

수험번호 : _____

성 명 : _____

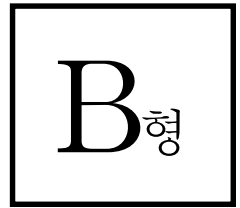
국가공인자격검정

2018년 제2회 무역영어 1급 시험문제

제1과목명 : 영문해석

제2과목명 : 영작문

제3과목명 : 무역실무



<응시자 유의사항>

1. 문제지를 받더라도 시험시작 시간까지 문제내용을 보아서는 안됩니다.
2. 응시자는 시험시작 전에 반드시 문제지에 누락되거나 페이지 오류, 잘못 인쇄된 페이지가 없는지 정확히 확인하시기 바랍니다.
3. 잘못 인쇄되었거나 과본인 경우 즉시 감독관에게 교체를 요구하여야 합니다.
시험시작 후에는 일체 문제에 대한 질문을 금지하며 문제지를 교체할 수 없고 이후 모든 책임은 응시자에게 있습니다.
4. 시험이 시작되면 문제를 주의 깊게 읽은 후, 문제에서 요구하는 취지에 가장 적합한 하나의 정답만을 고르며, 문제내용에 관한 질문은 받지 않습니다.
5. 시험이 끝난 후 문제지는 가져갈 수 없습니다.

9. Choose one which describes BEST for (a)-(d).

*(a)*We have drawn a draft at sight for US\$35,000 on *(b)the Bank of New York*, N.Y. under the L/C No. 089925 and negotiated it through *(c)the Korea Exchange Bank*, Seoul, Korea.

Please note that all documents required in the Letter of Credit were forwarded to our *(d)negotiating bank* as per copies attached.

- ① (a) is an applicant of the Credit.
- ② (b) is a drawee of the Bill of Exchange.
- ③ (c) is a drawer of the Bill of Exchange.
- ④ (d) is Bank of New York.

10. What is the maximum value available for this final drawing?

A beneficiary receives an irrevocable documentary credit for which USD20,000 may be drawn during each month of the documentary credit's one year validity. The documentary credit also indicates that reinstatement is on a cumulative basis. Full monthly drawings were made during the first, second, fourth, fifth and seventh months and there have been no other drawings. In the last month of the documentary credit's validity, the beneficiary expects to make a final shipment.

- ① USD80,000 ② USD100,000
- ③ USD120,000 ④ USD140,000

11. In the following situation, which BEST suits the exporter's needs?

An exporter is willing to release the shipping documents directly to the buyer, but wishes to retain some guarantee of payment should the buyer fail to pay on the due date.

- ① Red Clause L/C ② Transferable L/C
- ③ Confirmed L/C ④ Standby L/C

12. What kind of contract is the below?

Bailment of goods to another (bailee) for sale under agreement that bailee will pay bailor for any sold goods and will return any unsold goods.

- ① contract of sale ② offer on approval
- ③ sole agent agreement ④ consignment contract

13. Below is a reply to a letter. Which of the following is the MOST appropriate title for the previous letter?

Thank you for your interest in our solutions at Bespoke Solutions Inc. We are a leading software development firm with an impressive track record creating responsive solutions to support organizational objectives. We offer a broad range of website development solutions. Attached is our comprehensive price list, please find.

- ① Request for Acceptance
- ② Request for Quotation (RFQ)
- ③ Purchase Order (P/O)
- ④ Shipment Notice

14. Which of the following is grammatically INCORRECT?

(a) I am afraid I have noticed there is a word missing *(b) in the final version of our contract*. *(c) I would like you to take a look at it* and determine *(d) whether it is enough big to cause a dispute*. Once again, I give you my sincerest apologies for the inconvenience.

- ① (a) ② (b) ③ (c) ④ (d)

[15~16] Read the following and answer the questions.

Dear Chapman,
We were pleased to receive your order of 15th April for a further supply of transistor sets, but as the balance of your account now stands at over USD400,000, we hope you will be able to reduce it before we grant credit for further supplies. We should therefore be grateful if you could send us your check for, say, half the amount you owe us. We could then arrange to supply the goods you now ask for and charge them to your account.
Yours faithfully,
Brown Kim

15. Which is MOST similar to the underlined 'charge'?

- ① remove ② allow ③ credit ④ debit

16. Which is LEAST correct about the letter?

- ① Chapman placed an order with Brown.
- ② The writer is reluctant to extend credit.
- ③ The action of this letter resulted from the previous account which remains unpaid.
- ④ Brown Kim wants the overdue to be reduced at least by USD200,000 this time.

