**ĐÁP ÁN ĐỀ THI THƯ TÍN THƯƠNG MẠI**

**HỌC KỲ I – 2022/23**

**PHIẾU TRẢ LỜI**

**PART I:**  4,0 điểm, 0,4đ/mỗi câu.

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **STT** | **a** | **b** | **c** | **d** | **STT** | **a** | **b** | **c** | **d** |
| **1** |  |  | X |  | **6** |  |  | X |  |
| **2** |  |  |  | X | **7** |  |  |  | X |
| **3** |  |  |  | X | **8** |  |  | X |  |
| **4** |  | X |  |  | **9** |  | X |  |  |
| **5** |  |  |  | X | **10** |  | X |  |  |

1. **PART II:** 2,0 điểm

Dear Mr. Franksen,

We are writing this letter to inform you that we have received the consignment/shipment together with the invoice dated 20 November. However, we are so sorry that we are unable to clear your invoice on due dates as we had intended. **(0,5 đ)**

There was an unexpected situation in our warehouse where a fire destroyed a lot of commodities for our sales to customers. **(0,25 đ)**

We are waiting for the insurance company to settle our claim. Once we receive the compensation from our insurance company in which they promised within the next 30 days, we will clear the account in full. **(0,75 đ)**

For the sake of/ In view of our long-lasting business relationship, we hope that you could sympathize and bear with us until this matter is settled. **(0,25 đ)**

Yours sincerely, **(0,25 đ)**

*(Signed)*

*Vi Lai (Ms.)*

**PART III:**  4,0 điểm

Dear Mr. Mackenzie,

We would like to thank you for your offer dated 10 September 2022 about our collection of dinnerware sets and are pleased to place an order on the following terms and conditions: **(0,5 đ)**

1. Commodity: Corelle dinnerware, made in USA. **(0,25 đ)**

2. Quality: as per sample sent to us. Products are safe to use in both microwave and dishwasher. **(0,25 đ)**

3. Quantity: 100 sets **(0,25 đ)**

4. Price: 60$ per set, CIF Saigon, excluding packing, Incoterms 2020. **(0,25 đ)**

5. Packing and marking: dinnerware sets are parked in wooden crates and are marked “FRAGILE”, 10 sets per crate. **(0,5 đ)**

6. Delivery: before the end of October. We have to point out that due delivery is our prerequisite as it has directly effected to our sales revenue at the end of the year. **(0,5 đ)**

7. Payment: By irrevocable L/C at sight. **(0,25 đ)**

Although the trade discount of 8% is quite low compared to our expectation, we still place this initial order and hope that the allowance could be reconsidered in the future. **(0,5 đ)**

We look forward to receiving your confirmation/acknowledgement within 14 days from receipt of order. **(0,5 đ)**

Best Regards, **(0,25 đ)**

*(Signed)*

*Vi Lai*