

科目：商業英文

適用：經濟系(東南亞發展組)

考生注意：

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2. 答案必須寫在答案卷上，否則不予計分。
3. 限用藍、黑色筆作答；試題須隨卷繳回。

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I. Vocabulary. 60%.

[1.]

Republican economists were 1. Saturday that President-elect Donald Trump's economic policies could get the economy growing closer to a sustainable 3% annual rate, but the suggestion was greeted with 2. by a senior member President Obama's economic team.

At the moment, the Congressional Budget Office estimates the economy's sustainable growth rate is 1.8%, down from a 3. rate above 3%.

During a bipartisan panel discussion at the American Economic Association meeting, Glenn Hubbard, dean of the Columbia University Business School, said Trump's plans could get GDP growth "up to 2.75% or so."

While the details of Trump's policies remain unknown, the combination of broad-based tax reform, regulatory reform, infrastructure and military spending could 4. the economy, Hubbard said.

However, Jason Furman, Obama's chief economist, shot back that Republicans were 5. the "massive" depressing impact on growth from an aging workforce.

"This is going to 6. a lot. If you forecast something like 2%-2.2% [growth], it is going to take your budget in one direction, if you forecast 2.75% or higher, it is going to take your budget in a different direction, he said.

Furman said of growth rates of 2.75% or higher would be further away from the forecast of 7. economists "than any budget... in the last 24 years."

"Part of how you get higher is 8. thinking," Furman said. Details of any tax cut will matter, he said.

- | | | | |
|--------------------|----------------|-----------------|----------------|
| 1. (A) upset | (B) upbeat | (C) downsize | (D) uptown |
| 2. (A) skipped | (B) skepticism | (C) skateboard | (D) sketch |
| 3. (A) hysterical | (B) historical | (C) hyperlinked | (D) hypothesis |
| 4. (A) boost | (B) boots | (C) boon | (D) booth |
| 5. (A) ignored | (B) ignorant | (C) ignoring | (D) ignorance |
| 6. (A) matter | (B) mattress | (C) material | (D) mater |
| 7. (A) maintenance | (B) mainland | (C) mainstream | (D) manual |
| 8. (A) witty | (B) beautiful | (C) stasis | (D) wishful |

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[2.]

It is appropriate for the Federal Reserve to be 9. rates, Boston Fed President Eric Rosengren said on Monday, but the exact timing depends on economic data, international conditions and what happens with fiscal policy.

U.S. stocks have been sharply up since the election of Republican Donald Trump, who is expected to cut taxes and has also promised infrastructure investment and other policies to boost economic growth. Consumer spending, which has been the engine behind the U.S. recovery, tends to be stronger when the stock market does well, Rosengren said, so the Fed will 10. that into its forecasts.

9. (A) raising (B) cutting (C) climbing (D) fetching
10. (A) cooperate (B) corporation (C) incomplete (D) incorporate

[3.]

Japanese car giant Toyota says will invest \$10bn (£8.2bn) in the US over the next five years - the latest car giant to 11. major investments. The firm's North America chief executive, Jim Lentz, announced the decision at the Detroit motor show. He said it had nothing to do with President-elect Donald Trump's 12. to imported cars, but was part of its existing strategy.

Mr Trump has 13. tax firms that make cars in Mexico for the US market.

Mr Lentz said the money was going on a new headquarters in Texas and upgrades to existing US car plants.

Last week, Mr Trump 14. General Motors for building cars in Mexico for the US market.

"General Motors is sending Mexican-made model of Chevy Cruze to US car dealers tax-free across border. Make in USA or pay big border tax!" he tweeted.

He also threatened Toyota with a border tax if it went 15. with a new plant in Mexico.

On Monday, Mr Lentz said Toyota had been planning for the Mexico plant for at least two years before announcing the move in 2015 and that it was a long-term decision.

11. (A) announce (B) bespoke (C) celebrate (D) deviate
12. (A) hospitality (B) hospital (C) hostility (D) hostage
13. (A) thrown (B) thread (C) thwarts (D) threatened
14. (A) criteria (B) critique (C) critical (D) criticized

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15. (A) apart (B) awake (C) asleep (D) ahead

[4.]

Sterling fell about 1% across the board. The only currency against which it gained ground was the Turkish lira.

The Prime Minister Theresa May told Sky News on Sunday that she wanted the best possible deal for leaving the EU.

However, she 16. the idea that the UK could "keep bits of membership".