[17~18] Read the following and answer the questions.

Dear Mr. Edwards,

Thank you for letting us know about the roses that arrived at your company in less perfect condition. I enclose a check refunding your full purchase price. An unexpected delay in the repair of our loaded delivery van, coupled with an unusual rise in temperatures last Thursday, caused the deterioration of your roses. Please accept our apology and our assurance that steps will be taken to prevent this from happening again.

During the past fifteen years, it has been our pleasure to number you among our valued customers, whose satisfaction is the goal we are constantly striving to achieve. I sincerely hope you will continue to count on us for your needs.

Yours very truly,
Thomas Sagarino

17. Which is LEAST correct about the letter?
- ① Mr. Edwards is a longtime customer.
 - ② Thomas believes that Edwards has a legitimate complaint.
 - ③ Mr. Edwards asked for an exchange because some of the roses were missing.
 - ④ Thomas Sagarino is a supplier.
18. What is the main purpose of the letter?
- ① Goodwill with the customers
 - ② Confirming the order
 - ③ Apology for damaged goods
 - ④ Appreciation for the business
19. Which is most WRONG about the difference between EXW and FCA under Incoterms 2010?
- ① In terms of EXW, the obligation of delivery of goods by the seller is only limited to arrange goods at his premises.
 - ② In terms of FCA, the export cleared goods are delivered by the seller to the carrier at the named and defined location mentioned in the contract.
 - ③ In terms of FCA, the delivery of goods also can be at the seller's premises, if mutually agreed between buyer and seller.
 - ④ If the buyer can not carry out the export formalities, either directly or indirectly, EXW terms are opted in such business transactions.

[20~21] Read the following and answer the questions.

We have received your letter of 23rd May enclosing your Debit Note No. 123. We are sorry not to have paid your account earlier by (a).

In payment of these accounts, we enclose a check for USD5,000,000 (b) covering your invoice up to the end of May 2018.

We shall be obliged if you will send us a receipt by return of post.

20. Which of the following is MOST appropriate for (a)?
- ① an oversight
 - ② a request
 - ③ a credit
 - ④ an order
21. What is the MOST accurate Korean translation on (b)?
- ① 2018년 5월말까지 보내올 송장을 해결하기 위하여
 - ② 2018년 5월말까지 귀사의 송장 대금을 결제하는
 - ③ 2018년 5월말에 보낼 귀사의 송장에 포함시키기 위하여
 - ④ 2018년 5월말에 보내 주신 송장을 처리하기 위하여
22. Which of the following is the MOST appropriate purpose of the letter below?

Dear Alice,

Thank you for your call this afternoon and your interest in my business development services. It was great talking to you and discussing your business concept and expansion plans for Alize Catering.

As discussed during our telephone conversation: You would like me to develop a detailed business plan for Alize Catering.

The business plan will set out guidelines for Alize Catering operations in terms of the: Organizational plan, Production plan, Marketing Plan, and Financial plan.

The total cost for the development of the business plan is USD3,000 payable in 3 installments, with the first installment due immediately as confirmation of this engagement, the 2nd due on receipt of the draft document, and the 3rd due on delivery of the final document.

- ① To confirm a verbal agreement
- ② To inform about a new product
- ③ To request free product samples
- ④ To cancel the order

23. Which is a LEAST appropriate match?

A (a) forwarder booked 2×20' containers with (b) a shipping line to Doha on behalf of (c) his client. Due to a mistake of the shipping line staff, the shipping line shipped 1×20' to Doha and put the other 1×20' with some other clients' container and shipped it to Bremerhaven. By the time the forwarder found this mistake out, the container was already on its way to (d) Bremerhaven. The shipping line has advised that this container will be rerouted but the container will take about 60 days to reach Doha instead of the original transit time of 20 days if it had gone directly.

