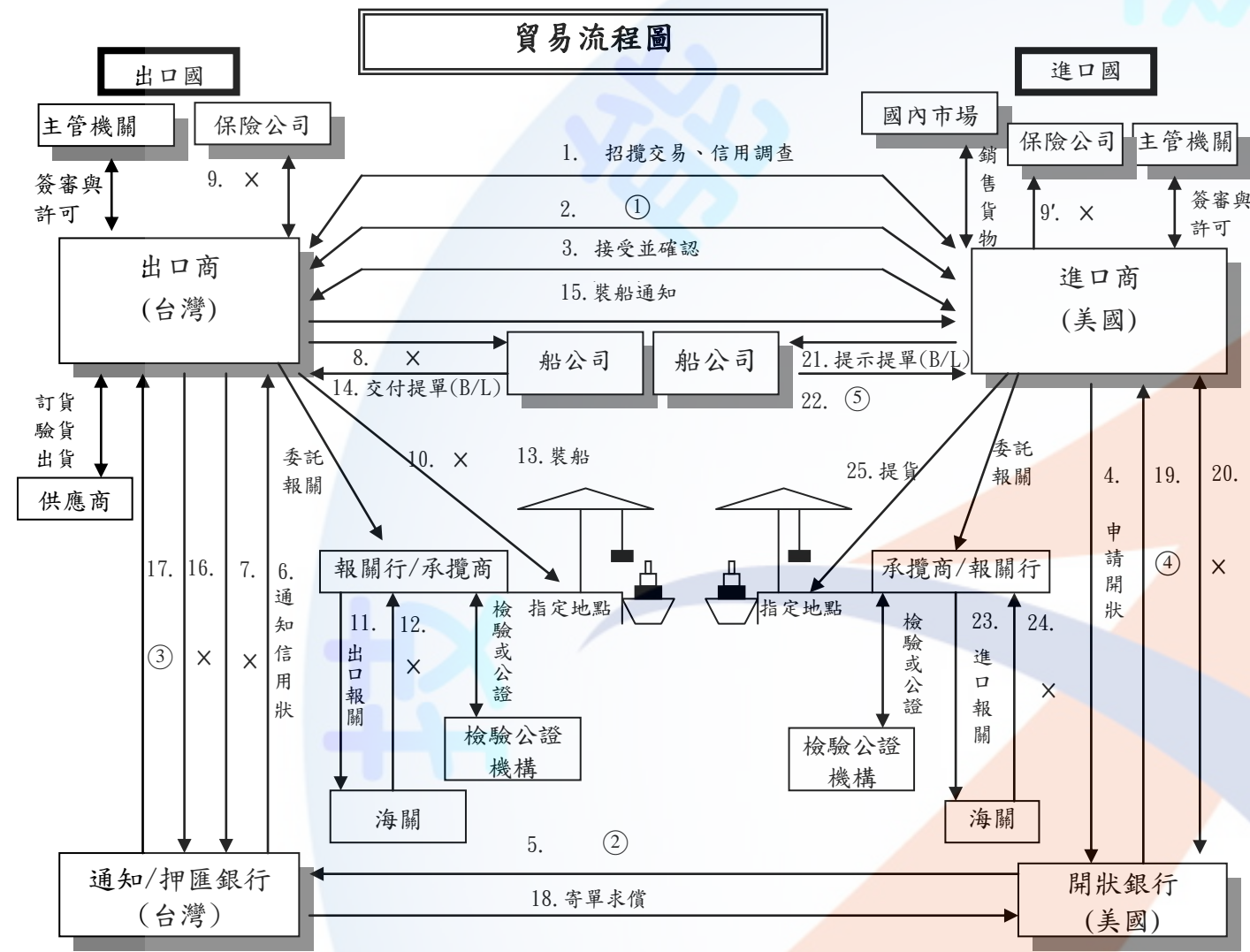
We are importers in the <sup>⑦</sup> trade and would like to get in <sup>⑧</sup> with suppliers of this line.

