第六届全国国际贸易职业能力竞赛方案

一、总述

- 1. 中等职业学校、技工学校、职业高级中学、高职高专院校、本科院校均可组队参加竞赛。本竞赛以院校为单位报名参加,每个院校参赛队数量不能超过 2 个,每个参赛队组成人员为领队老师 1 人、指导老师 2 人、选手 3 人。同组参赛队员应由同级学历的学员组成。
- 2. 竞赛设国际贸易师组和助理国际贸易师组两个组别。中等职业学校、技工学校、职业 高中学员参加助理国际贸易师组的赛事;高职高专院校、本科院校学员参加国际贸易师组的 赛事。
- 3. 竞赛以货物贸易进、出口业务为模拟对象,共设出口业务操作、进口业务操作、退税 核算及综合业务操作三个竞赛模块。全部竞赛模块在国际贸易职业能力竞赛模拟平台中完 成。
- 4. 国际贸易师组和助理国际贸易师组分别计奖。各组各模块均设单项技能奖(一等奖2名、二等奖4名、三等奖6名),授奖依据为参赛队各模块实际得分;各组均设综合技能奖(一等奖、二等奖、三等奖),一等奖占本组参赛队总数的20%,二等奖占本组参赛队总数的30%,三等奖占本组参赛队总数的50%,授奖依据为本组各模块得分的加权合计得分。
 - 5. 竞赛依据参赛队组织情况设置优秀组织奖若干名。
 - 6. 承办方选送的参赛队可获得相应奖项,但不占用获奖名额。

二、各模块比赛方案(三个模块竞赛同时进行)

(一) 出口业务操作模块

- 1. 参加对象: 助理国际贸易师组和国际贸易师组参赛队
- 2. 比赛时限: 180 分钟
- 3. 比赛技能: 出口业务各阶段业务操作
- 4. 比赛方法:
- (1) 选手在竞赛平台上完成交易前签订贸易合同、备货与预付款、出口业务制单、租船订舱、出口报关等相关业务。
 - (2) 竞赛平台在竞赛结束后管理员提交评分。

(二) 进口业务操作模块

- 1. 参加对象: 助理国际贸易师组和国际贸易师组参赛队
- 2. 比赛时限: 180 分钟

- 3. 比赛技能: 进口业务各阶段业务操作
- 4. 比赛方法:
- (1) 选手在竞赛平台上完成交易前签订贸易合同、办理银行信用证、进口业务制单与 提货等相关业务。
 - (2) 竞赛平台在竞赛结束后管理员提交评分。

(三) 退税核算及综合业务模块

- 1. 参加对象: 国际贸易师组参赛队
- 2. 比赛时限: 180 分钟。
- 3. 比赛技能: 退税核算及第三方平台操作技能。
- 4. 比赛方法:
- (1) 为本组出口业务操作技能选手提供退税核算支持,并完成出口退税申请表。(见附件 18)
 - (2) 竞赛平台在竞赛结束后管理员提交评分。

三、相关进出口及退税核算业务一览表如下: (以 L/C+CIF 为例)

No.	出口商	进口商
1	填写外销合同	确认合同
2	备货	办理银行信用证
3	出口业务制单	
4	填写"发票、装箱单、商检证书、产地说明书、出口许可证"	
5	租船订舱	
6	填写"托运单、保险单、汇票"	
7	出口报关	
8	填写"出口报关单据"	
9		进口业务制单与提货
10		缮制进口提单并填写"进口 报关单据、入境检验检疫单 据"
11	出口退税核算	
12	确认收款并填写"出口退税单据"	

四、评分标准

参见附件1。

五、竞赛平台

全部竞赛模块在国际贸易职业能力竞赛模拟平台中完成,竞赛平台在报名后将分批开放

供参赛院校模拟训练,相关事宜请与竞赛组委会联系。有关竞赛平台操作说明参见《竞赛平台操作手册》。

联系人: 张老师 010-67174481 204125735@qq.com

六、相关单据

参见附件 2-17。

附件列表:

