

107年公務人員特種考試外交領事人員及外交行政人員、  
國際經濟商務人員、民航人員及原住民族考試試題

代號：30640  
頁次：6-1

考試別：國際經濟商務人員考試

等別：三等考試

類科組：國際經濟商務人員國際經貿法律組

科目：英文（含國際貿易政策與法規命令之摘譯與論述）

考試時間：2 小時

座號：\_\_\_\_\_

※注意：禁止使用電子計算器。

甲、申論題部分：(40 分)

(一)不必抄題，作答時請將試題題號及答案依照順序寫在申論試卷上，於本試題上作答者，不予計分。

(二)請以黑色鋼筆或原子筆在申論試卷上作答。

一、英翻中：(10 分)

Trading globally gives consumers the opportunity to be exposed to goods and services not available in their own countries. Almost every kind of product can be found on the international market: food, clothes, oil, jewelry, wine, currencies, and water. Services are also traded. For example, tourism, banking, consulting, and transportation are traded actively on the international market.

二、中翻英：(10 分)

美國很多公司無法與廉價中國商品競爭，因此必須降低成本或停業。許多企業通過將工作外包給中國或印度來降低成本。外包增加了美國的失業率。從就業人數來看，美國製造業在 1998 年至 2010 年期間下降了 34%。隨著這些產業的衰退，美國在全球市場上的競爭力也在下降。

三、申論題：(20 分)

Please write an essay of **no more than 250 words** to explain the mission of World Trade Organization (WTO) and why it is important for Taiwan to be a member of it.

乙、測驗題部分：(60 分)

代號：4306

(一)本測驗試題為單一選擇題，請選出一個正確或最適當的答案，複選作答者，該題不予計分。

(二)共 40 題，每題 1.5 分，須用2B 鉛筆在試卡上依題號清楚劃記，於本試題或申論試卷上作答者，不予計分。

請依下文回答第 1 題至第 5 題：

When a big earthquake strikes, it does not do equal harm everywhere. Places resting on 1 sediment will shift around a lot and are thus likely to be damaged badly. 2 resting on bedrock are normally better off – though not if they are stuck at the end of a rocky promontory that 3 a quake's vibrations in the manner of a tuning fork. Finding the areas most badly damaged, and 4 most urgently in need of assistance, in an area whose 5 is not already well understood is thus a high-stakes game of hide-and-seek.

- |   |                 |               |                 |               |
|---|-----------------|---------------|-----------------|---------------|
| 1 | (A) even        | (B) unstable  | (C) steady      | (D) durable   |
| 2 | (A) Thus        | (B) That      | (C) These       | (D) Those     |
| 3 | (A) amplifies   | (B) condenses | (C) pulls       | (D) shortens  |
| 4 | (A) nonetheless | (B) contrary  | (C) therein     | (D) therefore |
| 5 | (A) geomancy    | (B) geology   | (C) geopolitics | (D) geometry  |

請依下文回答第 6 題至第 10 題：

Laura owns a company based in the United States that has done exceptionally well within the country. She has maximized her 6 share in all 50 states. However, she seeks additional growth for her organization. After a bit of research, Laura finds that in order to expand brand recognition, revenue potential, and the company's consumer base, companies will often look to extend beyond domestic 7 to penetrate global markets, which are the different economic markets around the world.

Laura decided to use the cash flow she obtained through her success in the domestic market to 8 her global expansion. But Laura wondered "Where do I begin? How do I get started?" Being the 9 business owner that she is, Laura found an online course on global market penetration techniques. Although she had a great understanding of market penetration, there were some important considerations specific to global markets that she had not yet 10. After taking the course, Laura explored aspects of each of the Four P's of Marketing (which are Place, Product, Promotion, and Price) to expand the company's reach into international markets. Laura first needed to decide which global markets to penetrate. She researched many countries before making her final decision.