- ① (a) is a NVOCC
- ② (b) is a VOCC
- ③ (c) is an exporter
- ④ (d) is an original destination

24. What is LEAST likely to be the one which the seller writes?

- ① A batten-reinforced case would meet your needs and be much lower in price than a slid wooden case.
- ② The 1lb. size cans of chemicals will be shipped in strong cartons, each containing 24 cans.
- ③ When all items of the order are collected at our factory, we will pack them into suitable sizes for delivery.
- ④ Overall measurements of each case must not exceed 80cm(L)x50cm(W)x40cm(D).

25. Which of the following has a different intention from others?

- ① They deserve your confidence and credit in the sum you mentioned.
- ② The company enjoys an excellent reputation among the business circles here.
- ③ You may run the least risk in granting the said credit in this deal.
- ④ After three months' experience of delay, we were obliged to withdraw credit privileges from them.

<제2과목> 영작문

[26~28] Read the following and answer.

A sight draft is used when the exporter wishes to retain title to the shipment until it reaches its destination and payment is made.

In actual practice, the ocean bill of lading is endorsed by the exporter and sent via the exporter's bank to the buyer's bank. It is accompanied by the sight draft, invoices, and other supporting documents that are specified by either the buyer or the buyer's country. The foreign bank notifies the buyer when it has received these documents. As soon as the draft is paid, the (A) foreign bank turns over the bill of lading thereby enabling the buyer to obtain the shipment.

There is still some risk when a sight draft is used to control transferring the title of a shipment. The buyer's ability or willingness to pay might change from the time the goods are shipped until the time the drafts are presented for payment; (B)

26. What is suitable payment method for the above transaction?

- ① D/P
- ② D/A
- ③ Sight L/C
- ④ Usance L/C

27. Who is (A)?

- ① collecting bank
- ② remitting bank
- ③ issuing bank
- ④ nego bank

28. What is a most proper sentence for blank (B)?

- ① there is no bank promise to pay on behalf of the buyer.
- ② the presenting bank is liable for the buyer's payment.
- ③ the seller shall ask the presenting bank to ship back the goods.
- ④ the carrier asks the buyer to provide indemnity for release of the goods.

29. Which is NOT proper replacement for the underlined?

Dear team,
Our company is facing regular shipments to East Asian countries so that we will need to review cost scheme in relation to transportation and insurance. Please note that meeting will be held on next week Monday 9:00 A.M. in my office.
Tony Han
General Manager

- ① customary
- ② usual
- ③ normal
- ④ punctual

30. Which of the following statements on INCOTERMS 2010 is NOT correct?

Ⓐ The Incoterms 2010 rules are standard shipment term designed to assist traders when goods are sold and transported. Ⓑ Each Incoterms rule specifies the obligations of each party (e.g. who is responsible for services such as transport; import and export clearance etc), and Ⓒ the point in the journey where risk transfers from the seller to the buyer. Ⓓ By agreeing on an Incoterms rule and incorporating it into the sales contract, the buyer and seller can achieve a precise understanding of what each party is obliged to do, and where responsibility lies in event of loss, damage or other mishap.

- ① Ⓐ ② Ⓑ ③ Ⓒ ④ Ⓓ

31. Which of the following words is MOST suitable for the blank below?

Factoring companies provide a flexible and cost effective way to free up capital and improve cash flow. Factoring is a form of () which allow business to raise funds or aid cash flow by providing funds against unpaid invoices. The banks then collect payment from the customer for you, saving you the time and hassle of chasing payments. Once payment is collected, the bank pays the balance of the invoice value, minus agreed fees.

- ① draft finance ② invoice finance
③ ordering service ④ overdraft service

[32~33] Read the following and answer.

Dear Mr. Cho,
Your name was given to us (A) Mr. L. Crane, the chief buyer of F. Lynch & Co. Ltd, who have asked us to allow them to settle their account by 90-day Bill of Exchange.
We would be grateful if you could confirm that this company settles promptly on due dates, and are sound enough to (B) credits of up to USD50,000 in transactions.
Thank you in advance for the information.

