

○무역실무졸업시험(2개출제)

1. 신용장의 당사자
2. 인코텀즈2010
3. 수출절차
4. L/C외의 결제방식

=====

5. 오피((1개출제)

OFFER SHEET

We are pleased to offer the under-mentioned articles(s) as per conditions and details described as follow.

ORIGIN :Republic of Korea  
SUPPLIER :Samsung Electronics.  
PACKING :Export Standard Packing  
SHIPMENT :Within 30 days after receipt of Letter of Credit  
INSPECTION :Ours to be final  
PAYMENT :By an irrevocable L/C to our favor  
VALIDITY :By middle of November  
REMARKS :Subject to our final confirmation

We are looking forward to your valued order for the above offer.

Your faithfully;

6. 신용장(1개출제)

Gentlemen :

We are pleased to inform you, without any responsibility on our part, that we have received a telegraphic/mail message attached hereof dated 2009JAN16 reading as follows:

Form of Doc. Credit \*40 A : IRREVOCABLE  
Doc. Credit Number \*20 : G /J-6551023  
Date of Issue 31 C : 090116  
Expiry \*31 D : Date 090315  
Applicant \*50 : AEC CO., LTD.  
Beneficiary \*59 : TM trading  
Amount \*32 B : Currency USD63,760.00  
Available with/by \*41 D : ANY BANK BY NEGOTIATION  
Drafts at ... 42 C : AT SIGHT  
Drawee 42 A : Tokyo BANK  
Partial Shipments 43 P : ALLOWED  
Transshipment 43 T : PROHIBITED  
Loading in Charge 44 A : Busan, S. Korea  
For Transport to ... 44 B : JAPANESE PORT, JAPAN  
Latest Date of Ship. 44 C : 090228  
Descript. of Goods 45 A : TOTAL 2,000 SETS(1,000 PAIR) OF LADIES DRESS SHOES  
Documents required 46 A :  
 COMMERCIAL INVOICE IN DUPLICATE  
 2/3 SET OF CLEAN ON BOARD OCEAN BILL OF LADING MARKED FREIGHT PREPAID MADE OUT TO ORDER OF THE SHIPPER BLANK ENDORSED NOTIFY APPLICANT  
 PACKING LIST IN DUPLICATE  
 MARINE INSURANCE POLICY OR CERTIFICATE IN DUPLICATE ENDORSED IN BLANK WITH CLAIM PAYABLE IN JAPAN IN THE CURRENCY OF THE DRAFT COVERING 110 PERCENT OF THE INVOICE INCLUDING INSTITUTE CARGO CLAUSES(ALL RISKS), INSTITUTE WAR CLAUSES, INSTITUTE S. R. C. C. CLAUSES

## 7. 계약서(2개 출제)

### Terms and Conditions

Unless specified otherwise on the reverse or otherwise agreed in writing by the parties, the following terms and conditions shall govern this sale in the Contract :

1. Installments. If the Contract is entered into for delivery by installments, Seller may consider each single delivery of shipment as a separate sale.

2. Risk of Loss. Goods are shipped for Buyer's account and at its risk, even though the shipping and forwarding charges may be included in the price by stipulating the clauses "C.I.F." "F.O.B.", "FREIGHT PREPAID" or "FREE AT DESTINATION".

3. Insurance. Regarding insurance, if required to be effected by Seller, the risks(specified in the policy) shall cover the total C.I.F. value plus ten percent for the beneficiary.

4. Delivery Date. The delivery date specified in the Contract is approximate and Seller need not comply with it strictly.

5. Price. The price stated in the Contract is subject to change and the actual price to be paid will be that of Seller's current price list ruling at the time of dispatch of the goods. Seller shall notify Buyer in writing or by telex, cable or telegram of any revised price which shall be applied to goods still to be shipped, unless Buyer cancels in writing or by cable or telex the undelivered balance within fifteen days from such notification.

6. Letter of Credit. Any letter of credit should reach Seller at least 45 days before the date stipulated for shipment, or Seller may require extension or cancel the Contract.

7. Deduction. Buyer may not deduct any amount from the price without Seller's advance written authorization.

8. Force Majeure. Seller shall not be responsible for nondelivery or delay in delivery resulting from causes beyond its control. In the event of such an occurrence, Seller may at its option either postpone delivery until removal of the cause, or cancel the balance of the order in the Contract.

9. Resale. Unless authorized in writing by Seller, Buyer shall not sell the goods

covered by the Contract in their original state. Any infringement of this proviso shall entitle Seller to cancellation of the Contract, immediate discontinuance of deliveries, and resultant damages.

10. Inspection and Complaints. Buyer shall fully inspect the goods immediately upon delivery. Any complaints shall be sent by registered airmail, return receipt requested, together with adequate samples, within fifteen days from actual delivery to Buyer, or they shall be waived.

11. Rights of Third Parties to the Contract. The Contract and every term and condition thereof shall inure to the benefit of the parties, and shall be binding upon any successors to the parties, but neither party may assign the Contract or any right thereunder directly or indirectly, or voluntarily or by operation of law, without the prior written consent of the other party; except that Seller may assign the Contract or any right thereunder to its affiliated company without the consent of Buyer. Notice of such assignment shall be given in due course.

12. Governing Law. The Contract shall be governed by the law of Korea.

13. Arbitration. Any disputes which may arise between the parties in connection with the Contract which cannot be settled by mutual agreement shall be finally settled by arbitration in Seoul, Korea(or such other place as the parties may agree in writing), pursuant to the rules of arbitration then in force of the Korean Commercial Arbitration Association. The arbitration award may take the form of an order to pay a sum of money any/or to perform or refrain from an act. The arbitration decision shall be final and binding on both parties, and judgment on the arbitration award may be entered in any court having jurisdiction thereof.

14. Acceptance of Terms and Conditions Hereof. One copy of the Contract shall be signed by Buyer or its agent and returned to Seller immediately. If not received within twenty days after the mailing date of Seller, it is considered that all the terms and conditions hereof are duly accepted by Buyer and seller may proceed herewith.

-----