

◎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	produce
B	at your convenience
C	grant
D	provide
E	at a competitive price
F	plenty
G	that
H	repeat
I	which
J	quote

Dear Mr. Chang:

We have carefully considered the proposal you made in your email of June 15. It would give us great pleasure to ① you with the honey you wish to order. You have noticed that its quality is superior to ② of the honey usually sold in your country. You will soon see that your customers notice the difference too and will want to place ③ orders.

We would like to prove this to you and are therefore prepared to ④ you a special discount of 5% for the quantity of 20,000 jars of Eco raw honey. This should enable you to offer the goods for sale ⑤.

We look forward to receiving your order, and we assure you of our best attention.

Sincerely,

Jim Robertson

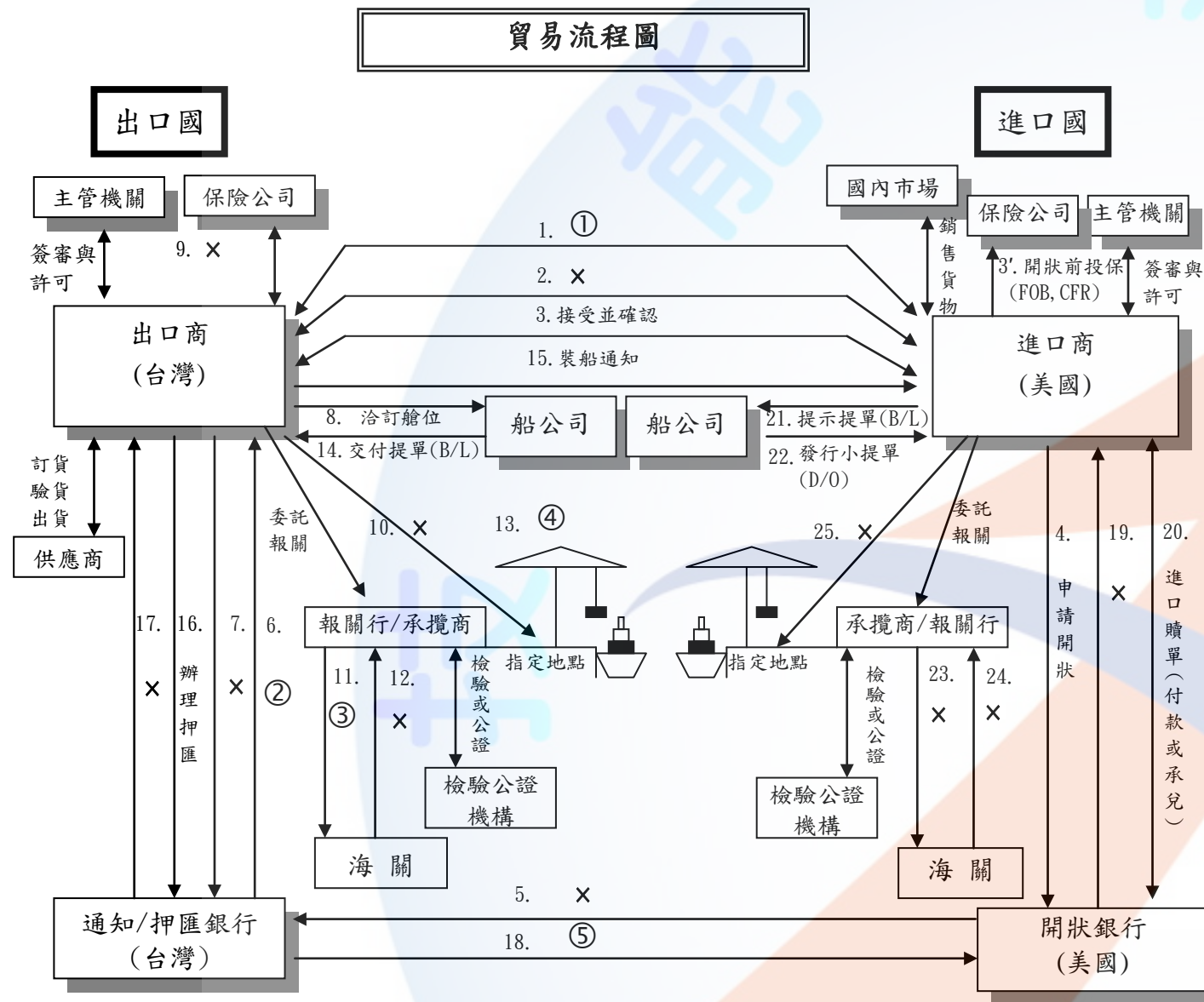
(二) 請填入適當的語詞以完成下列翻譯。

(本題為填空題，共 10 小格，每小格 1 分，合計 10 分)

- 我們可以給您換貨，或者您若願意，我們可以將款項存入您的帳戶。  
We can send you a ①, or if you like, we can credit your ②.
- 貨物一裝運，我們就會以電郵告知。  
As ③ as shipment has been effected, we will ④ you by email.
- 希望您了解，我們必須儘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 ⑤ sales by distributing through as many ⑥ as possible.
- 檢查人員看了看產地證明書，核查貨物的生產地點。  
The ⑦ looked at the certificate of ⑧ to check where the goods were produced.
- 破損的茶壺暫且留置，萬一您向供應商要求賠償可作為佐證。  