- |    |                   |                    |                       |                  |
|----|-------------------|--------------------|-----------------------|------------------|
| 6  | (A)capital        | (B)market          | (C)customer           | (D)revenue       |
| 7  | (A)agents         | (B)windows         | (C)units              | (D)borders       |
| 8  | (A)prefer         | (B)deter           | (C)fund               | (D)retrieve      |
| 9  | (A)deceitful      | (B)resourceful     | (C)fruitful           | (D)graceful      |
| 10 | (A)fallen prey to | (B)paid respect to | (C)taken into account | (D)accounted for |

請依下文回答第 11 題至第 15 題：

Posture offers insight into a culture's deep structure. We can see the bond between culture and 11 by simply looking at the Japanese, Thai, and Indian cultures. In Japan and other Asian countries, the bow is much more than a greeting. It signifies that culture's concern with status and rank. In Japan, for example, low posture is an 12 of respect. Although it appears simple to outsiders, the bowing ritual is actually rather complicated. The person who occupies the lower station begins the bow, and his or her bow must be deeper than the other person's. The superior, 13, determines when the bowing is to end. When the participants are of equal rank, they begin the bow in the same manner and end at the same time. The Thai people use a similar movement called the "wai." The "wai" movement, 14 pressing both hands close together in front of one's body, with the fingertips reaching to about neck level, is used to show respect. The lower the head comes to the hands, the more respect is shown. We can see yet another greeting pattern in India. The "namaste" (Indian greeting) is 15 by a slight bow with the palms of both hands together, the fingertips at the chin. Here the posture when greeting someone is directly linked with the idea that the Hindus see God in everything – including other people.

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|----|----------------|------------------|-------------------|----------------------|
| 11 | (A)efficacy    | (B)prizes        | (C)strengths      | (D)values            |
| 12 | (A)advocator   | (B)eradicator    | (C)indicator      | (D)obligator         |
| 13 | (A)as a result | (B)for one thing | (C)in other words | (D)on the other hand |
| 14 | (A)making by   | (B)made by       | (C)to make by     | (D)makes by          |
| 15 | (A)carried out | (B)put out       | (C)taken out      | (D)worn out          |

請依下文回答第 16 題至第 20 題：

Glocalization is the adaptation of international products around the particularities of a local culture in which they are sold. The term first appeared in a late 1980s publication of the *Harvard Business Review*. The introduction of glocalization or the term "glocal strategy" may be seen as a 16 to improve the present usage of the term global strategy.

Apparently, in most areas of the world it is not suitable to apply a genuine or true global strategy, since local adaptations of the business activities usually have to be 17 in the marketplace. The glocal strategy approach reflects the aspirations of a global strategy approach, while the necessity for local adaptations of business activities is 18 acknowledged. The "glocal strategy" concept comprises local, international, multinational, and global strategy approaches. It differs from the global strategy approach, since it explicitly 19 the importance of local adaptations and tailoring in the marketplace of business activities. In addition, it comprises typically international and multinational strategy issues. In short, it is a matter of thinking globally, but acting locally, i.e., thinking and acting "glocally."

The glocal strategy approach also sees the need for a balance and harmony between the standardization versus the adaptation, and the homogenization versus the tailoring, of business activities. Glocalization of a company's business activities explicitly comprises the spectrum from local strategy issues to global strategy issues. The harmony and balance is then achieved when the standardization versus the adaptation as well as the homogenization versus the tailoring of the business activities are 20. Accordingly, such balance and harmony is crucial in a company's glocal strategy approach and its glocalization of business activities.

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|----|---------------|----------------|-------------|---------------|
| 16 | (A)compromise | (B)distinction | (C)frontier | (D)substitute |
|----|---------------|----------------|-------------|---------------|

- |    |                           |                 |                 |                             |
|----|---------------------------|-----------------|-----------------|-----------------------------|
| 17 | (A)broken down into parts | (B)looked up to | (C)put up with  | (D)taken into consideration |
| 18 | (A)compatibly             | (B)profoundly   | (C)subjectively | (D)simultaneously           |
| 19 | (A)invests                | (B)manipulates  | (C)obtains      | (D)recognizes               |
| 20 | (A)alleviated             | (B)enlightened  | (C)intervened   | (D)optimized                |

請依下文回答第 21 題至第 25 題：

Dress codes are written and, more often, unwritten rules with regard to clothing. Clothing, like other aspects of human physical appearance, has a social significance, with different rules and expectations applying depending on circumstance and occasion. Even within a single day an individual may need to navigate between two or more dress codes: at a minimum those that apply at their place of work and those at home; usually this ability is a result of cultural acclimatization. Different societies and cultures will have different dress norms, although Western styles are widely accepted as valid.