附件1:《评分标准》

附件2:《合同》

附件 3: 出口货物清单

附件 4: 银行信用证相关单据

附件5:《发票》

附件 6:《装箱单》

附件 7: 出境检验检疫单据

附件8:原产地证明

附件 9:《出口许可证》

附件 10: 订舱委托单据

附件11:《保险单》

附件 12:《汇票》

附件 13: 出口报关单据

附件 14:《提单》

附件 15: 进口报关单据

附件 16: 入境检验检疫单据

附件17: 确认货款单据

附件 18: 出口退税单据

附件 1:

《评分标准》

竞						助理国际贸	贸易师组	国际贸易师组	
赛模块	邓	务内容	主要评分点	业务分	模块 总分	模块权比	综合 总分	模块权比	综合 总分
	出		签订贸易合同	10					
			备货	10					
_	业 务	出口业 务流程	出口业务制单	30	100	50%		50%	
	操		租船订舱	30			50% 100	40% 100	
	作		出口报关	20					
	进 口		签订贸易合同	20	100	50%			
	业 务	进口业 务流程	办理银行信用证	30					100
	操作	分加性	进口业务制单与提货	50					
[11]	出口退税核算	填写出 口退税 货物申 请表	计算过程合理、结果正确	100	100	0		10%	

《合同》

合同 CONTRACT

合同编号(Contract No):		签订日期(Date):	
		签订地点 (Sogmed at):	
买方(Buyers):		电话 (TELEX) /传真 (FAX):	
地址(Address):			
卖方(Seller):			
東方 (Seller): 地址 (Address):		电话(TELEX)/传真(PAX):	
Mar (Marress).			
The Buyers agree to bug a	双方同意按下列条款 and the Sellers agree to sell the	由卖方售出下列商品 following goods on terms and conditions as	set forth below
商品名称 Name of Commodity ,	数量: (如: 个) Quantity	单价: (美元/件) Unit Price	小计: (美元)
Specifications and Packing	4	onic irree	
		急计 (Total Value)	
数量及总值均允许增加或减少	%,由卖方决定。		
数里次忘園均元升増加取研究/ With% more or less both in amo		eller's option.	
(5)装运期限			
(5)Time of Shipment			
(6)ັ数运口岸 (6)Port of loading			
(7)目的口岸			
(7)Port of Destination			
(8)保险:由 ▼ 方负责,按本		*投保	•
(8)Insurance:To be covered by the _ (9)付款:	ror w or the invoice valu	e against	
(9)Terms of Payment			
(10)商品检验:			
(10)Inspection:			
(11)装运唛头:			
(11)Shipping Marks: 其他条款			
OTHER TERMS			
		目的口岸之日起15天内提出,但均须提供经卖方[司意的公证行的检验证明。如责任属于
卖方者,卖方于收到异议20天内答复买产 1、Discrepancy: In case of quality		dged by the Buyers within 30 days after the	arrival of the goods at the port
		ed by the Buyers within 15days after the a	
		eports of Recognized Public Surveyors agr	
		t of the Sellers, the Sellers shall, within	20 days receipt of the claim, send
their reply to the Buyers together 2、除经约完保险归买方投保者外,由零		增加保险额及/或需加保其他险,可于装船前提出	七,经卖方同意后代为投保,其费用有
买方负担。			
		arranged, insurance is to be covered by the	
		ance terms is required by the Buyers, prion at, and the extra insurance premium shall b	
3、因人力不可抗拒事故使卖方不能在本	售货合约规定期限内交货或交货,卖)	方不负责,但是卖方必须立即以电报通知买方。!	如果买方提出要求,卖方应以挂号函向
		。 买方不能领到进口许可证,不能被认为系属人	
		rce Majeure cause or causes, to make delivers sy causes, to make delivers by c	
		a certificate issued by the China Council :	
		e said causes or causes. The Buyers's fail	ture to obtain the relative Import
License is not to be treated as For 4、仙栽: 贝因此行末会约或有关会约所		式协商解决,应提交中国国际经济贸易仲裁委员	全,根据该会的仙器切回进行仙部 · 44
裁裁决是终局的,对双方都有约束力。	WTH, 614-M, W/1072/W/MB3/13	Augustanova 足足人中自由的证外次勿世級安以。	□ · 10/1944/CZEH 31L 46/04/CD/CT/T IA.20% IA.
4 Arbittration: All disputes aris		e Contract or the execution there of sha	
		shall then be submitted for arbitration t	
and Trade Arbitration Commission in final and binding upon both parties		of the said Commission. The award by the :	and Commission shall be deemed as
5、附加条款(本合同其他条款如与本附		·)	
		s Contract be in conflict with the follows:	ng supplementary condition(s), the
supplementary condition(s) should b	e taken as valid and bingding.		
泰有 (Sallary):		平方 (Buwars):	

