Parallelism and Its Determination

1. After bargain between buyer and seller, a contract may be made.
   A     B     C     D
2. The shipping of your ordered packaging will be delivered as soon as possible.
   A     B     C     D

Adjectives vs. Adverb

3. Please write to us as soon as you receive the shipment to let us know that the order has arrived safe.
   A     B     C     D
4. We are reluctantly to accept your proposed payment plan as it interferes with our payment terms.
   A     B     C     D

Preposition & Conjunction

5. The decision made by our finance department is a result of your company’s credit history with our institution.
   A     B     C     D
6. As the product is out of stock, we can offer your company an alternative product, which is similar as the product you have ordered.
   A     B     C     D
Subject-Verb Agreement

7. Replies to our trade references is requested to be held in the strictest confidence.
   A   B   C   D
8. We know the market as we have been dealing in this industry for over 23 years.
   A   B   C   D

Participles + Noun

9. After receiving your samples we are excited to see the finishing product and hope it will live up to our early expectations.
   A   B   C   D
10. Referring to our telephone conversation, you have spoken about allowing us a discount.

Be + Participles

11. May we be drawn to your attention that we are offering major discounts in our industrial appliance section.
    A   B   C   D
12. We have the intention of incorporating your company with ours to consolidate the marketplace in our hemisphere.

Tense

13. We are able to track down the error and have credited your account accordingly.
    A   B   C   D
14. May we draw to your attention that we are providing a special discounted for bulk orders to our most valued customers.
    A   B   C   D
Noun Number

15. The seller further warrants that at the times of signing this contract he C
   neither knows nor has reason to know of the existence of any outstanding title D
   or claim of title hostile to his rights in the goods. A B C
16. The undersigned hereby acknowledge receipt and delivery of the goods described D
   on the annexed list or invoice and further acknowledges that said goods have
   been inspected and are without defect.

Diction

17. Even in light of the current economic crisis in South Korea, it appears that this D
   is an opportune time in which to enter the market here. A B C
18. If you have any questions about this decision, or if I may be of any help in any C
   way by regard to your dealings with our company, please contact me at the
   above office.

As to be

19. An international bank can credit enhance the deal by using the export contract C
    to be security thus allowing country imports to continue. A B D
20. To be a cash customer you will be advised of all special sales, and we know that C
    you will find our prices and services competitive enough to allow us to continue D
    serving you.
Have-be

21. We have reviewed your application for credit, and it is our pleasure to inform you that an account had been opened for your company.

22. Due to the unfortunate account that we are placed into receivership, I wish to inform you that we are having a dispersal sale on Monday the 18th of January, to be held on our premises in Dublin.

Big-Great-Small

23. As your company held a greatest stake in last year’s campaign, we would like to cordially invite you to join this year’s promotion.

24. If you join our invitation, the rewards will be greater than amassed.

Like-Alike

25. Aside from increased sales and increased exposure, the benefit of taking the product international via entry into the Caribbean market is the same growing numbers of Western European tourists and the likely of those tourists wanting our products available through other outlets closer to them.

26. I would likely a copy of the operator's manual or the saline pump, No. 5543.
Economic-Economical, Industrial-Industrious

27. In these days of politically correctness, stereotyping is always dangerous, but indications are that Italy presents a ready market for Rogaine.

28. The gas ring that we supply will cover 10 million consumers in your capital including power plants and industrially estates.

Make-Do

29. This is to inform you that we are unable to do delivery on the above referenced purchase order on the date indicated.

30. Many of the best trade banks are already did this to gain international recognition.

Most-Mostly, Few-Fewest, the Least

31. We are sorry for the inconvenience this has caused you and are mostly appreciative of your cooperation and understanding in this matter.

32. An early reply would be mostly appreciated, so we can organize this order.

No-Not

33. Secondly, we would like to gain your permission to use these bicycles in our promotion, and as this will be free advertising for your company’s products, we are hoping that you will no object to this proposal.
34. If the standards are not met, the exporter will have to pay the disposal and waste costs.

**Ordinal Number**

35. We are interested in placing an order for 125 x 600m rolls of copper wiring new, but we require your terms of payment conditions, as this will be our number one order with your company.

36. The company expects to sell at least 500,000 tons in the two quarter of this year, mainly in the non-domestic market.

**Rise-Raise**

37. The demand for our products and services have been risen steadily over the past few years.

38. Our country also hopes to reach a bilateral free-trade agreement with your country within the next five years, which would significantly rise our exports to the area.

**Some-Somewhat**

39. The Italian culture and view of how life should be has long been stereotyped, even if something unjustly.

40. We are not content to be just "a player" in this industry and will not take a secondary position to someone.
Comparison

41. Finding a bank that is comfortable and proficient in providing the various products and services required by exporting and importing firms is becoming easier as international sales become more commoner.

A B C D

42. We have also approved the sale of all ordinary shares of our securities company to a three party.

Verbosity

43. As I am about to place our first initial order with your company, I am requesting the classification of your terms of payment schedule.

A B C D

44. We are very disappointed about this fact, and hope that you can help us to clear out this problem, very early soon.

Word Order

45. The buyer shall make payment for the goods at the time when and at the place where the goods are received by him.

A B C D

46. In order to be a success in your activities export, you need to know how to finance your import or export and how to get paid, especially when dealing in foreign currencies.
Adjective Clause (Sentence Completion)

47. The manager suggests several different points to be considered in successful managing an overseas business operation.