5. 請調查此事，馬上送貨勿再耽擱。

Would you please look <sup>⑨</sup> this matter and send our order without <sup>⑩</sup> delay?

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，分別以整櫃與併櫃運量，核算相關運費與報價。

產品資料：

貨號	A01	A02
包裝方式	15 PCS/CTN	18 PCS/CTN
包裝尺寸	32" x 24" x 20"	80 cm X 60 cm X 50 cm
採購成本	TWD320/PC	TWD240/PC

運費資料：

運費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD80	USD2,200	USD4,200
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1= TWD30.47	利潤率：15%
保險費率：ICC(A) 0.12% ； 加 2 成投保	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 FOBC, CIFC 以 FOB, 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 A01：20 呎整櫃(TEU)方式報價

題目	答案	單位
1. 每箱才數	①	CFT
2. 每箱 CBM 數	②	CBM
3. TEU 報價數量	③	PCS
4. 每 PC 運費	④	USD/PC
5. CFR 報價	⑤	USD/PC

貨號 A02：併櫃方式報價

題目	答案	單位
6. 每箱 CBM 數	⑥	CBM
7. 每箱運費	⑦	USD/CTN
8. 每 PC 運費	⑧	USD/PC
9. FOBC5 報價	⑨	USD/PC
10. CIFC7 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-----

Swift Output : FIN 700 ISSUE OF A DOCUMENTARY CREDIT  
Sender : ASIA COMMERCIAL BANK LTD., TAN CHANH HIEP BRANCH  
Receiver : DBS BANK LTD., KAOHSIUNG BRANCH

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

40A : Form of Documentary Credit  
IRREVOCABLE  
20 : Documentary Credit Number  
AND 5468ILM254676  
31C : Date of Issue  
181018  
40E : Applicable Rules  
UCP LATEST VERSION  
31D : Date and Place of Expiry  
181218 IN TAIWAN  
50 : Applicant  
DEE PONG TRADING CO., LTD.  
BLK. A, FL. 23, NO.896C, BEN VAN DON ST., WARD 6, DIST. 8  
HO CHI MINH CITY, VIETNAM.  
59 : Beneficiary  
YU YUAN CO., LTD.  
NO.23, CHONGQING ST., SANMIN DIST., KAOHSIUNG CITY 807, TAIWAN.  
32B : Currency Code, Amount  
USD37,324.80  
39A : Positive/Negative Tolerance  
02/00  
41D : Available with.....by.....  
ADVISING BANK BY NEGOTIATION  
42C : Drafts at  
30 DAYS AFTER DATE FOR 100% INVOICE VALUE  
42D : Drawee  
ASIA COMMERCIAL BANK LTD., TAN CHANH HIEP BRANCH  
43P : Partial Shipments  
ALLOWED  
43T : Transshipment  
ALLOWED  
44E : Port of Loading/Airport of Departure  
ANY PORT IN TAIWAN  
44F : Port of Discharge/Airport of Destination  
ANY PORT IN HO CHI MINH CITY, VIETNAM  
44C : Latest Date of Shipment  
181130  
45A : Description of Goods and/or Services  
+ COMMODITY : N-BUTYL ACETATE (N-BAC)  
+ QUANTITY : 34.56 M/T  
+ ORIGIN : TAIWAN

