**INSTRUCTIONS:**

**1)** Please edit the translation in the TARGET column directly.

**2)** To comment on a segment, simply create a new MS-Word comment.

**3)** It is best to edit this file in Normal or Draft view rather than page layout.

**4)** DO NOT alter the ID or SOURCE column text.

**5**) Blank rows should be ignored but not deleted.

**6**) **The following formatting must be maintained throughout:**

* **Paragraph (the number of paragraphs per row must be maintained)**
* **bold**
* **italic**
* **underline**
* **links**
* **lists (bullets and number of items in a list must be maintained)**

**7**) Ctrl+click on an ID in the left hand collumn to view the relevent screen in the online course. Toc ID’s will open the table of contents, ID’s containing \_string\_ have no relevent screen and are not linked.

Understanding Sanctions and Trade Compliance

|  |  |  |
| --- | --- | --- |
| ID | Source | Target |
| [Screen 0](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=1_C_1) [1\_C\_1](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=1_C_1)  | Understanding Sanctions and Trade ComplianceClick the forward arrow. | 了解制裁与贸易合规点击前进箭头。 |
| [Screen 1](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=2_C_2) [2\_C\_2](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=2_C_2)  | From time to time, the U.S. and other countries and jurisdictions (such as the European Union) restrict or prohibit trade dealings with certain countries, entities, and individuals.These restrictions may include bans on exports, imports, travel, investments, and other financial dealings with sanctioned parties. | 美国及其他国家/地区和司法管辖区（如欧盟）会不时限制或禁止与某些国家/地区、实体和个人进行贸易往来。这些限制可能包括禁止与被制裁方进行出口、进口、旅行、投资以及其他金融交易。 |
| [Screen 2](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=3_C_3) [3\_C\_3](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=3_C_3)  | As employees of a U.S.-headquartered company with global business operations, we are required by law to comply with all U.S. trade sanctions programs and controls in every country in which we do business. | 作为一家总部位于美国、业务遍布全球的公司的员工，我们必须在雅培开展业务所在的每个国家/地区遵循所有适用的美国贸易制裁计划和管控措施。 |
| [Screen 3](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=4_C_4) [4\_C\_4](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=4_C_4)  | Upon completion of this course, you will be able to:* Describe the environment in which we operate,
* Understand trade sanctions and why U.S. trade sanctions apply to everyone at Abbott,
* Understand Abbott’s expectations for compliance with U.S. trade sanctions and how to recognize warning signs of potential violations,
* Understand the importance of screening prospective third-party partners, and
* Know where to go for help and support.
 | 学完本课程后，你将能够：* 描述我们的业务经营环境；
* 了解贸易制裁以及美国的贸易制裁为什么适用于雅培的全体员工；
* 了解雅培有关遵守美国贸易制裁计划的要求和如何识别潜在违规行为的警告信号；
* 了解筛查潜在第三方合作伙伴的重要性；
* 了解寻求帮助和支持的途径。
 |
| [Screen 4](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=5_C_5) [5\_C\_5](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=5_C_5)  | [1] Welcome1 minute[2] Introduction to Trade Sanctions5 minutes[3] Laws and Regulations4 minutes[4] The Impact on Our Business4 minutes[5] Our Responsibilities6 minutes[6] Your Commitment1 minute[7] Knowledge Check5 minutesLearning ProgressThis Topic is now available. | [1] 欢迎1 分钟[2] 贸易制裁简介5 分钟[3] 法律法规4 分钟[4] 对我们业务的影响4 分钟[5] 我们的责任6 分钟[6] 你的承诺1 分钟[7] 知识测验5 分钟学习进度该主题的课程现可参加。 |
| [Screen 5](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=6_C_6) [6\_C\_6](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=6_C_6)  | Trade sanctions, also known as economic sanctions, are trade restrictions imposed by the government of one or more countries on another country, organization, group, or individual.For example, one country may restrict certain exports, implement controls over particular goods, freeze or block assets, or prohibit trade dealings with another country, entity, or individual altogether. | 贸易制裁，又称经济制裁，是指一个或多个国家/地区的政府对另一个国家/地区、组织、团体或个人实施的**贸易限制**。例如，一个国家/地区可能限制某些出口，对特定商品实施管制，冻结或封锁资产，或完全禁止与另一个国家/地区、实体或个人进行贸易往来。 |
| [Screen 6](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=7_C_7) [7\_C\_7](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=7_C_7)  | Governments impose trade sanctions with the purpose of changing the behavior and policy of targeted countries or individuals that endanger their interests or violate international norms of behavior.Because trade sanctions make it more difficult or impossible for the sanctioned country or individual to trade with the country imposing sanctions, they usually cause negative economic consequences for the targeted countries or individuals. | 各国/地区政府实施贸易制裁的目的是为了改变目标国家/地区或个人的行为和政策，因为他们危害了各国/地区的利益或违反了国际行为准则。由于贸易制裁使受制裁国家/地区或个人与实施制裁的国家/地区进行贸易变得更加困难或不可能，因此，制裁通常会给目标国家/地区或个人带来不利的经济后果。 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=8_C_8) [8\_C\_8](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=8_C_8)  | Trade sanctions are typically imposed to advance foreign policy or national security goals.For example, the U.S. and other countries impose sanctions on countries or individuals that sponsor terrorism, commit human rights violations on their people, or are known drug traffickers. | 实施贸易制裁通常是为了推进外交政策或国家安全目标。例如，美国和其他国家/地区对支持恐怖主义、侵犯其人民人权或贩毒的国家/地区或个人实施制裁。 |
| [Screen 8](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=9_C_9) [9\_C\_9](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=9_C_9)  | Violating sanctions, or engaging in any activity designed to circumvent them, is a serious offense which can result in severe civil and criminal penalties for companies and individuals, including fines and imprisonment.As a U.S.-headquartered company, Abbott and its employees are required by law to comply with all U.S. trade sanctions programs and trade controls in every country in which Abbott operates. | 违反制裁或参与任何旨在规避制裁的活动是一种严重的违法行为，会导致公司和个人受到严厉的民事和刑事的惩罚，包括罚款和监禁。鉴于雅培是一家总部位于美国的公司，雅培及其员工须依法在经营业务所在的每个国家/地区遵守所有美国贸易制裁计划和贸易管制。 |
| [Screen 9](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=10_C_10) [10\_C\_10](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=10_C_10)  | Abbott is committed to conducting business according to the highest legal and ethical standards.Because of this, all Abbott employees must comply with U.S. trade sanctions programs. This requirement is reflected in the Code of Business Conduct and Global Trade Compliance policies and procedures. | 雅培承诺按照最高的法律和道德标准开展业务。正因为如此，雅培所有员工都必须遵守美国的贸易制裁计划。此要求已体现在《商业行为准则》以及全球贸易合规政策及流程中。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=11_C_11) [11\_C\_11](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=11_C_11)  | Here is what our Code of Business Conduct says about adherence to trade regulations:We adhere to all applicable trade regulations, such as export and import controls issued by governments for foreign policy and national security reasons. Trade regulations include sanctions, restrictions on exporting of certain products, and prohibitions on conducting business with certain individuals, groups or entities. | 以下是我们的《商业行为准则》对遵守贸易条例的说明：我们遵守一切适用的贸易条例，如政府出于外交政策和国家安全原因发布的进出口管制措施规定等。贸易条例包括制裁、限制某些产品出口，以及禁止与某些个人、团体或实体进行交易等。 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=12_C_12) [12\_C\_12](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=12_C_12)  | Our Global Trade Compliance policies and procedures provide detailed guidance on how to comply with trade sanctions.For a full list of trade policies and procedures, please refer to the Resources section of this course. | 我们的全球贸易合规政策及流程提供了关于如何遵守贸易制裁的详细指导。如需贸易政策及流程的完整列表，请参见本课程的“资源”部分。 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=13_C_13) [13\_C\_13](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=13_C_13)  | Those required to comply with U.S. sanctions programs are referred to as “U.S. persons” and include:* Companies incorporated in or based in the U.S. (including Puerto Rico),
* Employees of such U.S. companies (including those based in Puerto Rico), as well as employees of their non-U.S. branches,
* U.S. citizens or U.S. permanent residents, regardless of where they are located,
* Anyone who is in the U.S., including someone traveling on vacation, and
* Any foreign subsidiary of a U.S.-headquartered company or a U.S.-owned or -controlled entity.
 | 须遵守美国制裁计划的个体被称为“美国主体”，包括：* 在美国注册成立或总部设于美国（包括波多黎各）的公司；
* 此类美国公司（包括总部设于波多黎各的公司）的员工，以及其非美国分支机构的员工；
* 美国公民或美国永久居民（无论其身在何处）；
* 任何在美国的人员，包括在美国度假旅行的人；
* 总部设在美国的任何外国子公司或美国拥有或控制的实体。
 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=14_C_14) [14\_C\_14](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=14_C_14)  | In practice, the category of U.S. persons is broad and far-reaching, which is why Abbott requires all employees (including foreign subsidiaries and affiliates and their employees) to comply with these programs. | 实际上，美国主体的类别广泛且深远，正因为如此，雅培要求所有员工（包括外国子公司、分支机构及其员工）遵守这些计划。 |
| [Screen 14](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=15_C_15) [15\_C\_15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=15_C_15)  | Besides U.S. trade sanctions programs, Abbott may also be subject to sanctions imposed under the local laws of the other countries in which we do business.Sanctions mandated by the United Nations or the European Union may also impose restrictions on Abbott. This course focuses specifically on U.S. trade sanctions programs and the types of activities covered by each program. If you have questions about trade sanctions programs in other countries, please contact exports@abbott.com. | 除了美国的贸易制裁计划，雅培还可能受到公司经营业务所在的其他国家/地区的当地法律实施的制裁。联合国或欧盟授权的制裁也可能对雅培施加限制。本课程特别着重说明美国的贸易制裁计划以及每个计划所涵盖的活动类型。如果你对其他国家/地区的贸易制裁计划有任何疑问，请联系 exports@abbott.com。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=16_C_16) [16\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=16_C_16)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=17_C_16) [17\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=17_C_16)  | Because you do not work in the U.S., the topic of trade sanctions is not relevant to you. | 由于你不在美国境内工作，所以贸易制裁主题与你无关。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=18_C_16) [18\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=18_C_16)  | True.False.Submit | 对。错。提交 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=19_C_16) [19\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=19_C_16)  | That's correct!That's not correct!As a U.S.-headquartered company, Abbott and its employees are required by law to comply with all U.S. trade sanctions programs and trade controls in every country in which Abbott operates. | 正确！不正确！鉴于雅培是一家总部位于美国的公司，雅培及其员工须依法在经营业务所在的每个国家/地区遵守所有美国贸易制裁计划和贸易管制。 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=20_C_17) [20\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=20_C_17)  |  |  |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=21_C_17) [21\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=21_C_17)  | Michelle, an account manager at a small, Colombian diagnostics company recently acquired by Abbott, receives an order for assays from a customer in Cuba. The U.S. has trade sanctions against Cuba, while Colombia does not. Since Michelle is a Colombian citizen working for a Colombian subsidiary, and Colombia has no trade sanctions against Cuba, would it be okay for Michelle to fill the order? | 最近被雅培收购的一家哥伦比亚小型诊断公司的客户经理 Michelle 收到一位古巴客户的化验订单。美国对古巴实施了贸易制裁，而哥伦比亚却没有。因为 Michelle 是哥伦比亚公民，在雅培的哥伦比亚子公司工作，而且哥伦比亚没有古巴实施贸易制裁，那么 Michelle 是否可以填写订单？ |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=22_C_17) [22\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=22_C_17)  | Yes. As a Colombian citizen living in Colombia, Michelle is not defined as a “U.S. person.” Therefore, she is not obligated to comply with the sanctions program.Yes. While the U.S. trade sanction applies to U.S. companies operating in the U.S, it does not apply to their foreign subsidiaries.No. Even though Michelle is a Colombian citizen living in Colombia, she is working for a subsidiary of a U.S. corporation and is therefore required to comply with the U.S. embargo of Cuba.Submit | 可以。Michelle是生活在哥伦比亚的哥伦比亚公民，因此并不会被视为“美国主体”。因此，她没有义务遵守制裁计划。可以。虽然美国的贸易制裁适用于在美国经营的美国公司，但这并不适用于其海外子公司。不可以。尽管 Michelle是生活在哥伦比亚的哥伦比亚公民，但她在美国公司的子公司工作，因此需要遵守美国对古巴的禁运规定。提交 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=23_C_17) [23\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=23_C_17)  | That's correct!That's not correct!Even though Michelle isn't a U.S. citizen or resident, her employer is a subsidiary of Abbott. As a result, Michelle and her company are considered “U.S. persons” under the Cuba sanctions program. Therefore, she may not fill the order. | 正确！不正确！尽管 Michelle 不是美国公民或居民，但她在雅培的子公司工作。因此，Michelle 和她的公司被视为古巴制裁计划中的“美国主体”。因此，她不可以填写订单。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=24_C_18) [24\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=24_C_18)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=25_C_18) [25\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=25_C_18)  | Trade Sanctions DefinedTrade sanctions, also known as economic sanctions, are trade restrictions imposed by the government of one or more countries on another country, organization, group, or individual. | 贸易制裁的定义贸易制裁，又称经济制裁，是指一个或多个国家/地区的政府对另一个国家/地区、组织、团体或个人实施的贸易限制。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=26_C_18) [26\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=26_C_18)  | Violating Trade SanctionsViolating sanctions, or engaging in any activity designed to circumvent them, is a serious offense which can result in severe civil and criminal penalties for companies and individuals, including fines and imprisonment. | 违反贸易制裁违反制裁或参与任何旨在规避制裁的活动是一种严重的违法行为，会导致公司和个人受到严厉的民事和刑事惩罚，包括罚款和监禁。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=27_C_18) [27\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=27_C_18)  | Who Is Required to Comply with U.S. Trade SanctionsThose required to comply with U.S. sanctions programs are referred to as “U.S. persons.” In practice, the category of U.S. persons is broad and far-reaching, which is why Abbott requires all employees (including foreign subsidiaries and affiliates and their employees) to comply with these programs. | 谁需要遵守美国制裁计划须遵守美国制裁计划的个体被称为“美国主体”。实际上，美国主体的类别广泛且深远，正因为如此，雅培要求所有员工（包括外国子公司、分公司及其员工）遵守这些计划。 |
| [Screen 19](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=29_C_20) [29\_C\_20](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=29_C_20)  | In the U.S., trade sanctions programs are administered and enforced by the U.S. Treasury Department's Office of Foreign Assets Control (OFAC) and U.S. Commerce Department’s Bureau of Industry and Security (BIS) as part of foreign and national security efforts. | 在美国，贸易制裁计划由美国财政部外国资产管制办公室 (OFAC) 和美国商务部工业和安全局 (BIS) 管理和执行，是外交和国家安全工作的一部分。 |
| [Screen 20](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=30_C_21) [30\_C\_21](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=30_C_21)  | U.S. trade sanctions programs fall into three broad categories:* Comprehensive sanctions,
* Limited sanctions, and
* List-based sanctions.
 | 美国的贸易制裁计划可分为三大类：* 全面制裁；
* 有限制裁；
* 基于名单的制裁
 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=31_C_22) [31\_C\_22](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=31_C_22)  | Comprehensive sanctions, also commonly known as embargoes, prohibit nearly all transactions with a sanctioned country or territory including their governments, residents, and entities organized in or operating from the sanctioned country. | 全面制裁，通常又称为贸易禁运，是指**禁止几乎所有与受制裁国家或地区（包括其政府、居民和在被制裁国家/地区组织或经营的实体）有关的交易**。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=32_C_23) [32\_C\_23](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=32_C_23)  | Comprehensive sanctions generally prohibit:* Imports from the sanctioned country,
* Exports or re-exports to the sanctioned country, and
* Business negotiations or other financial dealings with or involving the sanctioned country or its government.
 | 通常情况下，全面制裁禁止：* 从受制裁国家/地区进口；
* 出口或转口至被制裁国家/地区；
* 与受制裁国家/地区或其政府进行或涉及被制裁国家/地区或其政府的商业谈判或其他金融交易。
 |
| [Screen 23](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=33_C_24) [33\_C\_24](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=33_C_24)  | Did you know?Comprehensive country sanctions prohibit most dealings with a country’s citizens and companies, even if they are not directly connected to the government of that country. | 你知道吗？全面的国家/地区制裁禁止与受制裁国家/地区的公民和公司进行大多数交易，即使他们与该国/地区政府没有直接联系也是如此。 |
| [Screen 24](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=34_C_25) [34\_C\_25](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=34_C_25)  | Sanctioned governments may also own or control companies that are outside their borders.Comprehensive country sanctions generally prohibit “U.S. persons” from engaging in activities with these companies, wherever they are located. | 受制裁政府也可拥有或控制境外的公司。全面的国家/地区制裁一般禁止“美国主体”与这些公司开展活动，无论他们位于/身处何处。 |
| [Screen 25](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=35_C_26) [35\_C\_26](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=35_C_26)  | Countries that are currently subject to U.S. comprehensive sanctions include:* Cuba,
* Iran,
* North Korea,
* Certain Ukraine Regions (Crimea, Donetsk People’s Republic, and Luhansk People’s Republic) and
* Syria.