The dress code has built in rules or signals indicating the message being given by a person's clothing and how it is worn. This message may include indications of the person's gender, income, occupation and social class, political, ethnic and religious affiliation, attitude towards comfort, fashion, traditions, gender expression, marital status, sexual availability, and sexual orientation. Clothes convey other social messages including the stating or claiming personal or cultural identity, the establishing, maintaining, or defying social group norms, and appreciating comfort and functionality.

For example, wearing expensive clothes can communicate wealth, the image of wealth, or cheaper access to quality clothing. The observer sees the expensive clothes, but may misinterpret the extent to which these factors apply to the wearer. Clothing can convey a social message, even if none is intended: if the receiver's code of interpretation differs from the sender's code of communication, misinterpretation follows. However clothes may be worn because they are comfortable and practical, not to convey a message.

In every culture, current fashion governs how clothing is constructed, assembled, and worn to convey a social message. The rate of change of fashion varies. More extensive changes, requiring more time, money, and effort to effect, may span generations. When fashion changes, the messages communicated by clothing change.

- 21 According to the passage, which of the following statements is true?
- (A) Dress codes are written rules usually disregarded in the western society.  
 (B) Dress codes have built in messages but mostly without cultural indications.  
 (C) Dress codes may be misinterpreted due to the wearer's wrong communication skills.  
 (D) Dress codes may change, and their communicated messages may change as well.
- 22 What does the phrase "cultural acclimatization" in the passage probably mean?
- (A) The ability to change clothes at ease.  
 (B) The ability to follow the required dress code.  
 (C) The ability to adapt to climate change.  
 (D) The ability to change clothes with the changed fashion.
- 23 Which of the following is NOT mentioned as one of the indications of the dress code in this passage?
- (A) sexual identity      (B) marriage situation      (C) religious affiliation      (D) clothing quality
- 24 According to the passage, which of the following statements is NOT true?
- (A) In some cases, clothes are just worn to show off.  
 (B) Clothes, expensive or not, always convey a message.  
 (C) The dresser's code of communication has to match the observer's interpretation.  
 (D) Current fashion governs how clothes are made and dressed.
- 25 Which of the following statements best summarizes the passage?
- (A) Fashion changes when the message intended is changed.  
 (B) Extensive fashion change needs more time to effect.  
 (C) Every culture dictates its own dress norms.  
 (D) The way people dress communicates.

請依下文回答第 26 題至第 30 題：

The recent proliferation of drones has spawned intellectual debates on whether a country has the right under the Law of Armed Conflicts and international law to unilaterally deploy these remotely controlled aircrafts abroad for military purposes. The use of drones in support of combat operations – particularly striking distant terror operatives – has become the most controversial legal topic. Many of the most frequently expressed criticisms about drones and drone warfare do not hold up well under serious scrutiny or, at any rate, there's nothing uniquely different or worse about drones when compared to other military technologies. Consider the most common anti-drone argument: drones kill a disproportionate number of civilian noncombatants. However, drones kill fewer civilians, as a percentage of total fatalities, than any other military weapon. According to the UN's mission in Afghanistan (UNAMA) 2012 report, the number of Afghan civilian casualties caused by the United States and its allies did not increase in 2012; in fact, they decreased by 46 percent. More specifically, civilian casualties from "aerial attacks" fell 42 percent. The UNAMA report found that drones released 506 weapons in 2012, compared to 294 from the previous year. Five incidents resulted in casualties with sixteen civilians killed and three wounded, up from just one incident in 2011. Even as drone attacks increased, the UN reported an overall decrease in civilian deaths by airstrikes with the US-led coalition implementing stricter measures to prevent innocent people from being killed. In another empirical report concerning drone strikes cited by *The New York Times*, 522 strikes have killed an estimated 3,376 militants and 476 civilians, decimating al-Qaida leadership even as the loss of innocent life intensifies anti-American sentiment in nations where strikes occur. Further, according to *The Long War Journal*, an estimated 801 militant deaths in Pakistan occurred from US drone strikes in 2010. This figure is significantly higher than the 195 drone-caused deaths occurring from 2004 to 2007.

