

<<国际贸易实务>>

图书基本信息

书名：<<国际贸易实务>>

13位ISBN编号：9787302231844

10位ISBN编号：7302231842

出版时间：2010-8

出版时间：清华大学

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页数：274

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## &lt;&lt;国际贸易实务&gt;&gt;

## 前言

当前中国的对外贸易处在一个十分重要的转折点上。

在经历多年持续的贸易顺差和不断出现的各种贸易冲突之后，2010年5月，中国的对外贸易将可能首次出现贸易逆差。

换句话说，中国要想维持以前的出口贸易顺差将面临越来越多的困难，中国即将从一个出口型贸易大国转向一个进口型大国，或者说贸易盈余会越来越少，贸易环境不再像以前那样宽松，这是中国新形势下面临的严峻挑战。

在当前的外贸形势下，这本《国际贸易实务》双语课程教材出版了。

可以说，国内非常优秀的国际贸易实务教材非常多，一批非常有建树的国际贸易专家以认真负责的态度贡献了许多优秀的教材，这些教材无论在理论方面、实际业务操作方面，还是在理论与实际的结合方面，都有非常系统、深入、生动的阐述和讲解，读者可以得到系统的知识和实践，基本能够达到各种层面的要求。

但是，随着双语教学的开展，在从事双语教学的过程中，笔者发现：我们很难找到一本适合的双语教材，现存的双语教材既不能从知识的宽度上给学生以整体的把握。

比如涵盖的知识点较少，又不能从内容的深度上让学习者具备基本的国际贸易业务员的知识。

比如，有些教材采用了英国的教材体系，内容稍浅。

因此该教材力求弥补现存双语教材的这两大缺点。

另外，在练习的设计上，几乎没有一本双语教材有丰富多样的课后练习，从而不利于知识的巩固和强化。

而且其中的练习仅局限于回答问题和案例分析等一些传统题目。

本书除部分传统习题形式外，还增加了判断题和选择题，重点考查学习者对文中内容的掌握程度。

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### 内容概要

本书通过最新的信息和案例、生动的图表、丰富多样的练习，提供了丰富的知识内容。

本书主要内容包含当前国际贸易概况，商业合同的签订和执行，国际贸易的程序，合同的标的(包括商品名称、商品质量、商品的数量、商品的包装等)，国际贸易术语，国际支付(包括国际支付的各种方式、工具、信用证等)，国际货物运输(包括铁路、公路、水运、航空、邮政、管道等)，商品的检验、索赔、不可抗力和仲裁，国际协议和机构以及各种关税和非关税壁垒等。

本书适用于各高等院校的本科生、专科生，以及有志于从事国际贸易实际业务的各类外贸人员。同时，由于本书包含丰富的语言知识、专业知识，也适合部分国际贸易专业的研究生进行双语阅读拓展。

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Appendix II Documents in the Process of Importing and Exporting Sales Contract Letter of Credit Notification of Documentary Credit Bill of Lading Commercial Invoice Insurance Policy Shipping Advice Certificate of Origin

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## 章节摘录

插图：Preparation of goods is the first step in performing contract. In order to fulfill a sale contract, the seller must prepare goods according to the time limit stipulated in the contract and in accordance with the latest date of shipment in L/C. When preparing goods, the seller should pay much attention to quality, specification, quantity, packing, inspection, etc. No matter the quality is higher or lower than the stipulation of contract, it is regarded as breach of contract. As to the quantity, according to article 37 of CISG, "if the seller had delivered goods before the date for delivery, he may, up to that date, deliver any missing part or make up any deficiency in the quantity of the goods delivered, or deliver goods in replacement of any non-conforming goods delivered or remedy any lack of conformity in the goods delivered, provided that the exercise of this right does not cause the buyer unreasonable inconvenience or unreasonable expense. However, the buyer retains any right to claim damages as provided for in this convention".

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