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| 1 | | | | 20 | 20 | 60 |
| | | | | 20 | | |
| | | | | 20 | | |
| 2 | | | | 20 | 20 | 80 |
| | | | | 20 | | |
| | | | | 20 | 20 | 80 |
| | | | | 60 | | |
| 3 | | | | 20 | 20 | 30 |
| | | | | 20 | | |

1+1+1,

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| 30 | | 27 | 60 |
| | | 3 | |
| 50 | | 45 | 80 |
| | | 5 | |
| | | 45 | 80 |
| | | 5 | |
| 20 | | 18 | 30 |
| | | 2 | |

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| | | | 1 | | 0 |
| | | 2 | | 1 | |
| | | | 1 | | 0 |
| | 3 | | | 6S 1 | |
| | | | | Offi ce | |
| | | 1 | 1 | | 0 |
| | | | | 1 | |

4

30

9

27

4:

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|----|----|----|----|--------|-----|-----------------|
| | | | | | | |
| 50 | 5 | 3 | 1 | 1 | 0 | |
| | | | 2 | 6S 2 | 0 | |
| | | 2 | 2 | Office | 0 | |
| | 45 | 22 | 4 | 4 | 4 | 10 1 20 0 |
| | | | | 8 | 8 | 2 1 |
| | | | | 2 | 2 | 2 1 |
| | | | 3 | 3 | 1 2 | |
| | | | 5 | 5 | 1 1 | |
| | | | 23 | 4 | 4 | 4 |
| | | 3 | | | 3 | 2 1 |
| | | 8 | | 8 | 1 2 | |

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| | | | 3 | 3 | |
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| | | | | | | |
| (50) | 5 | 3 | 1 | 1 | 0 | |
| | | | 2 | 6S 2 | 0 | |
| | 45 | 12 | 2 | 2 | Office | 0 |
| | | | 12 | 1 | 2 | 8 |
| | | | 2 | | 0.5 | |
| | | | 3 | | 1 | |
| | | | 4 | | | |
| | | | 5 | | | |
| | | | 6 | | | |
| | | | 7 | | | |
| | | | 8 | | | |
| | | | 9 | | | |
| | | | 10 | | | |

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6:

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| | | | | | | |
| 20 | 2 | 1 | 0.5 | | 0 | |
| | | | | 0.5 | | |
| | | 0.5 | 6S | 0 | | |
| | | 1 | 1 | Office | 0 | |
| | | 1 | | 1 | | |
| | 18 | 9 | 9 | | 2 | |
| | | | | 4 8 2 1 | | |
| | | 9 | 3 | 3 | 0.3 | 0.5 |
| | | 6 | 6 | 10 3 | 0 | |
| | | 9 | 6 | | 1 | |
| | | 6 | | | | |
| | | 1 | 6 | 6 | | |

五、组考方式

1+1+1 +
+ 4 4

4 4 3
2 2
1
+ +
1 1

六、附录

1.

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2

3

| | | / | | / |
|---|-----------------------|-----|-----|------|
| 1 | URD758 | ICC | 758 | 2010 |
| 2 | | ICC | 522 | 1996 |
| | URC522 | | | |
| 3 | UCP600 | ICC | 600 | 2007 |
| 4 | 2010 Incoterms2010 | ICC | 715 | 2010 |
| 5 | | | / | 1988 |
| 6 | | | / | 1965 |
| 7 | | " " | / | 1980 |
| 8 | () | | / | 1978 |

| | | | | |
|----|--|-----|--------|------|
| 11 | | | / | 2002 |
| 12 | | | / | 1995 |
| 13 | | | 2013 9 | 2013 |
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| 15 | | | | 2008 |
| 16 | TOEIC Test of English for International Communication | ETS | / | 2002 |