- 26 According to the passage, which of the following statements is correct about drones used for military purposes?
- (A) Drone warfare kills indiscriminately civilians and combatants.
  - (B) Drones could be deployed to cause massive noncombatant deaths.
  - (C) Drones are increasingly inefficient to cause military deaths.
  - (D) Fewer civilian casualties were caused even with more drone attacks.
- 27 According to the passage, which of the following statements is true?
- (A) Intellectual debates over the military use of drones abroad are unfounded.
  - (B) The UNAMA report found that drones are only efficient in wounding soldiers.
  - (C) The loss of innocent life was significantly dropped even with more aerial attacks in Afghanistan.
  - (D) The US-led coalition implemented stricter measures against killing innocent combatants in Afghanistan.
- 28 What is the author's attitude towards the use of drones as weapon?
- (A) positive
  - (B) negative
  - (C) neutral
  - (D) doubtful
- 29 Where does this passage most likely appear?
- (A) an ecology magazine
  - (B) a law journal
  - (C) a science report
  - (D) a military review
- 30 Which of the following words is close in meaning to "decimating"?
- (A) advancing
  - (B) defeating
  - (C) emphasizing
  - (D) promoting

請依下文回答第 31 題至第 35 題：

Pirate spiders are members of the spider group that includes all the “orb weavers” – those that make the prototypical, circular webs we are all familiar with – but they do not make webs. In fact, they have lost the ability. They can still produce silk, which they use to build egg sacs and wrap prey. But they are anatomically incapable of spinning a web. The number of silk “spigots” on their spinnerets is dramatically small compared to their relatives.

Instead, they invade the webs of other spiders, in a bid to lure and then kill the hapless architect. Gently, they pluck the strings of the web, enticing the host to approach. Once the host spider has ventured close enough, the pirate makes its move.

First, it encloses its duped prey within its two enormous front legs. These are fringed with massive spines, called “macrosetae,” which they use to trap the host within a prison-like basket. Then, the final move: the pirate bites its prey and uses its fangs to inject a powerful venom that instantly immobilises it. It is a powerfully effective hunting technique.

“It can be riveting to watch a pirate stealthily wandering while waving its long, first pair of legs to narrow in on the location of the other spider,” says Mark Townley of the University of New Hampshire. “Despite many hours spent feeding pirates for our studies on spinnerets, I never became jaded by the sight of them searching for and attacking prey. It was always a marvel to watch. They can wield that first pair of legs so delicately that I’ve seen them touch prey spiders so lightly without them reacting in any way, not seeming to even notice.”

But we do not yet fully understand how the pirate’s strategy works. In particular, it is not clear why the pirate spiders pluck the strings of the host spider’s web. It has long been assumed that the plucking mimics the vibrations caused by an ensnared insect. Hence, the Latin name for pirate spiders: *Mimetidae* (i.e., imitator).

However, not all entomologists agree that this is what the pirate spiders are doing. “The behaviour of resident spiders towards pirate spiders and their own prey is quite different, as are the vibrations in the web caused by these two sources,” says Carl Klook of California State University Bakersfield. He has an alternative suggestion. “It seems to me most likely that pirate spiders are mimicking the vibrations of web-invading spiders of the same species, and possibly spiders of different species,” says Klook. “A spider on its web needs to defend its web – a valuable resource – from other spiders, who may try to take over the web to avoid the cost of building their own web, or simply try to steal prey from the web.”