32. Who is MOST likely to be Mr. Cho?

- ① referee ② seller ③ broker ④ drawee

33. Fill in the blank (A) and (B) with right words.

- ① by - meet ② from - fill
③ by - grant ④ from - allow

[34~35] Read the following and answer.

Dear Herr Kim,

We would like to invite you to our annual dinner on 15 February, and 당신이 우리의 초청 연사 중 한 분이 되어 주실지 궁금합니다.

Our theme this year is 'The effects of the USD', and we would appreciate a contribution from your field on how this is affecting exporting companies.

Please let us know as soon as possible if you are able to speak.

(A) a formal invitation for yourself and a guest.

Yours sincerely,

34. What is best written for the underlined part?

- ① wonder if you would consider being one of our guest speakers.
② doubt if you would be one of our inviting speaker.
③ want you would accept as one of our speakers.
④ question goes for your acceptance as one of our host speakers.

35. Which is best for the blank (A)?

- ① Enclosed you will find
② Attached is our file
③ You may put out
④ We appreciate if you could sign

36. Which of the following is the right match for blanks below?

(Ⓐ) Average Loss is a voluntary and deliberate loss, while (Ⓑ) Average Loss is purely accidental and unforeseen loss. (Ⓒ) Average Loss falls entirely upon the owner of the cargo. In (Ⓓ) Average Loss the loss shall be shared by all the owners of cargo.

	Ⓐ	Ⓑ	Ⓒ	Ⓓ
①	General	Particular	General	Particular
②	General	Particular	Particular	General
③	Particular	General	General	Particular
④	Particular	General	Particular	General

- 44.
- ① 당사는 영국에 거래처가 없으므로 귀사께서 당사가 이 특수 분야의 영업을 할 수 있는 기회를 얻도록 협력해 주신다면 감사하겠습니다. → We have no contacts in England, so we would be highly appreciated all the assistance you could render in let us have a chance of doing a business in this particular area.
 - ② 우리들 상호의 이익을 도모하기 위하여 빠른 시일 내에 귀사와 거래를 시작하기를 바랍니다. → We hope that we can soon enter into business relations with you which we are sure will lead to our mutual profit.
 - ③ 당사는 서울에 위치한 무역회사로 세계의 주요 무역중심지에 지점들을 두고 있으며 광범위하고 다양한 상품을 취급하고 있습니다. → We are a trading firm in Seoul with branches covering the world's principal trade centers handling a wide range of various goods.
 - ④ 당사는 일반 상품, 기계류 및 장비의 수출입상으로 20년이 넘는 역사를 가지고 있습니다. → We have a proud record of more than 20 years in our business as an exporter-importer dealing in general goods, machinery and equipment.

- 45.
- ① 보증에 대한 정보도 받아보고 싶습니다. → We are also interested in receiving information about the warranty.
 - ② 귀하의 주문품을 오늘 신속히 항공 속달편으로 발송하였습니다. → We have today promptly shipped your order by air express.
 - ③ 선적이 지연된 이유는 최근 오클랜드 항구 직원들의 파업 때문입니다. → The shipping delay is due to the recent strike of port workers in Oakland.
 - ④ 거듭된 시도에도 불구하고, 귀사로부터 아무런 답변도 받지 못했습니다. → Despite of repeated attempts, we have unable to receive an answer from you.

- 46.
- ① 귀사가 2개월 전 당사에 공급한 배터리에 문제가 있었습니다. → There has been a problem with the batteries you had supplied us two months ago.
 - ② 당사 기록을 철저히 검토한 결과, 추가 금액이 실수로 청구된 것이 확실합니다. → Having made a thorough check of our records, I am certain that the extra charge was made in error.
 - ③ 귀사의 22-A01번 주문에 대한 청구서를 보내드린 지 2주가 되었습니다. → It was two weeks since we have sent you the billing for your order 22-A01.
 - ④ 사무실 책상과 의자 품목의 사진을 보내주시겠습니까? → Would you mind sending me pictures of your line of office desks and chairs?

47. Choose the one which does NOT have the same meaning with the underlined.

If the payment should not be made, then I am afraid that we shall have no choice but to start proceedings for dishonor.