48. We hope you can deal ever so prompt with this request.

Adverbial Clause (Sentence Completion)

49. As you are aware, the terms of the promissory note provide that interest accrues, form the date of default, at the highest rate allowable by law, and you are liable, upon default, for all costs and reasonable attorney's fees incurred in collection.

50. We are hoping you will take advantage of our offer, as we believe you will be great valued by this exiting proposal.

Pronoun Agreement

51. In the case of imports, the importer can let the person selling to him see the letter of credit online by supplying a password; the exporter then doesn't have to wait to be advised by their bank in his home city and can begin production immediately.

52. We have reviewed your application for open account terms, and at this time are unable to open an account for their company.
**Pronoun Relative**

53. While competition is increasing in all world markets, that in Great Britain is higher than most—many would-be global businesses use Britain as a “launching pad” for globalization, crowding the local economy with available choices in all market segments.

54. Several scenarios are considered to minimize taxation where looking at consequences of repatriation, as well as the ramifications of setting up a manufacturing facility in the foreign country itself.

**Pronoun**

55. We look forward to continuing with our valued business relationship well into the future.

56. We hope this attainment will gather your interest, as East Africa Mines Ltd., has been a valued customer to your company.

**Pronoun Reflexive**

57. We will continue to sustain a profitable growth pattern differentiating yourselves and our customers to the marketplace with superior products and programs.

58. As we are leading our industry we will position herself as an expert in financing hotel projects.
Affect- Effect

71. We very much regret this delayed delivery and the inconvenience it has caused your company and hope that the delayed order will not effectively our future business relationship.

72. The downsizing of the economy has had a dowel effectiveness on our export division.

Year Month Day

73. Executed in duplicate, one copy of which was delivered to and retained by the buyer, the day and years first above written.

74. Within five year, the company expects our house brands contribution to total sales to double to 6% from the current 3% or three million pounds per year.

Plurals

75. We will hold your order for arrivals of the merchandise, and ship shortly thereafter.

76. Thank you for your anticipated patience in this matter.

77. When you call, please have your account number available, in orders that we might have quick access to your file.
ประวัติผู้เขียน

ชื่อ  รองศาสตราจารย์ ดร. ศิลป์ ลั่นจารบี

ภูมิคุณ
Ph.D., U.S.A.

ค่าเช่า
1. การตลาดสินค้าเกษตร
2. การจัดการธุรกิจเกษตร
3. ธุรกิจเกษตร
4. มีโครงสร้างพิเศษเป็นต้น
5. สินเชื่อเพื่อการส่งผลกระทบต่างประเทศ
6. การติดต่อสื่อสารทางธุรกิจระหว่างประเทศ (IB 313)
7. คู่มือการติดต่อสื่อสารทางธุรกิจระหว่างประเทศ (IB 313 (H))
8. ธุรกิจระหว่างประเทศและเอกสารการค้า (IB 417)
9. คู่มือระหว่างประเทศและเอกสารการค้า (IB 417 (H))
10. ธุรกิจระหว่างประเทศและการเปลี่ยนแปลงทางเศรษฐกิจ (IB 416)
11. คู่มือธุรกิจระหว่างประเทศและการเปลี่ยนแปลงทางเศรษฐกิจ (IB 416(H))
12. การจัดการทรัพยากรมนุษย์ (GB 711)
13. การจัดการและพัฒนาระบบการ (BM 701)
14. การจัดการธุรกิจระหว่างประเทศ (GB 716)

งานวิจัย
1. วิเคราะห์ผลผลิตและการต้นทุน
2. วิเคราะห์ผลกระทบต่อการส่งออกไปต่างประเทศ
3. ความสนใจของเกษตรในกลุ่มกิจการ
4. การวิเคราะห์พฤติกรรมการส่งออกและธุรกิจการหน้าต่อระบบระเบียบของไทย
5. ปัญหาและความต้องการของชาวบ้านบก
6. การตลาดผลิตไม่สำคัญในภูมิภาคภาค
7. ผลกระทบของธุรกิจหน้าต่อระบบเศรษฐกิจ
8. Analysis of Maize Marketing
9. Analysis of Rambutan Production and Trade

10. A Path Analysis Model of Job Satisfaction, Well-Being, and Job Withdrawal Using a Population of Thai Industrial Managers

11. การวิเคราะห์ข้อมูลและผลของปัจจัยที่ทำให้ผู้สูญเสียงานได้รับผลกระทบ

12. การศึกษาความสัมพันธ์ระหว่างความพึงพอใจในการทำงานและการออกจากงานของคนในภาคอุตสาหกรรม

13. Employment and Retention Relationship Base on Job Satisfaction and Voluntary Termination of Industrial Employees

14. The Development Of International Trade Through Exports And A Comparison Of Trade Export Performance In Developing Countries To Thailand

15. Performance Management within the Framework of Industry Related to International and Corporate Perspectives

16. The Changing Nature of Marketing in Japan

17. Techniques of Human Resource Management in Japan

18. Consumer Behavior in All Aspects, Habits, Trends and Conditions of Commerce to Consumers

19. Analysis of Human Resource Management in Japan

20. การวิเคราะห์ผู้นำธุรกิจของประเทศไทย

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ธุรกิจระหว่างประเทศและเอกสารการศึกษา (IB 417)
ธุรกิจระหว่างประเทศและการเปลี่ยนแปลงทางเศรษฐกิจ (IB 416)

บทความ ประมาณ 60 เรื่อง

ประสบการณ์ อบรมและดูงานทั่วไปในประเทศและต่างประเทศ