

开封市第一届职业技能大赛

货运代理项目

样题

开封市第一届职业技能大赛组委会技术工作组

2023年2月

项目说明

项目名称：货运代理项目

一、项目完成时间：

660 分钟（11 小时），本项目共有 4 个模块，其中模块 A 海运业务,180 分钟；模块 B 客户关系 150 分钟；模块 C 综合业务,180 分钟；模块 D 空运业务,150 分钟。

二、项目配分：满分 100 分，其中模块 A 海运业务,26 分；模块 B 客户关系,20 分；模块 C 综合业务,28 分；模块 D 模块空运业务,26 分。

三、竞赛设备：电脑，投影，耳机等。

四、注意事项

1. 选手要在抽签的工位上进行比赛。
2. 选手只带身份证和参赛证，不得携带任何与竞赛无关的物品和通讯工具等进场。进入竞赛场地后，必须遵守赛场纪律，否则现场裁判人员有权取消该选手参赛资格。
3. 请不要在试卷内填写与竞赛无关的内容，按题目要求完成竞赛任务。
4. 竞赛时间结束，所有参赛选手要立刻停止操作，等待裁判人员验收。
5. 每次任务完成后，应保证桌面清洁，现场工具及其他物品摆放整齐。

模块 A 海运业务(试题)

时间：180 分钟

分值：26 分

1. 任务描述

It's November, and we need to develop new customers next year. XYZ Co., Ltd. is one of the company's key development target customers next year. They are developing the ASIA market, which is expected to have a large number of orders. As far as I know, the company has a batch of goods to be shipped next month.

2. 任务要求

In this part, there are 4 tasks need to be completed and submitted within the test time. They are:

1. Please read the document “M1-1-Test_manager inquiry mail” , fill in “M1-1-Answer sheet 1_liner schedule &price analysis”.
2. Please read the document “M1-1-Test_manager inquiry mail” , and write an email in “M1-1-Answer sheet 2_invitation email”.
3. Please read the document “M1-2-Test_consultation on insurance” , and write an email in “M1-2-Answer sheet Consultation on insurance email”.
4. Please read the document “M1-3-Test_customer inquiry call” , and write an email in “M1-3-Answer sheet customer inquiry call”.

模块 B 客户关系(试题)

时间：150 分钟

分值：20 分

一、任务描述

M2-1

Dear Sum,

New customers of Southeast Asia routes will visit today. Please kindly check attached publicity video of Vietnam office and watch it twice in five minutes.

After watching, please show the company's advantages as much as possible through the impromptu speech to gain new customers. Thank you!

M2-2

Dear All,

In order to enable the operating team to have a better understanding of the world's ports, our company will organize a special test on the major international ports. After office hour this afternoon, the department manager will supervise the closed-book test, where all operating members should fill in the attached "M2-2-Answer sheet major international ports". This test will affect your performance evaluation. Please take it seriously.

M2-3

Dear all,

Hello!

In order to improve the understanding of all colleagues on the world map, our department will hold the world geographic knowledge test. Please mark the positions of the ports or routes as per the instructions in the attached "M2-3-Answer sheet Geographical knowledge test". Thank you.

二、任务要求

In this part, there are 3 tasks need to be completed and submitted within the test time. They are:

1. Please read the “M2-1-Test_manager inquiry mail” , please prepare a PPT using “M2-1-Answer Sheet_PPT “temple. You will be given 3-4 mins. You will be invited for the customer presentation one by one according your number.

2. Please read the document “M2-2-Test_notice for port test” , and write the answer in “M2-2-Answer sheet major international ports”.

3. Please read the document “M2-3-Test_manager inquiry mail” , and write the answer in “M2-3-Answer sheet Geographical knowledge test”.

模块 C 综合业务(试题)

时间：180 分钟

分值：28 分

一、任务描述

M3-1

Dear Pinky,

Attached is the B / L information of booking No. 1649458508 provided by AAA CO.,LTD company. fill in the form of B / L .

M3-2

Dear Sumy:

Our company has two LCL shipments that will be shipped from SHANGHAI to New York in Dec 2022.

