



南台科技大學 100 學年度研究所考試入學招生考試

系組：應英系丙丁組

准考證號碼：□□□□□□□□

科目：商用英文

(請考生自行填寫)

注意事項	一、請先檢查准考證號碼、報考系(組)別、考試科目名稱，確定無誤後再作答。 二、所有答案應寫於答案紙上，否則不予計分。 三、作答時應依試題題號，依序由上而下書寫，作答及未作答之題號均應抄寫。
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I. (50%)

Dear Sir:

I see from this morning edition of the Morning Mall that supplies of the "Tocoh Super Quartz Chronometer" have arrived in Taiwan. I would therefore be grateful if you would let me know where they are available and also how long they have been on sale here.

I am interested in stocking these watches here and so am anxious to know who the Tocoh agent is in Taiwan. Do you handle these watches yourselves? If you do, please tell me what the wholesale price is and how much discount you can allow on twenty watches. If your prices are reasonable, it is very likely I will wish to order quite a large quantity from you, but, as I will be buying for resale, I will not be able to do so unless you quote a competitive price.

Sincerely Yours

Jonathan Peterson
General Manager

Task to do:

Above is a letter from Mr. Peterson, General Manager of P&J Co. Ltd. Please give him a proper reply and make a reasonable offer to initiate a business relationship with him. No contact information is required in your reply.

II. You are working for a business magazine, and you want to write a report comparing two related business entities or items as listed below. **Please choose a topic from those below, turn it into a more workable one, and write a personal letter to the editor in chief, Mrs. Johnson, to persuade her that your report is going to be a great one for the coming issue. (50%)**

- A. Online Sales and TV Sales
- B. Facebook and Blog
- C. iPhone and HTC
- D. Department Store and Convenience Store
- E. Economic Development and Environmental Protection