If you plan to conduct business with any of these countries, you should first contact exports@abbott.com. | 目前受到美国全面制裁的国家/地区包括：* 古巴；
* 伊朗；
* 朝鲜；
* 某些乌克兰地区（克里米亚、顿涅茨克人民共和国和卢甘斯克人民共和国）；
* 叙利亚。

如果你计划与其中任何一个国家/地区开展业务，则应该首先联系 exports@abbott.com。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=36_C_27) [36\_C\_27](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=36_C_27)  | Some other countries are subject to limited or targeted sanctions rather than comprehensive sanctions.However, international events may cause the U.S. government to change a country’s status under its sanctions programs. This means some countries that are currently under limited sanctions could face more comprehensive sanctions in the future. | 其他一些国家/地区受到的是有限或有针对性的制裁，而不是全面制裁。然而，国际事件可能会导致美国政府改变一个国家/地区在其制裁计划中的状态。这意味着一些目前受到有限制裁的国家/地区未来可能面临更全面的制裁。 |
| [Screen 27](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=37_C_28) [37\_C\_28](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=37_C_28)  | Limited sanctions are confined to certain activities or specifically named targets.For example, limited sanctions might just restrict the import and export of certain products. Or, they might only target the government of certain countries. | 有限制裁**仅限于特定活动或具体指定的目标**。例如，有限制裁可能只限制特定产品的进出口。或者，可能只针对某些国家/地区的政府。 |
| [Screen 28](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=38_C_29) [38\_C\_29](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=38_C_29)  | Some common countries and territories subject to limited U.S. sanctions programs include:* Afghanistan
* Burma (Myanmar)
* China (Incl. Hong Kong)
* Iraq
* Libya
* Nicaragua
* Russia
* Somalia
* West Bank
* Yemen

Visit [Sanctions Programs and Country Information | Office of Foreign Assets Control (treasury.gov)](https://ofac.treasury.gov/sanctions-programs-and-country-information), for a full listing of OFAC sanctions programs.If you are unsure of the status of a particular country, contact exports@abbott.com. | 受美国有限制裁计划限制的一些常见国家和地区包括：* 阿富汗
* 缅甸
* 中国（包括香港）
* 伊拉克
* 利比亚
* 尼加拉瓜
* 俄罗斯
* 索马里
* 约旦河西岸
* 也门

