

6 семестр К/р ~ 1 0801, 0802

ТРЕТИЙ ВАРИАНТ

I. Деловая переписка. Перепишите текст следующего делового письма. Переведите его письменно.

Dear Sirs,

We thank you for your enquiry of August 27, 2000 concerning the supply of pumps and now are pleased to submit our offer.

Price: The total price of a pump is \$1.500 which includes packing and delivery Russian port.

Delivery: *Delivery of the pumps will begin three months after the contract is signed* and will be completed within a period of four months.

Validity: This offer is valid 90 days from the date of this letter.

Payment: Payment is to be made in cash within 30 days of receipt of the following shipping documents: an Invoice, a Bill of Lading, an Insurance Policy and a Packing List.

We hope you will be able to accept our offer.

Sincerely yours,

II. Деловая поездка. Прочитайте реплики собеседников А. и В. Перепишите диалог, расставив реплики В. по смыслу. Переведите диалог письменно.

A.- Is this your suit-case, sir?

B.-...

A.- Do, please. Have you got anything to declare? Alcohol, cigarettes, fresh fruits, plants.

B.-...

A.- How many packets?

B.-...

A.- Yes, of course. Have you got any things liable to duty?

B.-...

A.- Thank you, sir. Here is your customs-form.

Реплики В.: 1.- No, I haven't. 2.- Only three packets. I think they are duty free. 3.- Yes, that's right. Shall I open it? 4.- No, I don't think so. I've got some cigarettes for my own use.

III. Деловые переговоры. Прочитайте реплики собеседников А. и В. Перепишите диалог, расставив реплики В. по смыслу. Переведите диалог письменно.

A.- Can you reduce your prices at least by 3 per cent?

B.-...

A.- That's true, we've seen that, but we'd like you reduce the price because we are going to place a very big order.

B.-...

A.- That's just what we were going to ask you about.

B.-...

02 Деловой амер. язык

Реплики В.: 1.- Will a two per cent discount off the price be acceptable? 2.- Settled. 3.- Well, I don't think we can, the world prices have recently gone up, you know. Besides, we've made some modifications and improved the design.

IV. Составление контракта. Перепишите следующие пункты Контракта. Переведите их письменно.

ARTICLE 8
Arbitration

All disputes and/or contradictions arising out of or in connection with the present Contract shall be settled amicably by negotiations.

Should the Parties fail to amicably settle the dispute, the matter, with exception of jurisdiction of ordinary courts, will be solved at the arbitration court of the Chamber of Commerce and Industry of the Russian Federation in Moscow in compliance with the regulations of the said court. The award of the Arbitration court is final and binding for both Parties.

V. Прочитайте следующий текст. Выпишите из текста английское предложение, отвечающее на вопрос: Почему многие банки не желают обслуживать мелкие фирмы?

THE SMALL BUSINESS DEVELOPMENT BANK

On May 25, 1992 the Russian Central Bank registered the Small Business Development Bank (SBDB) as a public joint stock company. It was founded by a number of shareholders: the Russian Union of Small Enterprises, the Central Russian Towns and Regions Association and others.

In 1993 the bank has achieved a total turnover of R 4 billion and increased its authorized capital from the start-up R 26 million to R 200 million.

In July 2001 the SBDB marked the 9th anniversary since opening its doors to customers. Nearly 80% of the bank's shareholders and 90% of the clients represent small and medium-sized businesses. The bank provides credit and financial services required by small and medium-sized businesses. That is the bank's development strategy and distinguishing feature.

It is common knowledge that most bankers are reluctant to take on small customers. The reason is that a small firm takes as much time to be served as a major corporation, but does not provide any significant returns. However the SBDB is extending its services by opening its branches across Russia.

VI. Подготовьте письменный перевод текста для защиты на собеседовании.