<<国际商务英文与函电>>

图书基本信息

书名: <<国际商务英文与函电>>

13位ISBN编号: 9787302251859

10位ISBN编号: 7302251851

出版时间:2011-4

出版时间:清华大学出版社

作者: 林涛, 姜丽 等编著

页数:304

版权说明:本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com

<<国际商务英文与函电>>

内容概要

《国际商务英文与函电》包含国际商务的一些最新知识,着重介绍国际商务业务过程中对外英文函电的写作,包括:商业书信的写作要求,建立贸易关系,促销,询盘与回复,报价、发盘和还盘,订单、销售合同及履行,支付条款,保险,装运,抱怨与调停,进出口贸易与补偿贸易,对外直接投资与合资企业等章节。

《国际商务英文与函电》比以往的外贸英文函电教材范围更广,内容更新;同时主要章节都配套英文对话,有助于读者在学习国际商务英文函电写作的同时,提高专业英语的口头表达能力。

《国际商务英文与函电》可作为国际商务和国际贸易专业的核心课程双语教材。 书中很多案例和相关单据都是根据作者十几年国际贸易实践工作的第一手资料进行改编的,时效性强 ,贴近业务实践,对实践具有指导意义,是从事国际商务业务工作者珍贵的参考材料。

《国际商务英文与函电》在重要章节还附有练习,有助于学生巩固所学章节内容,也方便教师教学参考。

<<国际商务英文与函电>>

书籍目录

《国际商务英文与函电》

unit one global economy and market globalization

globalization of markets

phases of globalization

dimensions of market globalization

drivers of market globalization

firm-level consequences of market

globalization: internationalization of the firm 's value chain

china in global economy

vocabulary

unit two international business

introduction

activities in international business

the nature of international trade

the nature of international investment

services trade as normal products

how does international business differ from domestic

business?

the four risks in internationalization

who participates in international business?

why should you study international business?

.facilitator of the global economy and interconnectedness

contributor to national economy

a competitive advantage

for the firm

a competitive advantage for you

vocabulary

unit three business letter writing

writing principles of business letters

layout of business letters

letter forms

semi-indented letter style

blocked letter style

addressing envelopes

words and expressions commonly used in foreign trade

unit four establishing business relations

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

case study

exercises

unit five sales promotion

<<国际商务英文与函电>>

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

exercises

unit six enquiries and replies

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

case study

exercises

unit seven quotations, offers and counter-offers

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

case study

exercises

unit eight orders and their fulfilment, and sales contracts

i. the buyer 's obligations

ii. the seller 's obligations

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

case study

exercises

unit nine terms of payment

means of payment in international trade

bill of exchange

promissory note

cheque (check)

modes of international payment

remittance

collection

letter of credit (I/c)

specimen letters

vocabulary

<<国际商务英文与函电>>

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

exercises

unit ten insurance

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

exercises

unit eleven shipment

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

exercises

unit twelve complaints and adjustments

specimen letters

vocabulary

words and expressions commonly used in foreign trade

preposition

business conversations

useful expressions

exercises

unit thirteen exporting, importing and countertrade

exporting

advantages of exporting

disadvantages of exporting

procedures of exporting

a systematic approach to

exporting

importing

procedures of import

countertrade

vocabulary

unit fourteen foreign direct investment and collaborative

ventures

trends in foreign direct investment

and collaborative ventures

motives for foreign direct investment (fdi) and collaborative

ventures

market-seeking motives

<<国际商务英文与函电>>

resource or asset-seeking motives efficiency-seeking motives foreign direct investment key features of fdi factors to consider in selecting fdi locations the nature of ownership in fdi international collaborative ventures equity joint ventures project-based, non-equity ventures differences between these two types of collaborative ventures managing collaborative ventures understand potential risks in collaboration pursue a systematic process for partnering ensure success with collaborative ventures success factors in collaborative ventures the experience of retailers in foreign markets challenges of international retailing international retailing success factors vocabulary unit fifteen e-commerce reasons for the fast development of e-commerce role of intermediary in e-commerce two modes of e-commerce how to start e-commerce barriers to e-commerce development vocabulary appendix 1 the uniform customs and practice for documentary credits, 2007 revision, icc (publication no. 600) appendix 2 documents 中国人民保险公司 中华人民共和国海关出口货物报关单 出口货物订舱委托书 bill of lading 中华人民共和国上海进出口 商品检验局 commercial invoice 海运出口货物投保单 sales confirmation packing list 主要参考书目

<<国际商务英文与函电>>

版权说明

本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com