有关外国资产管制办公室 (OFAC) 制裁计划的完整列表，请访问[制裁计划和国家/地区信息 | 海外资产控制办公室 (treasury.gov)](https://ofac.treasury.gov/sanctions-programs-and-country-information)。如果你不确定特定国家/地区的状态，请联系 exports@abbott.com。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=39_C_30) [39\_C\_30](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=39_C_30)  | The majority of recent U.S. government sanctions are list-based sanctions that target individuals or entities in certain countries.These individuals or entities are typically involved in terrorism, drug trafficking, nuclear proliferation, or acting for or on behalf of targeted countries. They are designated to an OFAC list of Specially Designated Nationals and Blocked Persons (“SDNs”). | 美国政府近期实施的制裁大多是**针对某些国家/地区的个人或实体的基于名单的制裁。**这些个人或实体通常参与恐怖主义、贩毒、核扩散，或代表目标国家/地区行事。他们被列入外国资产管制办公室 (OFAC) 的特别指定国民和被封锁主体（以下简称“SDN”）名单。 |
| [Screen 30](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=40_C_31) [40\_C\_31](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=40_C_31)  | Collectively, all these targeted entities, organizations, and people are commonly referred to as restricted, denied, or prohibited parties.OFAC publishes the SDN list, which includes over 15,000 names of companies and individuals. The SDN list is dynamic and is updated constantly. | 所有这些目标实体、组织和人员通常被统称为**被限制方、被拒绝方或被禁止方。**外国资产管制办公室 (OFAC) 发布了 SDN 名单，其中包含了 15,000 多个公司名称和个人姓名。SDN 名单是动态的，会不断被更新。 |
| [Screen 31](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=41_C_32) [41\_C\_32](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=41_C_32)  | SDNs may move from country to country, and U.S. persons are prohibited from dealing with them wherever they are located.In addition, any entity owned 50 percent or more by one or more SDNs is also considered a prohibited party regardless of whether that entity is designated by name on the SDN list. U.S. persons are prohibited from engaging in nearly all activities with such entities. | SDN 可能会从一个国家/地区转移到另一个国家/地区，无论他们在哪里，美国主体都禁止与之打交道。此外，一个或多个 SDN 拥有 50% 或以上股份的任何实体也被视为被禁止方，无论该实体的名称是否在 SDN 名单上。美国主体被禁止与此类实体参与几乎所有活动。 |
| [Screen 32](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=42_C_33) [42\_C\_33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=42_C_33)  | The Bureau of Industry and Security (BIS) and the U.S. Department of State also maintain lists of restricted parties, including the Denied Persons List, the Entity List, the Unverified List, and the Debarred Party List.Later in this course, you will learn about screening your prospective and existing trade partners against the various restricted party lists. | 美国商务部工业和安全局 (BIS) 及美国国务院也有多种被限制方名单，包括被拒绝主体名单、实体名单、未经核实名单和被禁止方名单。在本课程的后半段，你将了解如何对照各种被限制方名单筛查你的潜在和现有贸易伙伴。 |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=43_C_34) [43\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=43_C_34)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=44_C_34) [44\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=44_C_34)  | Mei, a sales manager at Abbott, is conducting restricted party screening on Zhejiang Medical Supply Company, a prospective new distributor in China. Although the company does not appear on any restricted party list, the customer profile states that the company is 75% owned by a board member, who is on OFAC’s list of SDNs. Assuming the distributor does not appear on any restricted party list, would it be okay to do business with this company? | 雅培销售经理 Mei 正在对一家来自中国的潜在新经销商 Zhejiang Medical Supply Company 进行被限制方筛查。虽然该公司没有出现在任何被限制方名单上，但客户资料表明，该公司 75% 的所有权属于外国资产管制办公室 (OFAC) SDN 名单上的某位董事。假设这家经销商没有出现在任何被限制方名单上，那么是否可以与这家公司开展业务？ |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=45_C_34) [45\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=45_C_34)  | Yes, probably. Since the company itself does not appear on any restricted party list, it is ok to do business with it.No, probably not. Even though the company is not on any restricted party list, it appears to be owned by an SDN.Submit | 是的，可能可以。由于该公司本身没有出现在任何被限制方名单上，所以可以与其开展业务。不，可能不行。尽管该公司不在任何被限制方名单上，但它似乎由某个 SDN 拥有。提交 |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=46_C_34) [46\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=46_C_34)  | That's correct!That's not correct!Even though the company itself is not named on the restricted party lists, it appears to be owned by an SDN and requires further investigation. | 正确！不正确！尽管该公司本身不在被限制方名单上，但它似乎由某个 SDN 拥有，需要进一步调查。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=47_C_35) [47\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=47_C_35)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=48_C_35) [48\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=48_C_35)  | Comprehensive SanctionsComprehensive sanctions, also commonly known as embargoes, prohibit nearly all transactions with a sanctioned country or territory including their governments, residents, and entities organized in or operating from the sanctioned country. | 全面制裁全面制裁，通常又称为贸易禁运，是指禁止几乎所有与受制裁国家或地区（包括其政府、居民和在被制裁国家/地区组织或经营的实体）有关的交易。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=49_C_35) [49\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=49_C_35)  | Limited SanctionsLimited sanctions are confined to certain activities or specifically named targets. For example, limited sanctions might just restrict the import and export of certain products. Or, they might only target the government of certain countries. | 有限制裁有限制裁仅限于特定活动或具体指定的目标。例如，有限制裁可能只限制特定产品的进出口。或者，可能只针对某些国家/地区的政府。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=50_C_35) [50\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=50_C_35)  | List-based SanctionsList-based sanctions target individuals or entities in certain countries. They are designated as Specially Designated Nationals and Blocked Persons (“SDNs”). Collectively, these targeted entities, organizations, and people are commonly referred to as restricted, denied, or prohibited parties. | 基于名单的制裁基于名单的制裁针对某些国家/地区的个人或实体。他们被指定为特别指定国民和被封锁主体（“SDN”）。所有这些目标实体、组织和人员通常被统称为被限制方、被拒绝方或被禁止方。 |
| [Screen 36](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=52_C_37) [52\_C\_37](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=52_C_37)  | There are a number of activities that are prohibited or restricted by sanctions programs.Let’s take a look at the main activities covered by sanctions and discuss how they relate to Abbott’s business. | 有不少活动受到制裁计划的禁止或限制。我们来看看制裁涵盖的主要活动，并讨论它们与雅培的业务有何关联。 |
| [Screen 37](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=53_C_38) [53\_C\_38](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=53_C_38)  | Many sanctions programs make it illegal to export goods, services, software, or technology to a sanctioned country or to trade with a denied party.Export bans prohibit not only direct exports to a sanctioned country, but also indirect exports or re-exports through a third, non-sanctioned country. | 许多制裁计划规定，向受制裁国家/地区出口货物、服务、软件或技术，或与被拒绝方开展贸易均属非法行为。出口禁令不仅禁止向受制裁国家/地区直接出口，而且禁止通过未受到制裁的第三国家/地区间接出口或再出口。 |
| [Screen 38](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=54_C_39) [54\_C\_39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=54_C_39)  | Many programs have exemptions and general authorizations that may allow you to export the following even when other exports are prohibited:* Informational materials, personal baggage, clothing, cosmetics, and other personal belongings (if traveling)
* Certain food, medicine, and medical devices under a humanitarian exception.

These exemptions are narrow, do not apply in the same way in every program, and, in most cases, special licensing is required. Before exporting or re-exporting food, medicines, or medical devices under a sanctions program, contact exports@abbott.com for approval. | 许多计划都有豁免和一般授权，允许在其他出口被禁止的情况下出口以下物品：* 信息资料、个人行李、服装、化妆品和其他个人物品（如旅行期间）
* 人道主义豁免范围内的某些食品、药品和医疗器械。