The broken teapots have been kept aside in ⑨ you need them to support a claim on your suppliers for 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 HY-736 與貨號 HY-750 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	HY-736	HY-750
包裝方式	6 DOZ/CTN	8 ROLLS/WOODEN CASE
包裝尺寸	19" x 18" x 13"	228 CM x 198 CM x 91 CM
採購成本	USD125/DOZ	TWD1,680/ROLL

運費資料：

運 費	併櫃(CFS)	20 呎(TEU)整櫃	40 呎(FEU)整櫃
	USD60	USD900	USD1,200
最低裝運量	1 CBM	25 CBM	50 CBM

其他報價資料：

匯率：USD1=TWD30.34	利潤率： 18%
保險費率： ICC(A) 0.15%、戰爭險 0.012%	業務費率： 6.5%

注意事項：

- 請直接填入數字答案，計算過程不得列出。
- 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。
- 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 HY-736: TEU 方式報價

題 目	答 案	單 位
1. 每箱 CBM 數	①	CBM
2. TEU 報價數量	②	DOZ
3. 每 DOZ(打)運費	③	USD/DOZ
4. FOBC3 報價	④	USD/DOZ
5. CFR 報價	⑤	USD/DOZ

貨號 HY-750: 併櫃方式報價

題 目	答 案	單 位
6. 每箱 CBM 數	⑥	CBM
7. 每箱 CFT 數	⑦	CFT
8. 每 ROLL(捲)運費	⑧	USD/ROLL
9. CFRC6 報價	⑨	USD/ROLL
10. CIFC5 報價	⑩	USD/ROLL



四、商業信用狀分析 (本題為填空題與單選題，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 : ABN AMRO BANK N.V.

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

27 : Sequence of Total  
1/1

40A : Form of Documentary Credit  
IRREVOCABLE

20 : Documentary Credit Number  
9PH2-7679356-201

31C : Date of Issue  
200512

40E : Applicable Rules  
UCP LATEST VERSION

31D : Date and Place of Expiry  
200720 NETHERLANDS

50 : Applicant  
LOVELY VILLAGE INDUSTRIAL CO., LTD.  
NO.1789 SEC. 6, CHUNG SHAN RD., LINKOU DIST., NEW TAIPEI CITY 244  
TAIWAN, R.O.C.