附件 3:

出口货物清单

商品清单

商品名称 Name of Commodity , Specifications and Packing	数量: (如: 个) Quantity	单价: (美元/件) Unit Price	小计: (美元)

附件 4:

银行信用证相关单据

银行信用证申请表 (Application for Issuing L/C)

	L/C NO:	
	Ex-Card No:	
	合同号 (Contract No)	
益人 (Beneficiary)		
地址 (address)	信用证期满时间:	
	Hely of all the Annual Street.	
	地点:	
	(Date and place of expiry of the credit	:)
船装运(Partial shipments) 转船装	這 (Transshipment)	
装船/发送	rge at/from) SN語: Amount (both in figures and words)	
最晚不迟于(Not later than)	ALIAN TOTAL CONTROL OF THE CONTROL O	
物运送至(for transportation to)		
货物描述 (Description of goods)	信用证支付(Credit available with)	
	合同形式:	
(件要求: (用./标注)		
1. Signed Commercial Invoice in 5 copic 2. Full set of clean on board ocean Bi Foint center east swite 400, Alpharett 3. Insurance Policy/Certificate in 3 c endorsed, covering 0 Cocan Marine Trat 4. Packing List/Weight Memo in 4 copic 1/c. 已接稿单1 5. Certificate of Quantity/Weight in quantity/weight of shipped goods as w. 6. Certificate of Quality in 3 copics i 7. Beneficiary's certified copy of FAX weight and value of shipment. [接稿通知 6. Beneficiary's Certificate certifying 9. Shipping Co's Certificate attesting 10. Other documents, if any [F=MixBH 5] a) Certificate of Origin in 3 copies i b) Certificate of Health in 3 copies is b) Certificate of Health in 3 copies is b) Certificate of Health in 3 copies is considered to the set of the set	opies for 110% of the invoice value showing claims payable in China in current exportation/O Air Transportation /O Over Land Transportation All Risks, War E indicating quantity/gross and net weights of each package and packing condition (亞里辛) 2 copies issued an independent surveyor at the loading port, indicating all as the packing condition (亞里辛) 2 studed by O manufacturer/OC public recognized surveyor/O (商松证书) dispatched to the accountees with 3 days after shipment advisingOC name of vess [] 5 (that extra copies of the documents have been dispatched according to the control that the carrying vessel is chartered or booked by accountee or their shipping (健康证书) 1 [Studed by authorized institution. 1 [Studed by authorized institution. 2 after the date of issuance of the transport documents but within the validity table. Short Form/Elank Back B/L is not acceptable. 1 [Less are allowed.	sy of the draft, bank isks. [傳險學] ions as called by the the actual surveyed el/CO date, quantity, act terms. [結接學] agent. [托运學]
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附件 5:

《发票》

COMMERCIAL INVOICE

ro: M/S			INVOICE N)	
			S/C N		
			DAT	E	
			L/C N)	
装运口岸	目的地		转运地	运输方式	
(FROM)	(TO)		(W/T)	(BY)	
唛头号码	货物描述		数里	单价	金额
Marks and Number	Description of go	ods	Quantity	Unit Price	Amount
		Total			
SAY TOTAL					