- ① resume negotiation ② take a legal step
- ③ sue ④ bring an action

48. Which is LEAST proper in explanation of Transhipments?

- ① Transhipments are usually made where there is no direct air, land, or sea link between the consignor's and consignee's countries.
- ② Transhipments can be made where the intended port of entry is blocked.
- ③ Transhipments are not allowed in L/C operation, unless the goods are containerised.
- ④ Transhipments exposes the shipment to a lower probability of damage.

49. Which is right for the blank?

One of the ways how to deal with the negotiation is that the exporter can get a discount from negotiating bank through () for discrepant documents presented under the Documentary Credit.

- ① under reserve negotiation ② forfaiting
- ③ factoring ④ confirmation

50. What does the underlined mean?

Underlying transaction is a deal between the account party and beneficiary of a letter of credit (L/C). An L/C is said to be independent of the underlying transaction.

- ① sales contract ② carriage contract
- ③ negotiation contract ④ payment terms

<제3과목> 무역실무

51. 신용장 양도 시 확인사항으로 옳지 않은 것은?

- ① 2회 이상 양도 가능한지 여부
- ② 원신용장에 명기된 조건대로 양도되는지 여부
- ③ 당해 L/C가 양도가능(Transferable) 신용장인지 여부
- ④ 양도은행이 신용장상에 지급, 인수 또는 매입을 하도록 수권 받은 은행인지 여부

52. Incoterms 2010 상의 '매도인의 의무(The seller's obligations)'에 관한 항목이 아닌 것은?
- ① Licences, authorizations, security clearance and other formalities
 - ② Transfer of risks
 - ③ Assistance with information and related costs
 - ④ Provision of goods in conformity with the contract

53. 다음 설명에 해당하는 수출보증보험의 대상이 되는 보증서는 무엇인가?

계약체결 시에 제출하는 것으로서 낙찰자가 약정된 계약을 이행하지 않을 경우에 대비하여 상대방(발주자)이 요구하며 보증금액은 보통 계약금액의 10% 전후이다.

- ① bid bond
- ② performance bond
- ③ advance payment bond
- ④ retention payment bond

54. 다음의 경우 환가료를 원화로 계산한 것으로 옳은 것은?

1) 거래금액 : JPY3,600,000
 2) 거래조건 : 120d/s
 3) 환가료율 : 2.00%
 4) 우편일수 : 8일
 5) 환율(장부가격) : JPY100=KRW1,000

- ① 128,000원 ② 240,000원
- ③ 256,000원 ④ 480,000원

55. 무역계약이 체결된 장소 또는 국가에서 계약의 전부 또는 일부가 이행될 때 계약이 체결된 국가의 법률을 적용해야 한다는 원칙으로 옳은 것은?
- ① 무명조건 ② 계약이행지법
 - ③ 중재지법 ④ 계약체결지법

56. 해상운송에 관한 헤이그-비스비 규칙의 설명으로 옳지 않은 것은?
- ① 운송인의 책임은 과실책임주의에 기초하고 있다.
 - ② 선적시로부터 양륙시까지의 기간 동안에 대해서만 적용된다.
 - ③ 운송인은 자신에게 과실이 없음을 입증해야만 책임을 면할 수 있다.
 - ④ 운송인은 항해과실에 대해서 책임을 부담하지 않는다.

57. 선하증권의 법적 성질로 옳지 않은 것은?
- ① 요인증권 ② 요식증권
 - ③ 상환증권 ④ 금전증권

58. 신용장에 대한 내용으로 옳지 않은 것은?
- ① 신용장은 개설은행의 조건부 지급확약으로 상업신용을 은행신용으로 전환시켜 주는 금융수단이다.
 - ② 신용장 상에 아무런 언급이 없는 경우 양도가 불가능하다.
 - ③ 무역거래에 일반적으로 사용되는 신용장은 'Documentary Credit'이다.
 - ④ 신용장에 의해 발행되는 환어음의 만기가 'at 90 days after sight'라면 'Sight Credit'이 된다.