59 : Beneficiary  
WAFER TECHNOCAST BV  
HOOFDWEG OOSTZIJDE, 99876 LR NIEUW-VENNEP, NETHERLANDS

32B : Currency Code, Amount  
EUR124,500.00

39B : Maximum Credit Amount  
NOT EXCEEDING

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

42C : Drafts at  
180 DAYS AFTER SIGHT FOR 100% OF INVOICE VALUE

42A : Drawee  
ISSUING BANK

43T : Transshipment  
PROHIBITED

44E : Port of Loading/Airport of Departure  
ROTTERDAM, NETHERLANDS

44F : Port of Discharge/Airport of Destination  
TAIPEI PORT, TAIWAN

44C : Latest Date of Shipment  
200705

45A : Description of Goods and/or Services  
200 PCS OF EPITAXIAL DEPOSITION MACHINES FOR SEMICONDUCTOR  
WAFERS  
HS CODE 8486.20  
FOB ROTTERDAM (INCOTERMS)

46A : Documents Required  
1. MANUALLY SIGNED COMMERCIAL INVOICE IN TRIPLICATE INDICATING  
ORDER NO.WT-200405 AND S/C NO. LV-200415  
2. FULL SET(3/3) OF CLEAN ON BOARD BILLS OF LADING ISSUED BY YANG  
MING MARINE CORPORATION MADE OUT TO THE ORDER OF HUA NAN  
COMMERCIAL BANK, LTD. MARKED FREIGHT COLLECT AND NOTIFY  
APPLICANT  
3. CERTIFICATE OF ORIGIN ISSUED BY THE LOCAL CHAMBER OF  
COMMERCE  
4. PACKING LIST IN TRIPLICATE  
5. BENEFICIARY'S SHIPPING ADVICE QUOTING THE NAME AND VOY. NO. OF  
THE CARRYING VESSEL, DATE OF SHIPMENT, B/L NO., ETD AND ETA  
SHOULD BE SENT TO THE APPLICANT BY FAX AND A CERTIFICATE MUST  
ACCOMPANY THE ORIGINAL DOCUMENTS.

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. COMMERCIAL INVOICE MUST BE COUNTERSIGNED BY LOVELY  
(HOLLAND) CO., LTD.  
4. TRANSPORT DOCUMENTS DATED PRIOR TO THE DATE OF ISSUANCE OF  
THIS CREDIT ARE 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

53A : Reimbursing Bank  
UNION BANK OF CALIFORNIA, S.F.

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。

工廠出貨明細資料：

貨 號	B16H	B31E
包裝方式	10 pcs/ctn	8 pcs/ctn
每箱重量	N.W.: 14.20 kg ; G.W.: 16.20 kg	N.W.: 13.50 kg ; G.W.:15.50 kg
每箱尺寸	440 mm × 265 mm × 320 mm	440 mm × 328 mm × 315 mm
出貨數量	6,000 pcs	3,600 pcs

- 31C : Date of Issue  
200420
- 31D : Date and Place of Expiry  
200710 IN THE BENEFICIARY'S COUNTRY
- 52D DC Issuing Bank  
AMERICAN BUSINESS BANK, LOS ANGELES
- 50 : Applicant  
BEVERLY PALM INTERNATIONAL INC.  
9683 SOUTH ROGERS CIRCLE, SUITE 4, CARLSBAD, CA 92008, U.S.A.
- 59 : Beneficiary  
PRETTY ENTERPRISE COMPANY LIMITED  
NO. 986, SEC. 3, DENG LIN RD., WUGU DIST., NEW TAIPEI CITY  
TAIWAN, R.O.C.
- 32B : Currency Code, Amount  
USD172,475.00
- 42C : Drafts at  
SIGHT FOR 100 PCT OF INVOICE VALUE
- 42A : Drawee  
ISSUING BANK
- 44E : Port of Loading/Airport of Departure  
ANY ASIAN PORT
- 44F : Port of Discharge/Airport of Destination  
SAN FRANCISCO / LOS ANGELES, CA, USA
- 45A : Description of Goods and/or Services  
ELECTRONIC SCALE  
B16H 12,500 PCS  
B31E 6,000 PCS  
TRADE TERMS: CFR ANY PORT IN USA (INCOTERMS 2020)
- 46A : Documents Required  
1. MANUALLY SIGNED COMMERCIAL INVOICE IN QUADRUPLICATE INDICATING THAT THE GOODS ARE OF CHINESE ORIGIN  
2. FULL SET OF CLEAN ON BOARD BILLS OF LADING MADE OUT TO ORDER AND ENDORSED IN BLANK MARKED FREIGHT PREPAID AND NOTIFY APPLICANT AND US  
3. MANUALLY SIGNED PACKING LIST IN TRIPPLICATE SHOWING NET WEIGHT GROSS WEIGHT AND MEASUREMENT  
4. CERTIFICATE OF ORIGIN ISSUED BY THE LOCAL CHAMBER OF COMMERCE
- 47A : Additional Conditions  
1. COMMERCIAL INVOICE AND PACKING LIST MUST SHOW P/O NO.PE-200315  
2. SHIPPING MARK: BP (IN REC)