附件 6:

《装箱单》

合计 Total

装箱单 PACKING LIST

客户(To Messes)		日期 (Date)				
船名(Shipped by)			由(From)至(To)			
箱号 Ctn No	货物名称及规格 Description	总箱数 Ge. Crate	总数里 Ge. Quantity	总毛重 (kg) G. W	总净重 (kg) N. W	

附件 7:

出境检验检疫单据



中华人民共和国出入境检验检疫 **出境货物报检单**

R检单位(加盖公章):								
设检单位登记号:		联系人	:	电话:			报检日期	:
				.2∓+ 2				
			冏怄	证书				
发货人	(中文) (外文)							
收货人	(中文)							
货物名称(中/外文)	H. S. 编	码	产地	数/重量		货物总	值	包装种类及数量
运输工具名称号码			贸易方式			货物存放:	地点	
合同号			信用证号			用途		
实际发货日期			输往国家 (地区)			许可证/审	批号	
启运地			到达口岸			生产单位	主册号	
集装箱规格、数量及号码								
合同、信用证订立的 检验检疫条款或特殊要求			标记及号码			随附单据	(划"√"或补	填)
	需要证单名称(划"√"或	补填)				*检验检验	变费
					总金额()	(元)		
					计费人			
					收费人			
报检人郑重声明: (1)本人被授权报检		,				1	领取证单	
(2)上列填写内容正确属 志,并承担货物质量责任		造或冒用他力	(的厂名、标志、认证标		日期			
		签名			签名			

附件 8:

原产地证明

一般原产产地证书/加工装配证明书申请书

申请单位注册号:	位注册号: 证书号:						
申请人郑重声明:							
本人被正式授权代表	本企业办理和签署本申请	₿.					
本申请书及一般原产	地证明书、加工装配证明	书所列内容正确无误,如发3	现弄虚作假,冒充证书所	列货物,擅改证书,自[息接受签证	机关的处罚并负法律	
责任,现将有关情况申报	如下:						
企业名称			发票号				
商品名称			HS编码				
商品总值(以VSD计)			最终目的国/地区				
拟出运日期			转出国 (地区)				
		贸易方式和企业性质(记	青在适处画"√")				
一般贸	易	三来·	— ≱Ւ	其			
中资企业	外资企业	中资企业	外资企业	中资企业		外资企业	
包装数量或毛重或其他数	対 量						
证书种类(画"√")		—般原产地	证书	加工業	装配证明书		
现提交中国出口货物	商业发票副本一份,一般原	原产地证明书/加工装配证明	书一正三副,以及其他附	件份。			
申请单位:				申请人 (签名)			
				电话			
				日期: 年	月 日		

附件 9:

《出口许可证》

中华人民共和国出口许可证申请表

出口商:	代码:			出口许可证号:				
发货人:					出口许可证有效截	让日期: 年	月日	
贸易方式:					进口国(地区):			
合同号:					付款方式:			
报关口岸:					运输方式:			
商品名称:	商品编码	规格、型	号	单位	数量	单价 (币别)	总值 (币别)	总值折美元
总计								
备注			签证	E机构审批(初审):				
							经办人	.:
申请单位盖章:			终审	ī:				
申请日期:								

附件 10:

订舱委托单据

出口货物订舱委托书

日期:

根据《中华人民共和国合同法》与《中华人民共和国海商法》的规定,就出口货物委托运输事宜订立本合同。

发货人			合同号码	B			成交金额		
及東八	装运口岸			目的港					
				前			分船运输		
收货人			装船期	R					
收集人			运费				成交条件		
			公司联系	系人			电话/传真		
NT 1-1				≐行			银行账号		
通知人		特别要求							
标记唛码	货号规格	包装件数		毛重 (KG)	净重(KG	-)	数量	单价	总价
总件数(Pie	ces)	总毛重 (KG)	总净重(KG) 总尺码(m3			总尺码 (m3)	(m3) 总金额		
备注 (1) 货物的存 (2) 集装箱的 (3) 船公司的	尺寸								