46A : Documents Required  
1. SIGNED COMMERCIAL INVOICE IN 03 ORIGINALS.  
2. SIGNED DETAILED PACKING LIST IN 03 ORIGINALS.  
3. 2/3 SET OF ORIGINAL CLEAN SHIPPED ON BOARD MARINE/OCEAN BILLS OF LADING, MADE OUT TO OUR ORDER, AND NOTIFY APPLICANT.  
4. INSURANCE POLICY OR CERTIFICATE IN FULL SET FOR NOT LESS THAN THE CIF VALUE PLUS 10PCT, BLANK ENDORSED, SHOWING CLAIM PAYABLE AT DESTINATION BY AN AGENT IN VIETNAM (WITH FULL NAME AND ADDRESS) AND COVERING RISKS UNDER THE INSTITUTE CARGO CLAUSES (A) SHOWING NUMBER OF ORIGINAL(S) ISSUED.  
5. CERTIFICATE OF ORIGIN IN 01 ORIGINAL ISSUED BY TAIWAN CHAMBER OF COMMERCE.  
6. BENEFICIARY'S CERTIFICATE IN ONE ORIGINAL CERTIFYING THAT 1/3 SET OF ORIGINAL B/L AND ONE SET OF N/N SHIPPING DOCUMENTS HAVE BEEN SENT DIRECTLY TO THE APPLICANT WITHIN 03 WORKING DAYS AFTER SHIPMENT DATE BY COURIER SERVICE.  
47A : Additional Conditions  
1. ALL DOCUMENTS INCLUDING DRAFTS MUST INDICATE L/C NUMBER.  
2. COMMERCIAL INVOICE AND PACKING LIST ISSUED BY BENEFICIARY.  
3. SHIPMENT DATE PRIOR TO L/C ISSUING DATE IS NOT ACCEPTABLE.  
4. USD50.00 OR EQUIVALENT OF DISCREPANCY FEE PLUS RELATIVE CABLE CHARGES SHOULD BE DEDUCTED FROM THE PROCEEDS FOR EACH PRESENTATION OF DISCREPANT DOCS UNDER THIS L/C.  
5. SURRENDERED B/L INSTEAD OF ORIGINAL B/L ALSO ACCEPTABLE.  
71B : Charges  
ALL BANKING CHARGES OUTSIDE VIETNAM AND REIMBURSING CHARGES ARE FOR BENEFICIARY'S ACCOUNT.  
53D : Reimbursing Bank  
CITI BANK, HO CHI MINH BRANCH  
49 : Confirmation Instructions  
PLEASE ADD YOUR CONFIRMATION, CONFIRMATION COST FOR BENEFICIARY'S ACCOUNT.  
78 : Instructions to Paying/Accepting/Negotiating Bank  
+DRAFT(S) AND ALL DOCUMENTS TO BE FORWARDED TO ASIA COMMERCIAL BANK, TAN CHANH HIEP BRANCH/ADD: GROUND AND 1ST FL. TO KY ST., TAN CHANH HIEP WARD, DIST. 12, HO CHI MINH CITY, VIETNAM, ATTN:TRADE FINANCE DEPT. IN TWO LOTS BY COURIER SERVICE  
+WE AUTHORIZE YOU TO CLAIM REIMBURSEMENT ON OUR ACCOUNT WITH CITI BANK, HO CHI MINH BRANCH.

-----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。

- 20 : Documentary Credit Number  
S-024-3000753
- 31C : Date of Issue  
180525
- 31D : Date and Place of Expiry  
181125 COUNTERS OF NEGOTIATING BANK
- 52D Issuing Bank  
MUFG BANK CO., LTD.
- 50 : Applicant  
SAKURA INTERNATIONAL CO., LTD.  
6-98 KITA-ITAMI ITAMI-SHI HYOGO 889-0564 OSAKA, JAPAN
- 59 : Beneficiary  
MINGLING ENTERPRISE CO., LTD.  
NO.87, FONG TIEN RD., FONG TIEN INDUSTRIAL PARK  
YUN-LIN COUNTY, TAIWAN
- 32B : Currency Code, Amount  
USD54,600.00
- 41D : Available with...by...  
ANY BANK BY NEGOTIATION
- 42C : Drafts at  
90 DAYS AFTER B/L DATE FOR 80 PCT OF INVOICE VALUE
- 42A : Drawee  
ISSUING BANK
- 44E : Port of Loading/Airport of Departure  
ANY PORT IN TAIWAN
- 44F : Port of Discharge/Airport of Destination  
OSAKA
- 44C : LATEST DATE OF SHIPMENT  
181115
- 45A : Description of Goods and/or Services  
2,520 SETS OF WOODEN HANDLES  
AS PER P/I NO. OK-0928  
WH-23 1,200 SETS USD18.00/SET  
WS-37 1,320 SETS USD 25.00/SET  
CFR OSAKA  
SHIPPING MARK: SI (IN TRI) C/NO.:1-UP
- 46A : Documents Required  
1. SIGNED COMMERCIAL INVOICE IN DUPLICATE SHOWING GOODS TO BE OF TAIWAN ORIGIN.

