

# 2018 年全国职业院校技能大赛高职组

## “互联网+国际贸易综合技能”赛项

### 外贸英语沟通能力模块正式赛卷

#### Part I - Retell (3 minutes)

##### Task:

-- You are required to retell the following.

#### Teething Problems of Staffless Stores

For now, staffless retail stores seem to be blooming, with customers seemingly getting used to shopping without promotion specialists or cashiers. According to statistics from the Auchan Group, which is in charge of Bingobox's global business and the layout of its staffless convenience stores in east China, nearly 80 percent of Bingobox customers have been making repeat purchases in the staffless stores.

Yet, some technical problems do exist in popularizing such stores, such as facial recognition failures and difficulties in the identification of purchased goods at the checkout.

Right now, there are two ways to identify objects in staffless stores—one using tags and the other using visual recognition technology. But the latter technology is too costly now.

Cashier-less convenience stores lag behind traditional ones in terms of consumer transactions, which means they need to attract more

customers through various channels. Also, only if one worker can manage 6 to 10 stores and the attrition rate of equipment in the stores is kept low can the management costs of staffless stores be kept under control.

It's said that "Staffless retail stores should be taken as supplements to traditional ones, but it's impossible for them to replace the latter, especially large-sized supermarkets,"

**Part II – Q&A (2 minutes)**

**Task:**

**-- You are required to answer the following question.**

**Q: Please describe the terms indicating loading and unloading charges used in Voyage Charter Party.**