这些豁免范围很窄，并不同等适用于每个计划，而且在大多数情况下需要特殊许可。在根据制裁计划出口或再出口食品、药品或医疗器械之前，请联系 exports@abbott.com 以获得批准。 |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=55_C_40) [55\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=55_C_40)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=56_C_40) [56\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=56_C_40)  | Bruno, an Abbott sales rep, is attending a trade show in the U.S. He is approached by Ashley, an Irish distributor, regarding a sales opportunity in Iran. Ashley proposes that Bruno sell and ship the product to her in Ireland, and then she will handle the shipment to Iran. Would it be okay to proceed with the export? | 雅培销售代表 Bruno 正在美国参加一个贸易展。爱尔兰经销商 Ashley 就伊朗的一个销售机会联系了他。Ashley 建议 Bruno 在爱尔兰将产品卖给她，然后由她来将货物运往伊朗。该出口是否可以进行？ |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=57_C_40) [57\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=57_C_40)  | Yes, probably, as Abbott would be exporting directly to Ireland, and Ireland is not on the list of countries targeted by U.S. sanctions.No, probably not, because even though export to Ireland is not banned by the U.S. government, export to Iran is, and Iran is the ultimate destination for Bruno’s product.Submit | 是的，可能可以，因为雅培将直接向爱尔兰出口产品，而爱尔兰不在美国制裁的目标国家之列。不，可能不行，因为即使美国政府没有禁止向爱尔兰出口产品，但禁止向伊朗出口，而伊朗是 Bruno 产品的最终目的地。提交 |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=58_C_40) [58\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=58_C_40)  | That's correct!That's not correct!Even though Bruno is shipping the product to Ireland, he knows that the product will be re-exported to Iran – a U.S. sanctioned country. Absent U.S. Government authorization, this is a violation of U.S. export bans that prohibit not only direct exports to a sanctioned country like Iran, but also indirect exports or re-exports through a third, non-sanctioned country, like Ireland, with the knowledge that they will be re-exported to Iran. The sanctions cannot be avoided by trans-shipping goods through another country or selling via a distributor. | 正确！不正确！尽管 Bruno 将产品运往爱尔兰，但他知道产品将被再出口到伊朗，而伊朗受美国制裁。由于未经美国政府授权，这违反了美国的出口禁令。该禁令不仅禁止直接向伊朗这样的受制裁国家/地区出口，而且还禁止通过第三方未受制裁的国家/地区（比如爱尔兰）间接出口或再出口到伊朗。通过另一个国家/地区转运货物或通过经销商销售货物都无法规避制裁。 |
| [Screen 40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=59_C_41) [59\_C\_41](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=59_C_41)  | Most trade sanctions programs prohibit the importation of goods and services directly from sanctioned countries into the U.S., and more broadly prohibit any dealings, anywhere, related to products or services that originate from sanctioned countries.This includes return of exported products that entered the sanctioned country’s stream of commerce. | 大多数贸易制裁计划都禁止从受制裁国家/地区直接向美国进口商品和服务，并在更大范围内禁止在任何地方进行与受制裁国家/地区产品或服务相关的交易。这包括退回进入受制裁国家/地区商业流通渠道的出口产品。 |
| [Screen 41](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=60_C_42) [60\_C\_42](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=60_C_42)  | The prohibition extends to indirect imports of sanctioned country goods that travel through a non-sanctioned country.The restriction also applies to goods made from raw materials or component parts from a sanctioned country. This means that a member of the Procurement team purchasing goods for Abbott must ensure that no products or components, in whole or in part, are knowingly sourced from any sanctioned person or country, no matter how far down the supply chain. | 这项禁令范围扩及至通过未受到制裁的国家/地区间接进口受制裁国家/地区的货物。该限制也适用于用受制裁国家/地区原材料或零部件制成的货物。这意味着，采购团队成员在为雅培采购货物时，必须确保全部或部分产品或组件不会在知情的情况下购自任何受制裁主体或国家/地区，无论供应链的下游有多远。 |
| [Screen 42](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=61_C_43) [61\_C\_43](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=61_C_43)  | Did you know?For Abbott purposes, importation prohibitions apply equally to Abbott affiliates, subsidiaries, and employees importing goods and services from targeted countries into any countries where Abbott does business. We should also educate Abbott suppliers on our expectation that they follow applicable trade controls. If you have any questions regarding sanctions-related import controls, please contact exports@abbott.com. | 你知道吗？就雅培而言，进口禁令同样适用于雅培分支机构、子公司和员工将货物和服务从目标国家/地区进口到雅培开展业务所在的任何国家/地区。我们还应当教育雅培的供应商我们希望其遵守适用的贸易管制措施。如果你对与制裁有关的进口管制有任何疑问，请联系 exports@abbott.com。 |
| [Screen 43](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=62_C_44) [62\_C\_44](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=62_C_44)  | U.S. citizens are legally permitted to travel to most sanctioned countries.However, some sanctions programs make it illegal to spend money or conduct certain activities in a sanctioned country without a license from OFAC. Even with proper licensing in place, certain in-country activities such as sales strategy meetings or promotional discussions in Iran, for example, are still prohibited. | 法律允许美国公民前往大多数受制裁国家/地区旅行。然而，一些制裁计划规定，在未经外国资产管制办公室 (OFAC) 许可的情况下，在受制裁国家/地区消费或进行特定活动是非法的。即使获得了适当的许可，也仍然禁止在某些国家/地区开展特定活动（例如在伊朗举行销售战略会议或促销推广方面的讨论）。 |
| [Screen 44](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=63_C_45) [63\_C\_45](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=63_C_45)  | So, as an Abbott employee located anywhere in the world, you must consult with Global Trade Compliance at exports@abbott.com before you travel on business to any sanctioned country. | 因此，对于雅培驻世界各地的员工，在前往任何受制裁国家/地区出差之前，必须先发送电子邮件至 exports@abbott.com 咨询全球贸易合规部。 |
| [Screen 45](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=64_C_46) [64\_C\_46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=64_C_46)  | Foreign trade controls and sanctions programs generally include a ban on facilitating activities by others.This ban makes it illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not permitted to participate in yourself. For example, a U.S. company is prohibited from referring business with sanctioned countries to foreign companies or subsidiaries that are not subject to U.S. sanctions. | 外贸管制和制裁计划一般包括禁止为他人的活动提供便利。根据这项禁令，凡是协助非美国主体或公司参与你作为美国主体（或公司总部设在美国的公司员工）不得亲自参与的交易均属非法行为。例如，美国公司禁止将与受制裁国家/地区的业务转交给不受美国制裁约束的外国公司或子公司。 |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=65_C_47) [65\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=65_C_47)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=66_C_47) [66\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=66_C_47)  | Gina works for Abbott Argentina. She has seen the opportunity for expansion into Cuba but knows that unauthorized trade with Cuba remains prohibited under U.S. trade sanctions. Sergio, an Argentinian national, who works for an Argentinian marketing company, is heavily involved in the Cuban market. He approaches Gina about working on Abbott’s behalf to open up opportunities in the Cuban market in anticipation of the lifting of sanctions against Cuba. Gina agrees to refer business to Sergio’s company. Would this be okay? | Gina 在雅培阿根廷公司工作。她看到了向古巴市场扩张的机会，但她知道，根据美国的贸易制裁，未经授权与古巴开展贸易仍被禁止。Sergio 是阿根廷人，在一家阿根廷营销公司工作，他对古巴市场有很深的了解。他与 Gina 接洽，希望在解除对古巴的制裁后，代表雅培在古巴市场开拓机会。Gina 同意把业务交给 Sergio 所在公司。这是否可以？ |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=67_C_47) [67\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=67_C_47)  | Yes, probably, as the business with Cuba will be conducted by a third party whose company and country, Argentina, is not covered by the U.S. ban on trade with Cuba.No, probably not, as it is still illegal for a U.S. company to use a third party to facilitate business with a targeted country like Cuba.Submit | 是的，可能可以，因为与古巴的业务将由第三方开展，而该第三方的公司和所在国家/地区（阿根廷）不受美国对古巴的贸易禁令约束。不，可能不行，因为美国公司利用第三方与古巴这样的目标国家开展业务仍然是违法的。提交 |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=68_C_47) [68\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=68_C_47)  | That's correct!That's not correct!Even though Gina intends to use a third party who is not subject to U.S. trade sanctions, as an employee of a U.S. company, she is not permitted to refer business with sanctioned countries to foreign companies who are not required to comply with U.S. sanctions. | 正确！不正确！尽管 Gina 打算利用不受美国贸易制裁约束的第三方，但作为一家美国公司的员工，她不被允许将与受制裁国家/地区的业务转交给不需要遵守美国制裁规定的外国公司。 |
| [Screen 47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=69_C_48) [69\_C\_48](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=69_C_48)  | Similar to prohibiting the facilitation of activities, most sanctions programs make it illegal to help someone avoid the sanctions rules.For example, advising someone on how to structure a transaction so that it avoids or evades the sanctions laws is in itself a sanctions violation. However, giving a basic explanation of what the sanctions laws say is not a sanctions violation, as long as you do not offer strategic advice on how to avoid those laws. | 与禁止为活动提供便利相类似，大多数制裁计划将帮助他人规避制裁规则定为违法行为。例如，向某人提供建议，说明如何构建交易来避免或规避制裁法律，这本身就是违反制裁的行为。但仅对制裁法律所述的内容作出基本解释说明，就不是违反制裁，只要不就如何规避制裁法律提出战略性建议。 |