- 31 Which of the following titles best describes the passage?  
(A)The Spiders That Hunt Other Spiders (B)How Spiders Get Their Prey  
(C)Why Spiders Imitate Other Spiders (D)The Secret of Spiders’ Webs
- 32 According to this passage, which of the following statements is correct?  
I. Pirate spiders have lost the ability of generating silk.  
II. Pirate spiders use their fangs to paralyze the other spiders.  
III. Pirate spiders produce the vibrations of the prey spider’s web.  
(A)I (B)I and II (C)II and III (D)I, II and III
- 33 What does the word “jaded” most probably mean?  
(A)exhausted (B)satisfied (C)pleased (D)irritated
- 34 Which of the following statements is true about the front legs of pirate spiders?  
(A)They are used to conceal themselves. (B)They move quickly and powerfully.  
(C)They are used to inject a venom into their prey. (D)They are flanked with macrosetae.
- 35 Which of the following statements can we infer?  
(A)The reason why pirate spiders pluck the web is unknown.  
(B)Pirate spiders are experts in mimicking their prey.  
(C)Pirate spiders tend to live far away from others’ webs.  
(D)Pirate spiders steal prey from others’ webs.

請依下文回答第 36 題至第 40 題：

There is no doubt that the financial services industry is changing. It always does. The changes, regardless of shifts in technology, regulation, or global events, can be dizzying. From the largest multinational firms to the smallest community institutions, it is time to revisit future plans – because what has led to success until now may not work as well in the future.

At most financial institutions, a digital future prompts both hope and concern. After all, legacy systems, processes, and relationships make innovation extremely difficult. Many firms still struggle with making a digital transformation, even as future growth may depend on it. Using data and analytics, firms may predict client needs and find new paths to profit. With artificial intelligence and digital labor, they can unlock powerful insights and move staff to higher-value work.

When facing change, flexibility and creativity matter. All firms have to manage expenses, but the easy cuts for cost containment have usually been made first. Meanwhile, there are rapidly changing global trends and the effects of tightening monetary policy. For some firms, it is time to shake up business models, acquire technology, and more. And effective people strategy can help them benefit from diversity, sustain trust, and prepare their workforce for the future.

Cybersecurity continues to threaten profit, data privacy, and reputation, and regulators have been paying attention. In other ways, government policy is leaning in a more favorable direction, with a new set of referees in place at key agencies as regulatory easing kicks in. This means firms have room to think about how to make compliance investments more efficient. And as the government has worked on reforming the tax code, many firms have been ramping up tax planning to adapt to what may be a very different set of rules.

Leading financial firms are starting to reap the rewards of investments in emerging technology. They are also taking steps to get ahead of regulatory changes and adapting their long-term strategies to reflect global and societal shifts. For those who are prepared, this may be a time to pull ahead of the pack.

- 36 What is the passage mainly about?
- (A) Shifts in technology and their impacts on the financial services industry.
  - (B) Preparing for changes and possibilities in the financial services industry.
  - (C) Developing long-term adaptive strategies for the financial services industry.
  - (D) Challenges and problems faced by the financial services industry in the future.
- 37 According to the passage, which of the following statements is TRUE?
- (A) Some firms are taking measures to adapt to global and societal shifts.
  - (B) The government is seeking advice to reform its human capital policy.
  - (C) Financial institutions should try to minimize their use of digital labor.
  - (D) Advanced digital technology has ensured cybersecurity and data privacy.
- 38 Which of the following is NOT mentioned in the passage?
- (A) Potential of artificial intelligence and digital labor.
  - (B) Concerns about government policies and regulations.
  - (C) Growth in the global population and human capital.
  - (D) Needs for flexibility and creativity for opportunities.
- 39 Which of the following words is closest in meaning to “containment” in the third paragraph?
- (A) approval
  - (B) estimation
  - (C) restriction
  - (D) supplement
- 40 Which of the following best describes the tone of this passage?
- (A) encouraging
  - (B) indifferent
  - (C) sympathetic
  - (D) worrisome