59. 해상운송 과정 중에 발생한 해상사고로 화물손해가 발생하였고, surveyor의 조사결과 general average에 해당하지 않는 사고로 판명되었다. 이 경우 화주가 손해를 보상받을 수 있는 해상적화보험조건으로 구성된 것은?
- ① ICC(A), ICC(B)
 - ② ICC(A), ICC(C)
 - ③ ICC(B), ICC(C)
 - ④ ICC(A), ICC(B), ICC(C)

60. 중재합의에 대한 설명으로 옳지 않은 것은?
- ① 유효한 중재합의가 존재하는 경우에는 직소금지의 원칙에 따라 소송으로 분쟁을 해결할 수가 없다.
 - ② 분쟁 발생 후에도 중재합의는 별도의 중재계약에 의해 이루어질 수 있다.
 - ③ 우리나라 중재법에 따르면 중재합의는 서면으로 하여야 한다.
 - ④ 중재합의의 한 형태로서 매매계약서 상에 삽입되어 있는 중재조항은 동 계약서가 무효가 되면 동 중재조항도 그 효력을 자동적으로 상실하게 된다.

61. Incoterms 2010에 대한 설명으로 옳지 않은 것은?
- ① Incoterms 2010은 국내매매계약에도 사용가능하다.
 - ② EXW에서 매도인은 물품을 매수인의 운송수단에 적입할 의무가 없다.
 - ③ 컨테이너 운송에서는 FOB나 CIF 조건은 부적절하다.
 - ④ FAS조건에서 매도인은 외항에 정박한 본선까지의 부선료를 부담할 필요가 없다.

62. 정기선의 해상운임에 대한 설명으로 옳지 않은 것은?
- ① 정기선의 해상운임은 기본운임(Basic Rates)에 할증료(Surcharges), 추가요금(Additional Charges) 등으로 구성된다.
 - ② 품목별무차별운임(Freight All Kinds, FAK)은 품목에 관계없이 동일하게 적용하는 운임이다.
 - ③ BAF는 유류할증료, CAF는 통화할증료로 운임 외에 추가되는 할증료(Surcharge)이다.
 - ④ THC는 터미널화물처리비를 말하는데 통상적으로 해상운임에 포함되어 있다.

72. 개별계약과 포괄계약의 내용 및 상호관계에 대한 설명이다. (Ⓐ), (Ⓑ), (Ⓒ)안에 들어갈 용어로 올바르게 연결한 것은?

개별계약서에는 (Ⓐ) 등을 명기한다. 포괄계약서에는 (Ⓑ) 등이 명기된다. 포괄계약과 개별계약은 상호 보완적이며, 서로 모순될 경우 (Ⓒ) 내용이 우선한다.

- ① Ⓐ 단가, Ⓑ 청약 및 주문의 방식, Ⓒ 개별계약
- ② Ⓐ 청약 및 주문의 방식, Ⓑ 선적일의 증명방법, Ⓒ 개별계약
- ③ Ⓐ 인도시기, Ⓑ 수량, Ⓒ 포괄계약
- ④ Ⓐ 품명, Ⓑ 불가항력조항, Ⓒ 포괄계약

73. 리네고(재매입)가 발생할 수 있는 신용장으로 올바르게 짝지은 것은?

㉠ available with JAKARTA BANK by SIGHT PAYMENT
 ㉡ available with JAKARTA BANK by ACCEPTANCE
 ㉢ available with JAKARTA BANK by DEFERRED PAYMENT
 ㉣ available with ANY BANK by NEGOTIATION
 ㉤ available with JAKARTA BANK by NEGOTIATION

- ① ㉠, ㉢, ㉣
- ② ㉡, ㉢, ㉤
- ③ ㉢, ㉣, ㉤
- ④ ㉡, ㉣, ㉤

74. 청약의 요건으로 옳지 않은 것은?

- ① 1인 혹은 그 이상의 특정인에 대한 의사표시일 것
- ② 물품의 표시, 대금 및 수량에 관하여 충분히 확정적인 의사표시일 것
- ③ 승낙이 있는 경우 이에 구속된다는 의사표시가 있을 것
- ④ 상대방의 거래문의에 대한 응답으로 절대적이고 무조건적인 거래개설의 의사표시

75. 송화인의 요구에 따라 항공사, 송화인 또는 대리인이 선불한 비용을 수화인으로부터 징수하는 금액은?

- ① THC
- ② CFS Charge
- ③ Documentation Fee
- ④ Disbursement Fee