She added: "We're leaving. We're coming out. We're not going to be a member of the EU any longer."

Commentators interpreted this as meaning that Mrs May would not seek to keep the UK in the EU's single market, with radical 17. for the country's economy.

By Monday evening, the pound was down 1.05% against the dollar at \$1.2155, while against the euro, it was 1.41% lower at €1.1501.

"Sterling is on the back foot on Monday after Theresa May's comments were taken as a sign the UK government would 18. immigration controls over single market access," said Neil Wilson, senior market analyst at ETX Capital.

"Domestic populist politics 19. the trade card for now, it seems, and that is weighing on the pound."

Mr Wilson predicted "more volatility" in the sterling exchange rate, adding that it could easily "20. back" as the tone of political discourse shifted.

HSBC currency strategist Dominic Bunning agreed: "[Mrs] May saying that it's not about keeping 'bits' of the EU suggests it's not going to be about keeping access to the single market.

"She said we will have full control of our borders, and given what the other side of the 21. - the EU - has said, that's not compatible with full access to the single market, free movement of capital, free movement of goods and services.

"That's the direct trade-off that the [foreign exchange] market is looking at."

16. (A) dishonest (B) dismal (C) disillusion (D) dismissed
17. (A) commission (B) consequences (C) conveniences (D) conclusions
18. (A) primarily (B) petty (C) prioritise (D) promising
19. (A) trumps (B) dumps (C) triggers (D) pumps

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20. (A) pound (B) ground (C) bounce (D) ounce
21. (A) delusion (B) debut (C) debate (D) demography

[5.]

The fact that the president-elect Donald Trump received a phone call from President of Taiwan, Tsai Ing-Wen, signalled a dramatic change in U.S.-Taiwan diplomatic scene. Given the very complicated and 22. nature of this "unofficial" bilateral relationship, this phone call may have an immediate yet 23. effect on the *status quo* among U.S., Taiwan and Mainland China. For decades, both U.S. and Taiwan have built the 24. not to break this unofficial protocol in an effort not to enrage China. And for long both sides have got used to this agreement. However, the phone call last Friday may be received by Tsai administration with great pleasure, yet not before long, it made the 25. even more complex than it used to be. Many strategists are worried and have warned this may cause a crisis in the U.S.-China relationship. A China expert comments, "At the moment, Xi Jinping has indicated that he wants a good relationship with the U.S. under President Trump. But Beijing will want to make sure that Mr. Trump 26. the necessary knowledge about this issue."

22. (A) delicate (B) delusional (C) deleted (D) delivered
23. (A) destructive (B) hilarious (C) mediocre (D) mobile
24. (A) consensus (B) committed (C) contribution (D) communicate
25. (A) circuits (B) circulations (C) circumcises (D) circumstances
26. (A) adheres (B) advises (C) addressed (D) acquires

[6.]

President-elect Donald Trump's appointment of China hawks to key positions in his 27. has investors bracing for rising trade tension between the world's two biggest economies. With large 28. markets and less reliance on exports, strategists and fund managers see Southeast Asian economies and companies as better placed to cope than their north Asian counterparts.

"The tension between China and the new U.S. administration should 29. Southeast Asian countries," said Win Phromphaet, the Bangkok-based chief investment officer at CIMB-Principal Asset Management Co., which oversees around \$3 billion of Thai assets. "Foreign investors may choose to 30. their investments in the region from China to avoid trade barriers."

27. (A) affection (B) inauguration (C) fascination (D) administration

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28. (A) domestic (B) dossier (C) dominant (D) do-over
29. (A) believe (B) benefit (C) beneath (D) benign
30. (A) shut (B) shun (C) shift (D) sharpen

II. Read the following emails and answer the questions. (20%)

[1.]

Dear Anthony,

This letter serves as my notice that I am asking for the payments for the accounts for December 2016, having a credit of \$3000. I have constantly waited for this sum of money for a couple of days and it has affected my work.

Feel free to check the invoice (no.527) that is attached herewith and we have not had any payment received for this. Please pay the said amount in a month time and it will surely be a big help, if not an interest will be charged at 5% in each month.

Discard this letter if payment is already made. I am positive for doing more business with you. Waiting for your reply.

Sincerely Yours,
Mr. John Stone
General Secretary,
DataFont Co.

31. What is the purpose of this email?

- (A) Request a payment to be made
(B) Request for making a payment
(C) Request for a loan to be made
(D) Request for paying off a loan

32. What is attached with this email?

- (A) A blacklist.
(B) A receipt.
(C) An invoice.
(D) A guest list.