| [Screen 48](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=70_C_49) [70\_C\_49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=70_C_49)  | The only legal way to do business with a sanctioned country without violating the sanctions program and Abbott policy is to get a license from the Office of Foreign Assets Control (OFAC) or Bureau of Industry and Security (BIS) to engage in authorized activities.Contact exports@abbott.com for any activity involving sanctioned countries. | 在不违反制裁计划和雅培政策的情况下，与受制裁国家/地区开展业务的唯一合法途径是获得外国资产管制办公室 (OFAC) 或工业和安全局 (BIS) 的许可，以从事经授权的活动。如需了解涉及受制裁国家/地区的活动，请联系 exports@abbott.com。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=71_C_50) [71\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=71_C_50)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=72_C_50) [72\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=72_C_50)  | Exportation and Re-exportationExport bans prohibit not only direct exports to a sanctioned country, but also indirect exports or re-exports through a third, non-sanctioned country. | 出口和再出口出口禁令不仅禁止向受制裁国家/地区直接出口，而且禁止通过未受到制裁的第三国家/地区间接出口或再出口。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=73_C_50) [73\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=73_C_50)  | ImportationMost trade sanctions programs prohibit the importation of goods and services directly from sanctioned countries into the U.S. The prohibition extends to indirect imports of sanctioned country goods that travel through a non-sanctioned country. | 进口大多数贸易制裁计划禁止从受制裁国家/地区直接向美国进口货物和服务。这项禁令范围扩及至通过未受到制裁的国家/地区间接进口受制裁国家/地区的货物。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=74_C_50) [74\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=74_C_50)  | Business TravelU.S. citizens are legally permitted to travel to most sanctioned countries. However, some sanctions programs make it illegal to spend money or conduct certain activities in a sanctioned country. Consult with Global Trade Compliance at exports@abbott.com before you travel on business to any sanctioned country. | 商务差旅法律允许美国公民前往大多数受制裁国家/地区旅行。然而，一些制裁计划规定，在受制裁国家/地区消费或进行特定活动是非法的。在前往任何受制裁国家/地区出差之前，请先发送电子邮件至 exports@abbott.com 咨询全球贸易合规部。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=75_C_50) [75\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=75_C_50)  | Facilitation of Activities by OthersForeign trade controls and sanctions programs generally include a ban against facilitating activities by others. It is illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not permitted to participate in yourself. | 为他人的活动提供便利外贸管制和制裁计划一般包括禁止为他人的活动提供便利。凡是协助非美国主体或公司参与你作为美国主体（或公司总部设在美国的公司员工）不得亲自参与的交易均属非法行为。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=76_C_50) [76\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=76_C_50)  | Trying to Circumvent SanctionsIt is illegal to help someone avoid the sanctions rules. | 试图规避制裁帮助他人规避制裁规则属违法行为。 |
| [Screen 51](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=78_C_52) [78\_C\_52](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=78_C_52)  | As mentioned earlier, both U.S. law and Abbott policy require every Abbott employee (including those of our foreign subsidiaries and affiliates) to comply with U.S. trade sanctions regulations. | 如前所述，美国法律和雅培政策要求雅培的每名员工（包括我们外国子公司和分支机构的员工）遵守美国的贸易制裁法规。 |
| [Screen 52](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=79_C_53) [79\_C\_53](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=79_C_53)  | U.S. law prohibits doing business with any person or organization that is an SDN or is on a restricted party list.All Abbott affiliates globally must screen their prospective trade partners, customers, vendors, banks, healthcare professionals, principal investigators, speakers, recipients of donations, etc. against all applicable and relevant restricted party lists. | 美国法律禁止与任何属于 SDN 或在受限制方名单上的个人或组织开展业务。雅培在全球的所有分支机构都必须对其潜在的贸易伙伴、客户、供应商、银行、医疗保健专业人士、主要调查人员、发言人、捐款接受者等进行筛查，以排除所有适用和相关的受限制方名单。 |
| [Screen 53](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=80_C_54) [80\_C\_54](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=80_C_54)  | In addition, all Abbott affiliates globally must continue to screen their existing trade partners on an ongoing basis to ensure that they are not subsequently added to a restricted party list after the initial screening has been completed. | 此外，雅培在全球的所有分支机构必须对其现有的贸易伙伴进行持续性筛查，以避免在完成首次筛查后贸易伙伴随后被列入受限方名单的情况。 |
| [Screen 54](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=81_C_55) [81\_C\_55](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=81_C_55)  | Screening is critical for compliance with sanctions programs.To help you conduct screening, Abbott’s Global Trade Compliance department has implemented a system that makes screening easy and efficient. This system allows you to screen a name or entity against the current restricted party lists, and once a name/entity is uploaded, the system automatically re-screens it whenever the lists are updated. To obtain access to the system and instructions on how to use it, please contact CCTC\_DPS@abbott.com. | 筛查对遵守制裁计划至关重要。为了帮助你进行筛查，雅培的全球贸易合规部采用了一个系统，使筛查变得简单有效。此系统使你能够根据当前受限制方名单对名称或实体进行筛查，名称/实体上传后，每当名单更新时系统将自动对其进行重新筛查。若要访问此系统并了解其使用说明，请联系 CCTC\_DPS@abbott.com。 |
| [Screen 55](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=82_C_56) [82\_C\_56](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=82_C_56)  | Did you know?The Denied Party Screening Procedure (CCTC8990.09.001) provides guidelines for complying with the denied party screening requirements and applies to all subsidiaries and divisions of Abbott globally. | 你知道吗？《被拒绝方筛查流程》(CCTC8990.09.001) 提供了遵守被拒绝方筛查要求的指南，适用于雅培全球的所有子公司和部门。 |
| [Screen 56](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=83_C_57) [83\_C\_57](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=83_C_57)  | If screening reveals that a name or an entity appears on a restricted party list as an exact match, you should proceed with extreme caution.You should immediately suspend transactions involving the person or entity listed and contact CCTC\_DPS@abbott.com for further due diligence. | 如果筛查显示某个名称或实体与受限制方名单上的名称或实体完全匹配，则应格外谨慎。你应该立即暂停与涉及名单上个人或实体的交易，并联系 CCTC\_DPS@abbott.com 作进一步尽职调查。 |
| [Screen 57](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=84_C_58) [84\_C\_58](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=84_C_58)  | Most (but not all) transactions with denied parties are prohibited.Each country’s specific sanctions program has exceptions, exemptions, and licensed activities that may permit a particular transaction to go forward. To learn more about Abbott’s Denied Party Screening requirements, review the Denied Party Screening page on Abbott World. | 与被拒绝方进行的大多数（但不是所有）交易都被禁止。每个国家/地区的具体制裁计划都有例外、豁免和许可的活动，可能允许某一特定交易继续进行。如需详细了解雅培的被拒绝方筛查要求，请查阅“雅培全球”上的“被拒绝方筛查”页面。 |
| [Screen 58](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=85_C_59) [85\_C\_59](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=85_C_59)  | During the normal course of your business, watch out for red flags that can warn you of a potential violation of a trade sanctions program or might indicate that a product is destined for an unintended end-use, end-user, or end destination. | 在你的正常业务过程中，请注意那些危险信号，它们警告你可能违反了贸易制裁计划，或者可能表明产品将被用于非预期的最终用途、提供给非预期的最终用户或发送至非预期的最终目的地。 |
| [Screen 59](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=86_C_60) [86\_C\_60](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=86_C_60)  | Identifying a red flag does not mean that the transaction cannot or should not proceed, but it does warn you of suspicious circumstances that need to be investigated before proceeding further. | 确认危险信号并不意味着交易不能或不应该继续进行，但这些信号确实警告你在进一步进行之前需要调查可疑情况。 |
| [Screen 60](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=87_C_61) [87\_C\_61](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=87_C_61)  | Turning a blind eye to red flags and proceeding with a transaction with knowledge that a violation has occurred or is about to occur is in itself a violation of the regulations.For example, if the end-user hospital name indicates possible connections with a sanctioned country (such as "Cuban Hospital" located in Qatar), this should be treated as a red flag that requires further investigation before proceeding. | 对危险信号视而不见，在明知违规已经发生或即将发生的情况下继续进行交易，这本身就是违规行为。例如，如果最终用户医院的名称表明可能与受制裁国家/地区有联系（例如位于卡塔尔的“古巴医院”），这应该被视为一个危险信号，需要进一步调查才能继续。 |
| [Screen 61](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=88_C_62) [88\_C\_62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=88_C_62)  | Here are some other red flags you should watch out for:* A customer declines routine installation, training, or maintenance service for a product that she has recently purchased (e.g., a diagnostic analyzer);
* A customer is willing to pay cash for an item that would normally be paid for in installments;
* You notice a large unexplained increase in orders from a customer.

