

<<国际贸易实务>>

图书基本信息

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内容概要

我国自2001年加入世界贸易组织以来，对外贸易在经济发展中的地位越来越重要，2007年进出口总额首次超过2万亿美元，世界排名由2002年的第六位跃至第三位。随着我国对外贸易的发展，社会急需一大批国际贸易专业知识扎实、外语流利的复合型人才，同时需要大量与国际贸易发展变化相适应的教材和参考资料。为此，几位有着海外留学经历和丰富教学经验的老师通力协作完成了本书的编写。

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(1) Sale by actual quality “ Sale by actual quality ” is a term referring to the situation in which the seller demonstrates to the buyer where the commodities for sale are stocked. The buyer or the agent of the buyer will inspect the commodities on the spot. If the buyer is satisfied with the goods after the on-the-spot inspection, the sales contract will be signed and the deal concluded. With this method, the quality of the commodity is determined according to the on-the-spot inspection. In international trade, the method is used when the seller does not have a big stock of the product and the buyer can examine them on the spot. Thus, it is usually merely applied to precious goods such as jewelry, arts and crafts (i. e. ivory carving, jade carving, etc.) . But as discussed before, the parties are usually located in different countries or regions, thus correspondence and telecommunications are often used during practical negotiation. Even if commodities are in stock, on-the-spot examination is not always convenient. Instead of the buyer, agents are often the people who do the inspection, and may not include all the commodities. Given the limits, the method is not comprehensively adopted. It is often employed in consignment, auction~ and exhibition.

(2) Sale by sample During the negotiation, a tiny amount of commodities which represents the quality of the whole lot are chosen and provided by either the seller or the buyer for confirmation. Once confirmed, the quality of the sample is constructed as the basis of the quality of the commodity for trade. This method is called sale by sample. It is often used when it is hard to precisely express and explain the quality of the commodity with words or when it is a practice in the circulation of the sort of commodity. A sample is a product, often taken out from a whole of consignment or specially designed and produced, though in a tiny amount, represents standard features of the quality of the whole lot. And the sample used is called standard sample. When sale by sample is adopted, generally it should be stipulated clearly in the contract such as said sample shall be treated as an integral part of this contract. The quality of the goods delivered shall not be lower or higher than the sample.

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