

## 《商务英语谈判必须掌握的11大类词汇》

1?????????

???? export credit

???? export subsidy

???? dumping

???? exchange dumping

???? special preferences

???? bonded warehouse

???? favorable balance of trade

???? unfavorable balance of trade

????? import quotas

????? free trade zone

????? value of foreign trade

????? value of international trade

????? generalized system of preferences-GSP

????? most-favored nation treatment-MFNT

2??????

?????trade term (price term)

??freight

?? price

???wharfage

?? total value

???landing charges

?? amount

??customs duty

?? net price

???stamp duty

???price including commission

???port dues

??return commission .

???port of shipment

??discount, allowance

???port of discharge

??? wholesale price

???port of destination

??? retail price



?????import licence

????spot price

?????export licence

????forward price

????????current price prevailing price

????? world (International)Market price

?????????FOB-free on board

????????????? C&F-cost and freight

?????????????CIF-cost,insurance and freight

3?????

??delivery

??steamship(??S.S)

????shipment

??charter (the chartered ship)

???? time of delivery

????voyage charter

????time of shipment

????time charter



????????????shipper, consignor

???consignee

??regular shipping liner

??lighter

??shipping space

??tanker

??clearance of goods

????cargo receipt

??to take delivery of goods

????airway bill

????original B\ \ \ \ \ \ \ \ L

????????optional port

???optional charges

???????? optional charges to be borne by the Buyers ? optional charges for Buyers' account

????? shipment during January ? January shipment

????? shipment not later than Jan.31st.?shipment on or before Jan.31st.

?/????? shipment during Jan./Feb.? Jan./Feb. shipment

?.....(??)????? shipment during....in two lots

?.....(??)??????? shipment during....in two equal lots

?????? in three monthly shipments

????????????? in three equal monthly shipments

???? immediate shipments

???? prompt shipments

??????30???? shipments within 30 days after receipt of L/C

?????? partial shipment not allowed partial shipment not permitted partial shipment not unacceptable  
4???????????

?? indent

????? book; booking

?? cable reply

?? firm offer

?? bid; bidding

??? bid firm

?? counter offer

?????? offer

??? offer firm

?????? inquiry;enquiry



5???????????

?? indent

????? book; booking

?? cable reply

?? firm offer

?? bid; bidding

??? bid firm

?? counter offer

??????? offer

??? offer firm

??????? inquiry;enquiry