The list above isn’t all-inclusive, so always be on alert for other possible red flags. Additional examples of red flags can be found in the Corporate Finance Policy CFM 8990 – U.S. Export and Foreign Trade Control Laws and Regulations. If you do notice any red flags, contact exports@abbott.com for further instructions. | 下面是一些你应该注意的其他危险信号：* 客户拒绝为其最近购买的产品（例如诊断分析仪）提供常规安装、培训或维护服务；
* 客户愿意用现金购买通常需要分期付款的商品；
* 你注意到一位客户的订单出现了原因不明的大幅增长。

以上名单并非详尽无遗，所以要时刻警惕其他可能出现的危险信号。可在公司财务政策“CFM 8990 — 美国出口和对外贸易管制法律法规”中找到有关危险信号的其他示例。如果你确实注意到任何危险信号，请联系 exports@abbott.com 获取进一步指示。 |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=89_C_63) [89\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=89_C_63)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=90_C_63) [90\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=90_C_63)  | Which of the following are red flags that should alert you that you may be dealing with a sanctioned country or person? | 下列哪项是警告你可能正在与一个受制裁国家/地区或主体打交道的危险信号？ |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=91_C_63) [91\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=91_C_63)  | A company based in Rome that has connections to Iran asks you to ship an order to Turkey, one of Iran's neighbors.You meet with a customer in Belgium. His company is called International Trade Co. of Syria.A purchasing agent is reluctant to provide you with information about the final destination of some nutritional product you are selling.Orders for assays come from a location different from the location to which you sold the analyzer product.Submit | 一家与伊朗有业务联系的罗马公司请你向伊朗的邻国土耳其发货。你在比利时会见一位客户。他的公司名为叙利亚国际贸易公司 (International Trade Co. of Syria)。采购代理不愿意向你提供有关你正在销售的某些营养产品的最终目的地的信息。化验订单来源地不同于你的分析仪产品销售目的地。提交 |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=92_C_63) [92\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=92_C_63)  | That's correct!That's not correct!These are all examples of red flags that should alert you that you may be dealing with a sanctioned country or person. | 正确！不正确！这些都是警告你可能正在与一个受制裁国家/地区或主体打交道的危险信号示例。 |
| [Screen 63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=93_C_64) [93\_C\_64](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=93_C_64)  | Violations of the U.S. sanctions programs may result in civil penalties of more than U.S. $300,000 per violation and criminal penalties of up to $1 million and/or 20 years imprisonment per violation.Other consequences such as negative publicity and loss of export privileges may also occur. | 违反美国制裁计划可能导致每项违规行为被处以 30 万美元以上的民事罚款和最高 100 万美元的刑事罚款，以及/或 20 年的监禁。也可能出现其他后果，如造成负面形象和失去出口特权。 |
| [Screen 64](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=94_C_65) [94\_C\_65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=94_C_65)  | Self-disclosing a violation is a significant mitigating factor in terms of reducing penalties.So if you are aware of any potential violations, immediately contact Global Trade Compliance at +1-224-668-9585 or Legal Regulatory & Compliance at +1-224-668-5635. | 自我披露违规行为是减轻处罚的重要因素。如果你察觉到任何潜在的违规行为，请立即拔打 +1-224-668-9585 与全球贸易合规部联系，或拔打 +1-224-668-5635 与法律监管与合规部联系。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=95_C_66) [95\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=95_C_66)  | Trade sanctions programs are complicated and can change in response to international events.CLICK FORWARD TO LEARN WHAT YOU CAN DO TO FULLY COMPLY WITH ALL U.S. FOREIGN TRADE CONTROLS AND SANCTIONS PROGRAMS. | 贸易制裁计划很复杂，并且可能随着国际事件而发生变化。点击向前箭头，了解如何遵守美国所有的外贸管制和制裁计划。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=96_C_66) [96\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=96_C_66)  | Follow Policies and ProceduresBe aware of and follow Abbott’s policies and procedures for processing and reviewing business activities that could be affected by sanctions programs. | 遵循政策和流程了解并遵循雅培的政策和流程，以处理并审查可能受到制裁计划影响的商业活动。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=97_C_66) [97\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=97_C_66)  | Watch Out for Red FlagsAlways watch out for red flags indicating potential sanctions violations. | 注意危险信号始终注意可能违反制裁计划的危险信号。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=98_C_66) [98\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=98_C_66)  | Stop the TransactionIf you spot a red flag, immediately stop the transaction and contact exports@abbott.com for guidance. | 停止交易如果你发现一个危险信号，请立即停止交易，并联系 exports@abbott.com 以获取指导。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=99_C_66) [99\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=99_C_66)  | Screen Trade PartnersAlways screen prospective trade partners, customers, vendors, healthcare professionals, etc. against all applicable and relevant restricted party lists, and ensure that existing partners are screened on an ongoing basis. | 筛查贸易伙伴始终对潜在贸易伙伴、客户、供应商、医疗保健专业人士等进行筛查，以排除所有适用和相关的被限制方名单，并确保对现有的合作伙伴进行持续筛查。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=100_C_66) [100\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=100_C_66)  | Raise Questions and ConcernsIf you have any questions or concerns about sanctions, raise them immediately to exports@abbott.com. | 提出问题和疑虑如果你对制裁有任何疑问或疑虑，请立即通过发送电子邮件至 exports@abbott.com 提出。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=101_C_67) [101\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=101_C_67)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=102_C_67) [102\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=102_C_67)  | Denied Party ScreeningAll Abbott affiliates globally must screen their prospective trade partners, customers, vendors, banks, healthcare professionals, principal investigators, speakers, recipients of donations, etc. against all applicable and relevant restricted party lists. | 被拒绝方筛查雅培在全球的所有分支机构都必须对其潜在贸易伙伴、客户、供应商、银行、医疗保健专业人士、主要调查人员、发言人、捐款接受者等进行筛查，以排除所有适用和相关的受限制方名单。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=103_C_67) [103\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=103_C_67)  | Abbott’s Denied Party Screening SystemAbbott’s Denied Party Screening System makes screening easy and efficient. To obtain access to the system and instructions on how to use it, contact CCTC\_DPS@abbott.com. | 雅培的被拒绝方筛查系统雅培的被拒绝方筛查系统使筛查变得简单有效。若要访问本系统并了解其使用说明，请联系 CCTC\_DPS@abbott.com。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=104_C_67) [104\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=104_C_67)  | If an Entity Appears on Restriction ListIf screening reveals that a name or an entity appears on a restricted party list as an exact match, you should immediately suspend transactions involving the person or entity listed and contact CCTC\_DPS@abbott.com for further due diligence. | 如果实体出现在受限方名单中如果筛查显示某个名称或实体与受限制方名单上的名称或实体完全匹配，你应该立即暂停与涉及名单上所列个人或实体的交易，并联系 CCTC\_DPS@abbott.com 作进一步尽职调查。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=105_C_67) [105\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=105_C_67)  | Red FlagsDuring the normal course of your business, watch out for red flags that can warn you of a potential violation of a trade sanctions program or might indicate that a product is destined for an unintended end-use, end-user, or end destination. | 危险信号在你的正常业务过程中，请注意那些危险信号，它们警告你可能违反了贸易制裁计划，或者可能表明产品将被用于非预期的最终用途、提供给非预期的最终用户或发送至非预期的最终目的地。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=106_C_67) [106\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=106_C_67)  | Violations of U.S. Trade Sanctions ProgramsViolations of the U.S. sanctions programs may result in civil penalties of more than U.S. $300,000 per violation and criminal penalties of up to $1 million and/or 20 years imprisonment per violation. | 违反美国制裁计划违反美国制裁计划可能导致每项违规行为被处以 30 万美元以上的民事罚款和最高 100 万美元的刑事罚款，以及/或 20 年的监禁。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=107_C_67) [107\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=107_C_67)  | Questions and ConcernsIf you have any questions or concerns about sanctions, raise them immediately to exports@abbott.com. | 问题和疑虑如果你对制裁有任何疑问或疑虑，请立即通过发送电子邮件至 exports@abbott.com 提出。 |
| [Screen 68](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=109_C_69) [109\_C\_69](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=109_C_69)  | Take a moment to confirm that you understand your responsibilities related to trade sanctionsI confirm that I understand my responsibilities regarding trade sanctions and know where to locate and review the applicable policies and procedures.Confirm | 花点时间确认你已经了解你应承担的和贸易制裁相关的责任我确认我已经了解自己应承担的和贸易制裁相关的责任，并知晓在哪里查找并参阅适用的政策和流程。确认 |
| [Screen 69](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=110_C_70) [110\_C\_70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=110_C_70)  | The Knowledge Check that follows consists of 10 questions. You must score 80% or higher to successfully complete this course.WHEN YOU ARE READY, CLICK THE KNOWLEDGE CHECK BUTTON. | 随后的知识测验部分含 10 道题。你必须达到 80% 或以上的正确率才能成功通过本课程测验。准备好后，请点击“知识测验”按钮。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=111_C_71) [111\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=111_C_71)  | [1] Julie is a U.S. citizen and an Abbott employee in Canada. She is asked to arrange a trip to Cuba for a group of her Canadian colleagues, including booking hotel accommodations in Havana and some tourism. Canada has no economic sanctions against Cuba. Is it okay for Julie to arrange this trip? | [1] Julie 是美国公民，也是雅培在加拿大的员工。她被要求为她的一组加拿大同事安排一次古巴之旅，包括预订哈瓦那的酒店住宿和一些旅游项目。加拿大对古巴没有实施经济制裁。Julie 是否可以安排这次旅行？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=112_C_71) [112\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=112_C_71)  | [1] Yes. | [1] 是。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=113_C_71) [113\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=113_C_71)  | [2] No.Next | [2] 否。下一页 |
| Screen 70Question 1: Feedback114\_C\_71 | There are several reasons why Julie must refrain from any involvement in arranging the travel:* As a U.S. citizen, Julie is considered a “U.S. person” and is subject to trade sanctions against Cuba, regardless of where she resides.
* As a U.S. person, Julie may not assist non-U.S. persons to travel to Cuba for business or any purpose.
* As an employee of Abbott – a U.S. company – Julie is required to comply with all U.S. trade sanctions programs and controls in every country in which Abbott does business.
 | Julie 不得参与旅行安排的原因有以下几点：* 作为美国公民，Julie 被视为“美国主体”并受到对古巴的贸易制裁的约束，无论她居住在哪里。
* 作为美国主体，Julie 不可以帮助非美国主体前往古巴出差或实现任何其他目的。
* 作为雅培（一家美国公司）的员工，Julie 必须遵守所有美国贸易制裁计划和管制措施，在所有雅培开展业务所在的国家/地区。
 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=115_C_71) [115\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=115_C_71)  | [2] James, an Abbott Business Development Manager in the U.S., received a request for export of goods and services to Iran. He was aware of the general restriction against U.S. exports to Iran, so he passed along the business to his colleague in Spain. Is this okay? | [2] James 是雅培公司在美国的一名业务开发经理，他收到了向伊朗出口货物和服务的需求。他知道美国出口伊朗受到普遍限制，所以他把该业务转交给了他在西班牙的同事。这是否可以？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=116_C_71) [116\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=116_C_71)  | [1] Yes. | [1] 是。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=117_C_71) [117\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=117_C_71)  | [2] No.Next | [2] 否。下一页 |
| Screen 70Question 2: Feedback118\_C\_71 | James should not have referred the business to his colleague in Spain because:* Using a subsidiary to have dealings with a sanctioned country, like Iran, is considered facilitation of activities by others, and is prohibited. Referring the business to the subsidiary likely violates the OFAC sanctions, even if the subsidiary never actually engages in any Iran business. The prohibition on facilitation makes it illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not authorized or permitted to participate in yourself.
* Because James’ colleague is an employee of Abbott – a U.S. company – just like James, he or she is required to comply with all U.S. trade sanctions programs and controls in Spain and in every country in which Abbott does business.
 | James 不应该把业务转交给他在西班牙的同事，因为：* 利用子公司与受制裁国家/地区（如伊朗）进行交易被认为是为他人的活动提供便利，是被禁止的。即使子公司从未实际从事任何伊朗业务，将业务转交给该子公司仍可能违反了外国资产管制办公室 (OFAC) 的制裁。这项提供便利禁令规定，凡是协助非美国主体或公司参与你作为美国主体（或公司总部设在美国的公司员工）未被授权或不允许亲自参与的交易均属非法行为。