2. FULL SET CLEAN ON BOARD BILLS OF LADING CONSIGNED TO ORDER OF ISSUING BANK NOTIFY APPLICANT AND EVIDENCING THE GOODS HAVE BEEN SHIPPED BY FULL CONTAINER LOAD (CY/CY).
3. PACKING LIST IN DUPLICATE SHOWING NET WEIGHT, GROSS WEIGHT AND MEASUREMENT.

- 47A : Additional Conditions  
1. ALL DOCUMENTS MUST BEAR L/C NUMBER  
2. COMMERCIAL INVOICE, PACKING LIST, AND B/L MUST SHOW P/I NUMBER  
3. SHIPPING MARK MUST SHOW NUMBER OF INVOICE.

工廠出貨明細資料：

貨 號	WH-23	WS-37
包裝方式	24 SETS/CTN	22 PCS/CTN
每箱重量	NW: 13.50 KGS ; GW: 14.00 KGS	NW: 14.50 KGS ; GW:15.00 KGS
每箱尺寸	65×68×88(cm)	25×27×35(inch)
出貨數量	720 SETS	704SETS

<b>WDA BILL OF EXCHANGE</b>	
DRAFT NO. <u>AS-109634</u>	
FOR <u>XXX</u>	DATED: <u>XXX</u>
AT <u>①</u> <del>SIGHT</del> OF THIS FIRST OF EXCHANGE (SECOND OF THE SAME TENOR AND DATE BEING UNPAID) PAY TO THE ORDER OF	
<b>BANK OF TAIWAN</b>	
THE SUM OF <u>②</u> VALUE RECEIVED	
DRAWN UNDER LETTER OF CREDIT NO. <u>S-024-3000753</u>	DATED: <u>③</u>
ISSUED BY <u>XXX</u>	MINGLING ENTERPRISE CO., LTD.
TO <u>MUFG BANK CO., LTD.</u>	<u>Allys Chru</u>



**MINGLING ENTERPRISE CO., LTD.**  
 NO.87, FONG TIEN RD., FONG TIEN IND. PARK  
 YUN-LIN COUNTY  
 TAIWAN

**INVOICE**

No. AS-109634

Date: NOV. 3, 2018

Invoice of ④ OF WOODEN HANDLES

For account and risk of Messrs \_\_\_\_\_ X

Shipped Per S.S. \_\_\_\_\_ X

Sailing on or about NOV. 3, 2018

Shipment From KAOHSIUNG To OSAKA

Marks & Nos.	Description of Merchandise	Quantity	Unit Price	Amount
	<u>WOODEN HANDLES</u> AS PER P/I NO. OK-0928		CFR OSAKA	
X	WH-23 WS-37	XXX	XXX	XXX
		XXX vvvvvv		X vvvvvv
L/C NO. S-024-3000753			⑥ <i>Adily Chen</i>	
⑤				

**MINGLING ENTERPRISE CO., LTD.**  
 NO.87, FONG TIEN RD., FONG TIEN IND. PARK  
 YUN-LIN COUNTY  
 TAIWAN

**PACKING LIST**

No. AS-109634

Date: NOV. 3, 2018

Packing List of \_\_\_\_\_ X

MARKS & NOS.