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33. If Anthony fails to make this payment within a month, what will happen?

- (A) His payment will automatically be cancelled.
- (B) He can discard the payment no matter what.
- (C) He will have to pay an extra 5% interest.
- (D) He will have to pay an extra 50 dollars.

34. The tone for this email can be detected as ____.

- (A) Fast and furious
- (B) Polite yet pushy.
- (C) Utterly hilarious.
- (D) Ghastly but benign

35. What is correct regarding this email?

- (A) The recipient of this email is Mr. Stone.
- (B) Anthony is a client who has yet made the payment.
- (C) John Stone and Anthony work in the same company.
- (D) Anthony fails to make the payment, which makes John's work so much easier.

[2.]

To: JohnCena@weezy.com
CC: Accounts Payable
Subject: Request for copy of invoice

Dear Mr. Cena,

I'm Lin-Manual Miranda from the Accounts Payable department at Hamilton. Ltd. I understand that we have an invoice outstanding with your company since 07/01/2010. This email is to request you for a copy of the invoice, so that we can clear it for payment at the earliest.

First of all, apologies for the delay in payment. The accounts team has been **reshuffled** and this case came to my notice just an hour ago and I am writing to you immediately. The invoice in question is invoice number 246849, for Mr. Alexander who stayed at your hotel for a period of 4 days. That is, from 06/28/2010 to 07/01/2010.

We cannot seem to locate the invoice, so I request you to send me a copy of the invoice, so that I can issue the payment right away. Please send it to the email address mentioned below and mark it for my attention. Once again, sincere apologies for the delay.

Thank you,
Lin-Manual Miranda,

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Senior Executive
Accounts Payable, Hamilton. Ltd
email: accountspayable@hamilton.com

36. Which of the following statements is correct regarding this email?
- (A) Mr. Cena cannot find an invoice for an outstanding payment.
(B) Lin-Manual Miranda requests an invoice for an outstanding payment.
(C) Mr. Alexander demands an outstanding payment to be cancelled.
(D) John Cena stayed in a hotel for four nights without making a payment.
37. Which of the following words is the closest in meaning to "reshuffle"?
- (A) recall (B) remember (C) reassemble (D) resist
38. Why does Lin-Manual Miranda apologise to John Cena?
- (A) John Cena complained about the poor quality of the hotel service.
(B) Lin-Manual Miranda's company overcharged John Cena.
(C) Lin-Manual Miranda took some time off and did not reply the email sooner.
(D) The accounts team in Lin-Manual Miranda's company has been rebuilt.
39. From this email, we gather that John Cena works for ____.
- (A) a wrestling team.
(B) a hotel.
(C) an accounting firm.
(D) a law firm.
40. What is most likely to happen next?
- (A) Mr. Alexander will settle the payment on his own.
(B) Lin-Manual Miranda's accounts team will be reshuffled.
(C) John Cena will provide Lin-Manual Miranda an invoice.
(D) Mr. Alexander's accounts team is going to work for John Cena.

III. Please read the following email and write an appropriate response to this email.
(20%)

Date: November 18th, 2016.

Dear Mr. Drump,

It was a pleasure to meet with you during our interview on November 8th, 2016 and I am happy to inform you that the company has chosen you for the position of Sales Manager.

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If accepted, your new position starting date will be January 20th, 2017 at a salary of \$2,000 paid biweekly in an exempt classification status. If you agree to this offer of employment, you will be stationed at our JFK satellite station located at Washington DC.

In your position as Sales Manager you will be responsible for the supervision of six sales associates and two inventory clerks. Your duties will include market research and determination of sales territories. You will report to Mr. James Comey who will work with you closely to help you structure sales quotas.

Please contact Amy Poehler in our HR department to schedule a pre-employment appointment on or before December 15th, 2016. She can be reached at 07441328619. During your appointment, Ms. Poehler will walk you through our benefit process and explain our employee-related policies and help you complete your pre-employment paperwork.

By accepting this offer, you understand that employment is offered at will, meaning both you and the company may decide to terminate employment without notice and this offer letter of employment should not be considered a contract.

We look forward to having you join the team at WhiteCastle. If you have any questions, please feel free to contact myself or Ms. Poehler in our HR Department at 07441328619.

Sincerely Yours,
Barack O'Brien
Director of HR Department
WhiteCastle

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