因为 James 的同事是雅培（一个美国公司）的员工），就像 James 一样，在西班牙以及每个雅培公司开展业务所在的国家/地区，他或她都必须遵守所有美国贸易制裁计划和管制措施。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=119_C_71) [119\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=119_C_71)  | [3] Which of the following are considered U.S. persons who must comply with U.S. trade sanctions?Check all that apply. | [3] 下列哪项是必须遵守美国贸易制裁的美国主体？请选择所有适用选项。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=120_C_71) [120\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=120_C_71)  | [1] A U.S. citizen who resides permanently in Israel. | [1] 永久居住在以色列的美国公民。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=121_C_71) [121\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=121_C_71)  | [2] The Paris affiliate of a U.S. company. | [2] 美国公司在巴黎设立的分支机构。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=122_C_71) [122\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=122_C_71)  | [3] A Mexican company located in Juarez that sells primarily to the U.S. | [3] 一家位于华雷斯（墨西哥北部城市）但产品主要销往美国的墨西哥公司。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=123_C_71) [123\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=123_C_71)  | [4] A Danish citizen visiting the U.S. while on vacation.Next | [4] 来美国度假的一名丹麦公民。下一页 |
| Screen 70Question 3: Feedback124\_C\_71 | U.S. trade sanctions apply to all "U.S. persons." The definition of a U.S. person includes:* Companies incorporated in or based in the U.S. (including Puerto Rico),
* Employees of U.S. companies (including those based in Puerto Rico), as well as employees of their non-U.S. affiliates,
* U.S. citizens or U.S. permanent residents, regardless of where they are located,
* Anyone who is in the U.S., including someone traveling on vacation, and
* Any foreign subsidiary of a U.S.-headquartered company or a U.S.-owned or-controlled entity.

So, the U.S. citizen living in Israel, the Paris affiliate of the U.S. company, and the Danish citizen while in the U.S. on vacation are all categorized as “U.S. persons.” But the Mexican company in Juarez is not, even though it trades with the U.S. | 美国的贸易制裁适用于所有“美国主体”。美国主体的定义包括：* 在美国注册成立或总部设于美国（包括波多黎各）的公司；
* 美国公司（包括总部设于波多黎各的公司）的员工，以及其非美国分支机构的员工；
* 美国公民或美国永久居民（无论其身在何处）；
* 任何在美国的人员，包括在美国度假旅行的人；
* 总部设在美国或美国拥有或控制实体的任何外国子公司。