For account and risk of Messrs \_\_\_\_\_ X

X

⑦

Shipped Per S.S. ASIA IPSA V.S093

Sailing on or about NOV. 3, 2018

Shipment From KAOHSIUNG To OSAKA

Packing No.	Description of Goods	Quantity	Net Weight	Gross Weight	Measurement
	<u>WOODEN HANDLES</u>				
X	WH-23 WS-37	⑧	XXX	XXX	XXX
XXX vvvvv		XXX vvvvv	XXX vvvvv	XXX vvvvv	⑨ vvvvv
	SAY TOTAL ⑩				
L/C NO. S-024-3000753					
X			XXX		

<b>長榮國際股份有限公司</b> <b>EVERGREEN INTERNATIONAL CORPORATION</b>		<b>SHIPPING ORDER</b> <b>(B/L INSTRUCTION)</b>			
Shipper: (發票如需另列抬頭人請註明) XXX		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		<b>SPECIAL NOTE:</b> 1. 副本 _____ 份 2. 運費證明 _____ 份 3. 電報放貨 _____ 4. 危險品 _____ 5. 其他 _____ <b>填表請注意:</b> 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) XXX					
Ocean Vessel 船名 ⑫	Voy. No. 航次 X				
Place of Receipt 收貨地	Port of Loading 裝貨港 <b>KAOHSIUNG</b>	⑬ Freight to be: 付費方式: <input type="checkbox"/> Prepaid 預付 <input type="checkbox"/> Collect 到付			
Port of Discharge 卸貨港 <b>OSAKA</b>	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  L/C NO. S-024-3000753 ⑭	X  SAY TOTAL XXX	SAID TO CONTAIN WOODEN HANDLES  SHIPPER'S LOAD AND COUNT	XXX	XXX	
		櫃型/櫃數 1 X20'/ ___ X40'			
		⑮ 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>
<b>注意事項</b>

裝 訂 線



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
RESTRICTED NEGOTIATING BANK? (英文作答) (2 分)	
匯票到期日為 30 DAYS AFTER DATE，其中“DATE”是指哪一天? (中文作答) (2 分)	
提單上之受貨人? (英文作答) (2 分)	
產證須由哪一個單位簽發? (中文作答) (2 分)	
有關 47A 第 5 項的規定意旨? (中文作答) (2 分)	
信用狀金額彈性為	+ ____ % (1 分) - ____ % (1 分)
依本信用狀內容，請選出(單選)下列各小題之正確答案	
信用狀種類?	<input type="checkbox"/> 賣方遠期 <input type="checkbox"/> 買方遠期 信用狀 (1 分) <input type="checkbox"/> 可轉讓 <input type="checkbox"/> 不可轉讓 信用狀 (1 分)
銀行手續費由誰支付?	(1)補償費用： <input type="checkbox"/> 出口商 <input type="checkbox"/> 進口商 (1 分) (2)假如有保兌，保兌費用： <input type="checkbox"/> 出口商 <input type="checkbox"/> 進口商 (1 分)
保單投保金額? (1 分)	<input type="checkbox"/> CIF 金額加 10% <input type="checkbox"/> CIF 金額加 15% <input type="checkbox"/> CIF 金額加 20% <input type="checkbox"/> 以上均可
可否接受中性包裝單? (1 分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否
可否接受 HOUSE B/L? (1 分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否
押匯銀行求償方式? (1 分)	<input type="checkbox"/> 寄單求償 <input type="checkbox"/> 授權扣款

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	WDA
⑧	
⑨	
⑩	
⑪	
⑫	
⑬	<input type="checkbox"/> Prepaid 預付 <input type="checkbox"/> Collect 到付
⑭	
⑮	<input type="checkbox"/> FCL/FCL <input type="checkbox"/> LCL/LCL <input type="checkbox"/> FCL/LCL <input type="checkbox"/> LCL/FCL

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。

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。 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。</p>
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裝 訂 線