BILL OF EXCHANGE	
DRAFT NO. <u>BP-200618</u>	
FOR <u>USD88,260.00</u>	DATED <u>JUNE 20, 2020</u>
AT <u>①</u>	SIGHT OF THIS FIRST OF EXCHANGE (SECOND OF THE SAME TENOR AND DATE BEING UNPAID) PAY TO THE ORDER OF
<b>FIRST COMMERCIAL BANK</b>	
THE SUM OF <u>XXX</u>	VALUE RECEIVED
DRAWN UNDER LETTER OF CREDIT NO. <u>ABB-7988</u>	DATED <u>②</u>
ISSUED BY <u>③</u>	
TO <u>XXX</u>	PRETTY ENTERPRISE CO., LTD. <i>Cecilia Wang</i>



**PRETTY ENTERPRISE COMPANY LIMITED**

No.986, Sec. 3, Deng Lin Rd.  
Wugu Dist., New Taipei City  
Taiwan, R.O.C.

**INVOICE**

No. BP-200618

Date: JUNE 20, 2020

Invoice of XXX

For account and risk of Messrs XXX

Shipped Per S.S. ④

Sailing on or about JUNE 20, 2020

Shipment From XXX To ⑤

Marks & Nos.	Quantity	Description of Merchandise	Unit Price	Amount
⑥	⑦ XXX PCS vvvvvvvv	<u>ELECTRONIC SCALE</u>	<u>XXX</u>	
			<u>Per pc</u>	
		B16H Electronic Weighing Scale Size: 29.5 x 23.5 x 2.5 (cm)	⑧	USD60,900.00
		B31E Body Weighing Scale Size: 28 x 28 x 2.47 (cm)		USD27,360.00
				USD88,260.00
				vvvvvvvvvv
SAY U.S. DOLLARS EIGHTY EIGHT THOUSAND TWO HUNDRED AND SIXTY ONLY.				
DRAWN UNDER <u>XXX</u> L/C NO. <u>ABB-7988</u> DATED <u>XXX</u>				
<u>XXX</u>				
PRETTY ENTERPRISE CO., LTD. <i>Cecilia Wang</i>				

**PRETTY ENTERPRISE COMPANY LIMITED**

No.986, Sec. 3, Deng Lin Rd.  
Wugu Dist., New Taipei City  
Taiwan, R.O.C.

**PACKING LIST**

No. BP-200618

Date: JUNE 20, 2020

Packing List of ⑨

MARKS & NOS.