附件 11:

《保险单》

中保财产保险有限公司 The people insurance(Property) Company of China,LTD. PICC PROPERTY

发票号码(Invoice No)		保险单号次(Policy	No.)
		N运输保险单 RTATION INSURANCE POLICY	
被保险人 (Insured)			
输保险,特签发本保险单。 This policy of Insurance wi the Insured and in condider	本公司)根据被保险人的要求,及其所缴纳约定f tnesses that The People Insurance(Property) ation of the agreed premium paid by the In f this Policy as per the Clauses printed on	Company of China, Ltd. (hereinafter called surred, undertakes to insurre the undermen	the Company), at the reruest of tioned goods in transportation
货物标记(MARKS & NOS)	保险货物项目(Descriptions of Goods)	包装 单位 数里 (Packing Unit Quantity)	保险金额(Amount Insured)
总保险金额(Total Amount In	sured)		
保险	载运输工具 Per conveyance S.S	开航日期	bt
物,如果发生本保险单项下可能 及有关文件。如一份正本以用于 In the event of damage wl Hereunder Claims, if any, o	能引起索赔的损失或损坏,应立即通知本公司下; 索赔,其余正本则自动失效。 hich may result in a claim under this l one of the Original Policy which has been if one of the Original Policy has been acco	Policy, Immediate notice be given to th issued in(15)2 Original(s)together with t	单正本(本保险单共有两份正本) e Company Agent as mentioned
		THE PEOPLE INSURANCE	中保财产保险有限公司 (Property)Company of China, Ltd.
赔款偿付地点 Claimpayable			
投保日期 (Date)			
投保地址(Address)			

附件 12:

《汇票》

汇票

BILL OF EXCHANGE

No (汇票编号)	Date (出票日期)
For (汇票金额)	
At(付款期限) sight of this second of exchange	(first of the same tenor and date unpaid) pay to the order of(受款人)
the sum of(钱数)	_
Drawn under (出票条款)	_
L/C NoDated	
To (付款人)	
Signature (出票人签章)	

附件 13:

出口报关单据

中华人民共和国海关出口货物报关单

预录入编号: 海关编号:

收发货人	出口口岸		出口日期		申报日期			
上产销售单位 运输方式		运输工具名称		提运单号				
申报单位	监管方式		征免性质	征免性质		备案号		
贸易国 (地区)	运抵国 (地	b⊠)		指运港		境内货源地		
许可证号	成交方式		运费	保费			杂费	
合同协议号	件数		包装种类	毛重 (千克)			净重 (千克)	
集装箱号	随附单证							
项号 商品编号 商品名	你、规格型号	数量及	単位 最终	目的国(地区)	单价	总价	币制	征免
录入员 录入单位	兹申明	用对以上内容承担	1920年报、依法約	的税之法律责任	海美批	注及签章		
报关人员	申报单	单位(签章)						

附件 14:

提单

Shipper(托运人):	B/L NO. (提单号码):						
	PIL						
	PACIFIC INTERNATION LINES(PTE)LTD						
	(Incorporated in Singapore)						
Consignee (收货人):	COMBINED TRANSPORT BILL OF LADING						
	Received in apparent good order and condition except as otherwise noted the total number of container or other packages or units enumerated below for transportation from the place of receipt to the place of delivery subject to the terms hereof. One of the signed Bills of Loading must be surrendered duly endorsed in exchange for the Goods or delivery order. On presentation of this document(duly) Endorsed to the Carrier by or on behalf of the Holder, the right and liabilities arising						
Notify Party(被通知人):	in accordance with the terms hereof shall (without prejudice to may rule of common law or statute rendering them binding on the Merchant) become binding in all respects between the Carrier and the Holder as though the contract evidenced hereby had been made between them. SEE TERMS ON ORIGINAL B/L						
			SEE TERM	S ON ORIGINAL B/L			
Vessel and Voyage number (船名及航次):	Port Loading(裝运港):		Port of Discharge(卸货港):				
Place of Receipt (转运):	Place of Delivery(交货地):		Number of Original Bs/L(提单份數):				
	PARTICULARS AS DECLARED BY	SHIPPERCARRIER NO	T RESPONSIBLE				
Container Nos/Seal Nos Marks and/Number 运输标志(唛头)	No. of Container/Packages/ Description of Good (商品名称、包装描述)	Gross Weight (Kil (商品重里)	os)	Measurement(cu-metres) (尺寸、长度)			
FREIGHT@CHARGE	Number of Containers/Packages(in words)(商品数重大写):						
(运费支付):	Shipped on Board Date (上船日期):						
	Place and Date of Issue (签发提单的地点与日期):						
	In Witness Where of this number of Original Bills of Lading stated. Above all of the tenor and date one of which being accomplished the others to stand void.						
			For PACIFIC INTE	ERNATIONAL LINES(PTE)LTD as Carrier			

附件 15:

进口报关单据

报关人员

中华人民共和国海关进口货物报关单

预录入编号: 海关编号: 收发货人 进口口岸 进口日期 申报日期 运输工具名称 提运单号 消费使用单位 运输方式 申报单位 备案号 监管方式 征免性质 贸易国 (地区) 启运国 (地区) 装货港 境内目的地 许可证号 成交方式 运费 杂费 包装种类 毛重 (千克) 合同协议号 件数 净重 (千克) 随附单证 集装箱号 标记唛码及备注 商品编号 项号 商品名称、规格型号 数量及单位 原产国 (地区) 单价 总价 币制 征免 录入员 录入单位 兹申明对以上内容承担如实申报、依法纳税之法律责任 海关批注及签章

申报单位(签章)

附件 16:

入境检验检疫单据

出入境检验检疫

入境货物报检单

俭单位(加盖公章): 俭单位登记号:	群至	认:	电话:		报检日:	K102322_
业+1以至 化 つ・	4 7.75		-E/G-		1KIM H:	
发货人	(中文) (外文)]	
收货人	(中文) (外文)					
送物名称(中/外文)	н. s. 编码	产地	数/重量		产品单价	货物总值
运输工具名称号码		贸易方式			货物存放地点	
		信用证号			用途	
实际发货日期		輸往国家(地区)			许可证/审批号	
启运地		到达口岸			生产单位注册号	
1223 集装箱规格、数量及号码		DODA			工) 十座工加っ	
合同、信用证订立的 检验检疫条款或特殊要求		标记及号码			随附单据(划"√"或	补填)
	需要证单名称(划"√"	或补填)			检验检:	疫费
				总金额()	(元)	
				计费人		
				收费人		
报检人郑重声明: (1)本人被授权报检					领取证单	
(2)上列填写内容正确属。 志,并承担货物质量责任。		他人的厂名、标志、认证村	<u>.</u>	日期		
	签名			签名		

附件 17:

确认货款单据

商品清单

项号	商品编号	商品名称、规格型号	数量及单位	原产国 (地区)	单价	总价	币制	征免

附件 18:

出口退税单据

出口货物退税申请表

纳税人 (盖章)			纳税人识别号			
电话号码			申请日期			
税种			税款所属时间			
金额 (大写)			合计申请退税金额			
'		退税	理由	·		
		210	- TH			
出口退税提供的单证						
增值税发票(税款抵扣联)或普通	发票					
出口货物销售明细账						
盖有海关验讫章的出口货物报关单	(出口退税专业,	并注有核销编号) 或出口]收汇核销单退税联(退税专用	用)		
收汇水单,如为易货贸易、补偿贸易、对外承包等项下货物可不提供						
出口货物退税申请表						
税务机关核准应退金额				经办人签名:		
17673 1677 187年1年767 至 第7				曰期:		