Please provide relevant quotation and description of the route and shipping schedule of the LCL service in the attached “M3-2-Answer Sheet.

二、任务要求

In this part, there are 4 tasks need to be completed and submitted within the test time. They are:

1. Please read the document “M3-1-Test_fill in the form of BL” , fill in the “M3-1-Answer sheet- the shipment information of XXX”.

2. Please read the document “M3-2-Test_LCL quotation” , and write the answer in “M3-2-Answer sheet_ Quotation”.

3. Please read the document “M3-3-Test , and write an email in “M3-3-Answer sheet”.

4. Please read the document “M3-4-Test-check the service of from XXX TO XXX”, and write an email in “M3-4-Answer sheet, check the service of from XXX to XXX”.

模块 D 空运业务(试题)

时间：150 分钟

分值：26 分

一、任务描述

M4-1

Dear Susan,

A batch of goods are expected to be exported from SHANGHAI to New York. Please calculate how much freight should be charged based on SHARE 50% VOL?

Please list the calculation process in the email, thank you.

二、任务要求

In this part, there are 3 tasks need to be completed and submitted within the test time. They are:

1. Please read the document “M4-1-Test-Airfreight quotation” , and write an email in “M4-1-Answer Sheet-Airfreight quotation”.

2. Please read the document “M4-2-Test-accident handling for air” , and write an email in “M4-2-Answer sheet -accident handling for air”.

3. Please read the document “M4-3-Test- flight schedule for SHA-BOM” , and write an email in “M4-3-Answer sheet-flight information.

附表 1. 评分标准

模块 A (26 分)

M1-1-1 LINER SCHEDULE AND PRICE ANALYSIS (8.5 分)

(1) List the liner information from SHANGHAI to NEW YORK1 according to the date of shipment, (整行全对则得分, 有错则不得分) (1 分)

(2) List the liner information from SHANGHAI to NEW YORK 2 according to the date of shipment, (整行全对则得分, 有错则不得分) (1 分)

(3) 计算费用, (6.5 分)

M1-1-2 INVITATION OF MEETING (6 分)

(1) 按照会议各要素 (4 分)

(2) 邮件格式正确 (2 分)

M1-2-CONSULTATION ON INSURANCE (5.5 分)

(1) insurance premium (2 分)

(2) compensation (2 分)

(3) 邮件格式正确 (1.5 分)

M1-3-CUSTOMER INQUIRY CALL(6 分)

(1) 流程正确 (4.5 分)

(2) 邮件格式正确(1.5 分)

模块 B (20 分)

M2-1-汇报展示 (8.5 分)

(1) 汇报优势数量 (4.5 分)

(2) 语言表达能力 (2 分)

(3) 表现完整度 (2 分)

M2-2-MAJOR INTERNATIONAL PORTS (6分)

(1) 港口与国家匹配 (1-20) (每个 0.3 分, 共 6 分)

M2-3 GEOGRAPHICAL KNOWLEDGE TEST (5.5分)

(1) 填制完全正确 5.5 分

模块 C 28 分

3-1 标准 (10.5 分) :

黄色格子每个 1 分, 红色格子 1.5 分, 其他绿色的全部都是 0.5 分, 粉色部分每条 0.1 分。填制完全正确 (10.5 分)

3-2 标准 (5.5 分) :

1. list the consol rate: (0.5 分)

2. finish the calculation in USD: (2 分)

3、discribe the kind of the LCL service (1.5 分)

4、 list the schedule of this LCL service and point out the carrier: (1.5 分)

3-3 标准 (共 4 分) :

每项关键词正确得 4 分

3-4 标准 (共 8 分) :

每项关键词正确得 8 分.

模块 D 26 分

4-1 标准 (共 9 分) :

(1) VOLUME WEIGHT (2 分)

(2) GROSS WEIGHT: (2分)

(3) SHARE 50% VOL: (3分)

(4) THE TOTAL RATE: (2分)

4-2 标准 (共 10 分) :

每个关键词 1 分共 10 分。

4-3 标准 (共 7 分) :

每项 1 分共 7 分。