For account and risk of Messrs XXX

XXX

Shipped Per S.S. XXX

Sailing on or about JUNE 20, 2020

Shipment From ZHONGSHAN, GUANGDONG

To XXX

Packing No.	Description of Goods	Quantity	Net Weight	Gross Weight	Measurement
XXX	<u>ELECTRONIC SCALE</u>				
	B16H Electronic Weighing Scale Size: 29.5 x 23.5 x 2.5 (cm) B31E Body Weighing Scale Size: 28 x 28 x 2.47 (cm)	XXX	⑩	XXX	XXX
TOTAL: XXX CTNS vvvvvvvv		XXX PCS vvvvvv	XXX KG vvvvvvvv	XXX KG vvvvvvvv	XXX CBM vvvvvvvv
SAY TOTAL <u>XXX</u>					
					⑪
PRETTY ENTERPRISE CO., LTD. <i>Cecilia Wang</i>					

<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) <b>XXX</b> 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)		<b>S/O NO.</b>	
Consignee: <b>TO ORDER</b>		<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)。 1. 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。 2. 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。			
Notify Party:(Full name and address) <b>BEVERLY PALM INTERNATIONAL INC.</b> <b>9683 SOUTH ROGERS CIRCLE, SUITE 4</b> <b>CARLSBAD, CA 92008, U.S.A. AND AMERICAN BUSINESS BANK</b>		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)			
Ocean Vessel 船名 <b>EVER GOLDEN</b>	Voy. No. 航次 <b>1079-010W</b>				
Place of Receipt 收貨地	Port of Loading 裝貨地 ⑫	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 <b>LOS ANGELES, CA</b>	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 ⑬	Description of Goods <small>(請詳實註明, 如僅為"GENERAL MERCHANDISE"恕無法接受)</small> <b>ELECTRONIC SCALE</b>	Gross Weight (KGS) ⑭	Measurement (M <sup>3</sup> ) ⑮	
<b>XXX</b>	<b>SAY TOTAL XXX</b>	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: _____			
<b>SERVICE REQUIRED</b> <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	
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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)

(請直接填入數字答案，計算過程不得列出)

①	②	③	④	⑤
⑥	⑦	⑧	⑨	⑩

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>

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。  
 20000-109303 國貿業務丙級答案紙 第 1 頁 / 共 2 頁



四、商業信用狀分析 (本題為填空題與單選題，合計 20 分)

五、貿易單據製作 (本題共 15 小題，每小題 2 分，合計 30 分)

名	
姓	

注意事項	<p>1. 答案紙共 2 頁，本頁請於指定姓名欄位內書寫姓名。</p> <p>2. 請應檢人勿將答案紙折開。</p> <p>3. 作答時一律不可使用“鉛筆”。</p> <p>4. 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

題 目	答 案
國際商品統一分類代碼？ (2 分)	
補償銀行？ (英文作答) (2 分)	
有關提單規定 (英文作答) (4 分)	1. 簽發人 _____ (2 分) 2. 背書人(請寫出全名) _____ (2 分)
根據本信用狀 47A 第 3 項規定，有關 COUNTERSIGNED (4 分)	1. 何謂 COUNTERSIGN？ (中文作答) _____ (2 分) 2. 應由誰 COUNTERSIGN？ (請寫出英文全名) _____ (2 分)
根據本信用狀 46A 第 5 項規定 (4 分)	1. 請寫出 ETD 英文全名 _____ (2 分) 2. 請寫出 ETA 中文翻譯 _____ (2 分)
可否分批裝運？(1 分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否
根據本信用狀規定其國貿條規適用版本為 (單選) (1 分)	<input type="checkbox"/> Incoterms 2000 <input type="checkbox"/> Incoterms 2010 <input type="checkbox"/> Incoterms 2020 <input type="checkbox"/> 以上皆可
開狀國家以外之所有銀行費用由誰負擔？ (1 分)	<input type="checkbox"/> 開狀申請人 <input type="checkbox"/> 受益人 <input type="checkbox"/> 開狀銀行 <input type="checkbox"/> 押匯銀行
可否轉讓信用狀？(1 分)	<input type="checkbox"/> 可 <input type="checkbox"/> 否

題號	答 案
①	
②	
③	
④	
⑤	
⑥	
⑦	
⑧	
⑨	
⑩	
⑪	
⑫	
⑬	
⑭	
⑮	