因此，居住在以色列的美国公民、美国公司在巴黎设立的分支机构以及在美国度假的丹麦公民都被视为“美国主体”。但位于华雷斯的这家墨西哥公司尽管与美国有贸易往来，却并非美国主体。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=125_C_71) [125\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=125_C_71)  | [4] Which of the following actions by a U.S. company are likely to violate U.S. trade sanctions?Check all that apply. | [4] 美国公司的下列哪项行动可能违反美国的贸易制裁？请选择所有适用选项。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=126_C_71) [126\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=126_C_71)  | [1] Exporting goods to France, knowing they will be re-exported to North Korea. | [1] 将货物出口到法国，并知道它们将被再出口到朝鲜。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=127_C_71) [127\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=127_C_71)  | [2] Sending food and medicine to a sanctioned country without OFAC or BIS licensing. | [2] 在未经外国资产管制办公室 (OFAC) 或工业和安全局 (BIS) 许可的情况下向受制裁国家/地区运送食品和药品。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=128_C_71) [128\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=128_C_71)  | [3] Selling to a company owned by an SDN. | [3] 向“特别指定国民和被封锁主体”(SDN)所拥有的公司销售产品。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=129_C_71) [129\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=129_C_71)  | [4] Selling equipment to a research institute affiliated with the government of Iran. | [4] 向伊朗政府的附属研究机构销售设备。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=130_C_71) [130\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=130_C_71)  | [5] Purchasing goods that contain components, materials or ingredients sourced from sanctioned countries.Next | [5] 购买的商品含有来自受制裁国家/地区的组件、材料或成分。下一页 |
| Screen 70Question 4: Feedback131\_C\_71 | All of these actions are likely to violate U.S. trade sanctions.* A U.S. company cannot use a non-sanctioned country, like France, to re-export goods to a sanctioned county, like North Korea.
* Exports of food and medicine to a sanctioned country for humanitarian reasons may be permitted, but only with appropriate licensing from OFAC or BIS.
* U.S. trade sanctions prohibit selling to a company owned 50% or more by an SDN.
* It is a violation of U.S. sanctions to sell equipment to a company that has an affiliation with a sanctioned country, like Iran.
* A U.S. company cannot purchase goods, in whole or in part, that have been produced, manufactured, extracted, or processed in a sanctioned country or procured from a sanctioned person.
 | 所有这些行动都可能违反美国的贸易制裁。* 美国公司不得利用非受制裁国家（比如：法国），将货物再出口受制裁国家（比如：朝鲜）。
* 出于人道主义原因可能允许向受制裁国家/地区出口食品和药品，但必须获得 外国资产管制办公室 (OFAC) 或工业和安全局 (BIS) 的适当许可。
* 美国的贸易制裁禁止向“特别指定国民和被封锁主体”(SDN) 拥有 50% 或以上股份的公司出售产品。
* 向与伊朗等受制裁国家有附属关联的公司出售设备违反美国的制裁计划。
* 美国公司不可购买全部或部分在受制裁国家/地区生产、制造、提取或加工的货物，或者从受制裁主体那里购买货物。
 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=132_C_71) [132\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=132_C_71)  | [5] Istanbul Distributors, organized under the laws of Turkey, is a customer of Abbott. Istanbul Distributors places an order with Abbott for five (5) diagnostic devices. The purchasing agent specifically requests that all the labelling and packaging for the shipment be in Farsi because the devices are intended for re-export to Iran. Which of the following is true? | [5] 根据土耳其法律成立的伊斯坦布尔经销商是雅培的客户。伊斯坦布尔经销商向雅培公司订购五 (5) 台诊断设备。采购代理特别要求所有产品的标签和包装都使用波斯语，因为打算将这些设备再出口到伊朗。以下哪一项是正确的？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=133_C_71) [133\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=133_C_71)  | [1] Abbott may sell the devices to Istanbul Distributors because Turkey does not impose economic sanctions on Iran. | [1] 雅培可把这些设备出售给伊斯坦布尔经销商，因为土耳其未对伊朗实施经济制裁。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=134_C_71) [134\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=134_C_71)  | [2] Abbott may sell the devices to Istanbul Distributors as long as none of the documents relating to the transaction indicate that the devices are intended for re-export to Iran. | [2] 雅培可向伊斯坦布尔经销商销售这些设备，只要与交易相关的文件中没有表明打算将这些设备再出口到伊朗。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=135_C_71) [135\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=135_C_71)  | [3] Abbott may not sell the devices to Istanbul Distributors without a license because Abbott knows that the devices are intended for re-export to Iran.Next | [3] 雅培不可在没有许可证的情况下将这些设备出售给伊斯坦布尔经销商，因为雅培公司知道这些设备将被再出口到伊朗。下一页 |
| Screen 70Question 5: Feedback136\_C\_71 | Sending goods from the U.S. to a non-sanctioned country, like Turkey, with the intention of re-exporting them into a targeted country, like Iran, would be a violation of the U.S. sanctions program. Abbott may not sell the devices without a license to Istanbul Distributors because Abbott knows that the devices are intended for re-export to Iran. Even without explicit knowledge that the devices are destined for Iran, the request for Farsi labelling is a red flag that would require us to ask questions about the intended end-destination. | 从美国向土耳其等未受制裁国家/地区运送货物，目的是将货物再出口到伊朗等目标国家/地区，这将违反美国的制裁计划。雅培不可在没有许可证的情况下将设备卖给伊斯坦布尔的经销商，因为雅培知道这些设备是打算要被再出口到伊朗的。即使不明确知道这些设备意欲运往伊朗，要求采用波斯语标签也是一个危险信号，此时我们就需要询问货物的预期最终目的地。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=137_C_71) [137\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=137_C_71)  | [6] Trade sanctions are always imposed against countries and not individuals or entities. | [6] 贸易制裁始终针对国家/地区，而不是针对个人或实体。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=138_C_71) [138\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=138_C_71)  | [1] True. | [1] 对。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=139_C_71) [139\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=139_C_71)  | [2] False.Next | [2] 错。下一页 |
| Screen 70Question 6: Feedback140\_C\_71 | While trade sanctions can be imposed against countries, they can also be imposed against individuals and entities suspected of illegal activity. This can help prevent the spread of criminal enterprises. Governments of various countries maintain the details of these persons and entities on lists, and any sanctions against them are called list-based sanctions. | 可以对国家/地区实施贸易制裁，也可以对涉嫌非法活动的个人和实体实施制裁。这有助于防止犯罪活动扩大。各国政府将这些个人和实体的详细情况列在名单上，对他们实施的任何制裁都称为基于名单的制裁。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=141_C_71) [141\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=141_C_71)  | [7] Which of the following could happen to a U.S.-based company that imports refurbished medical equipment marked "Made in Iran” from Europe-based Iranian doctors?Check all that apply. | [7] 一家美国公司从在欧洲执业的伊朗医生那里进口标有“伊朗制造”的翻新医疗设备，这家公司可能发生以下哪种情况？请选择所有适用选项。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=142_C_71) [142\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=142_C_71)  | [1] Nothing. The goods are imported from Europe, not Iran. | [1] 什么也不做。这些货物是从欧洲进口的，而非伊朗。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=143_C_71) [143\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=143_C_71)  | [2] If the imports are not properly licensed, the company may have to pay a fine of more than U.S. $300,000 per violation. | [2] 如果这些进口产品没有得到适当的许可，该公司可能要为每一项违规行为支付 30 多万美元的罚款。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=144_C_71) [144\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=144_C_71)  | [3] If there is evidence that the owners of the company are intentionally hiding the true country of origin, they may be prosecuted and, if convicted, imprisoned and fined.Next | [3] 如果有证据表明该公司所有者故意隐瞒真正的原产国，他们可能会被起诉，如果罪名成立，可能会被监禁和罚款。下一页 |
| Screen 70Question 7: Feedback145\_C\_71 | OFAC rules generally prohibit imports from Iran. Violations of U.S. sanctions may result in civil penalties of more than U.S. $300,000 per violation. Also, if the violation is found to be criminal in nature, higher penalties and potential imprisonment may apply. | 外国资产管制办公室 (OFAC) 规定一般禁止从伊朗进口。如有违反美国制裁的行为，将会导致可能超过 30 万美元的民事处罚。此外，如果违规行为被认定为具有刑事性质，则可能会被处以更严厉的刑罚和监禁。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=146_C_71) [146\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=146_C_71)  | [8] You have screened a prospective customer against all applicable and relevant restricted party lists. The customer does not appear on any of the lists. Your manager shares a red flag she identified about the customer. You decide not to look into the red flag because you have already screened the customer. Is this okay? | [8] 你已对照所有适用和相关的被限制方名单筛查了潜在客户。客户没有出现在任何名单中。你的经理发现了一个关于该客户的危险信号，并告诉了你。你决定不调查危险信号，因为你已经对客户进行了筛查。这是否可以？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=147_C_71) [147\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=147_C_71)  | [1] Yes. | [1] 是。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=148_C_71) [148\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=148_C_71)  | [2] No.Next | [2] 否。下一页 |
| Screen 70Question 8: Feedback149\_C\_71 | Red flags warn you of suspicious circumstances that need to be investigated before proceeding. If you do not investigate the red flag and end up doing business with a restricted party, you can be found guilty of violating U.S. trade sanctions laws, even if your violations are unintended. | 危险信号警告你有可疑的情况，需要在继续之前进行调查。如果你不调查这个危险信号，最终与一个被限制方开展业务，那么你可能会被认定违反美国的贸易制裁法，即使你的违法行为是无意的。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=150_C_71) [150\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=150_C_71)  | [9] Which of the following should warn you that a transaction could potentially violate U.S. trade sanctions laws? | [9] 以下哪项警告你某项交易可能违反了美国的贸易制裁法？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=151_C_71) [151\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=151_C_71)  | [1] A customer requests an order to be delivered to an unusual location. | [1] 客户请求将订单发送到一个不寻常的地点。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=152_C_71) [152\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=152_C_71)  | [2] A customer insists on paying cash for an expensive item that would normally be paid for in installments. | [2] 客户坚持用现金来购买昂贵的商品，而这些商品通常都是可以分期付款购买的。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=153_C_71) [153\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=153_C_71)  | [3] The name of the company you are dealing with indicates possible ties with a sanctioned country. | [3] 你正在进行交易的公司的名称表明它可能与一个受制裁国家/地区有关联。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=154_C_71) [154\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=154_C_71)  | [4] A product's technical specifications do not fit the technical specifications of products typically found in the country it is being shipped to. | [4] 产品的技术规格不符合其被运往国家/地区的典型技术规格。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=155_C_71) [155\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=155_C_71)  | [5] All of the above.Next | [5] 以上全部。下一页 |
| Screen 70Question 9: Feedback156\_C\_71 | All of these actions should raise red flags or warning signals as they all indicate potential violations of U.S. trade sanctions laws. | 所有这些行为都应该被认为是危险信号或警告信号，因为它们都表明可能潜在违反了美国的贸易制裁法。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=157_C_71) [157\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=157_C_71)  | [10] Who should you contact if you have any questions or would like to learn more about sanctions programs? Check all that apply. | [10] 如果你有任何问题或者想了解更多关于制裁计划的信息，你应该联系谁？ 请选择所有适用选项。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=158_C_71) [158\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=158_C_71)  | [1] Human Resources (HR) | [1] 人力资源部 (HR) |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=159_C_71) [159\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=159_C_71)  | [2] Global Trade Compliance | [2] 全球贸易合规部 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=160_C_71) [160\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=160_C_71)  | [3] Public Affairs | [3] 公共事务部 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=161_C_71) [161\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=161_C_71)  | [4] Legal Regulatory & Compliance (LR&C)Submit | [4] 法律监管与合规部 (LR&C)提交 |
| Screen 70Question 10: Feedback162\_C\_71 | If you have questions or would like to learn more about sanctions programs, please contact Global Trade Legal Regulatory & Compliance (LR&C) at exports@abbott.com. | 如果你有任何问题或想了解更多有关制裁计划的信息，请通过发送电子邮件至 exports@abbott.com 联系全球贸易法律监管与合规部 (LR&C)。 |
| [Screen 71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=163_C_72) [163\_C\_72](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=163_C_72)  | No results are available, as you have not completed the Knowledge Check.Congratulations! You have successfully passed the Knowledge Check.Please review your results below by clicking on each question.Once you’re done, click the forward arrow to take a short survey.Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.When you are done, click the Retake button. | 你尚未完成知识测验，无法查看结果。恭喜！你已顺利通过知识测验。请点击问题，在下方查看你的测验结果。完成后，请点击前进箭头，参加一个简短调查。抱歉，你未通过知识测验。请点击各个问题，在下方查看你的测验结果。完成后，请点击重新测验按钮。 |
| [Screen 72](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=167_C_199) [167\_C\_199](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=167_C_199)  | [3] As a result of this session, I have a better understanding of trade sanctions.Strongly DisagreeDisagreeNeutralAgreeStrongly Agree | [3] 学完本课后，我对贸易制裁有了更好的了解。强烈反对反对中立同意强烈同意 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=170_C_200) [170\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=170_C_200)  | Where to Get Help | 获取帮助的途径 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=171_C_200) [171\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=171_C_200)  | MANAGER OR SUPERVISORIf you spot a red flag when dealing with a trade partner, have concerns related to attempts by anyone to circumvent sanctions, or if you have general questions about trade sanctions programs, always speak to your manager. Your manager knows you and your work environment and should be able to help you address the situation appropriately. You can also talk to your manager if you have questions on how this course applies to your specific job responsibilities. | 经理或主管如果你在与贸易伙伴打交道时发现了危险信号，担心有人试图规避制裁，或者如果你对贸易制裁计划有一些普通问题，一定要向你的经理提出。你的经理了解你和你的工作环境，应该能够帮助你妥善处理这种情况。如果不确定本课程在哪些方面适用于你的具体工作职责，也请询问你的经理。 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=172_C_200) [172\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=172_C_200)  | WRITTEN STANDARDS* Review Abbott’s [Code of Business Conduct](http://www.abbott.com/investors/governance/code-of-business-conduct.html) for guidance on complying with all applicable trade regulations.
* Refer to the following corporate policies and procedures for processing and reviewing business activities that could be affected by sanctions programs. Click [here](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/Policies-and-Procedures.aspx) to access the documents on Abbott World.
* Corporate Legal Policy 60-3 – U.S. Foreign Embargo & Trade Control Laws
* CFM 8990 – Sanctions and Foreign Trade Controls
* CCTC8990.01.001 – Deemed Export Controls
* CCTC8990.03.001 – BIS Export / Reexport License Requests
* CCTC8990.09.001 – Denied Party Screening Procedure
* CCTC8990.10.001 -- OFAC Licensing Procedure
* CCTC8990.10.003 – Commercial Activities Involving OFAC General Licenses
* CCTC8990.10.004 – Interactions with Healthcare Professionals and Sanctioned Countries
* CCTC8990.11.001 – Export Control Classification Number Classifications
 | 书面标准* 查看雅培的[《商业行为准则》](http://www.abbott.com/investors/governance/code-of-business-conduct.html)，以获得遵守所有适用贸易法规的相关指导。
* 请参考下面的公司政策和流程，以处理并审查可能受到制裁计划影响的商业活动。点击[此处](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/Policies-and-Procedures.aspx)，访问“雅培全球”上的文档。
* 公司法律政策 60-3 — 美国对外禁运和贸易管制法律
* CFM 8990 — 制裁和对外贸易管制
* CCTC8990.01.001 — 认定的出口管制
* CCTC8990.03.001 — 工业和安全局 (BIS) 出口/再出口许可申请
* CCTC8990.09.001 — 被拒绝方筛查流程
* CCTC8990.10.001 — 外国资产管制办公室 (OFAC) 许可流程
* CCTC8990.10.003 — 涉及外国资产管制办公室 (OFAC) 一般许可的商业活动
* CCTC8990.10.004 — 与医疗保健专业人士和受制裁国家/地区的互动交流
* CCTC8990.11.001 — 出口管制分类编号分类
 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=173_C_200) [173\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=173_C_200)  | Global Trade ComplianceGlobal Trade Compliance is a corporate resource available to address your questions or concerns about trade sanctions programs. If you have any questions or would like to learn more about sanctions programs, please contact:Phone: +1-224-668-9585Email: exports@abbott.comWebsite:* Denied Party Screening details can be reviewed on Abbott World by clicking [here](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/DeniedPartyScreening.aspx) .
* If you have any concerns about a potential violation, immediately contact Global Trade Compliance at +1-224-668-9585 or Legal Regulatory & Compliance at +1-224-668-5635.
 | 全球贸易合规部全球贸易合规部是公司的一个服务部门，可帮助解决你在贸易制裁计划方面的问题或疑虑。如果你有任何问题或想要了解更多关于制裁计划的信息，请联系：电话：+1-224-668-9585电子邮箱：exports@abbott.com网站：* “被拒绝方筛查”详情可通过点击[此处](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/DeniedPartyScreening.aspx)，在“雅培全球”上进行查阅。
* 如果你对潜在的违规行为有任何疑虑，请立即拔打 +1-224-668-9585 与全球贸易合规部联系，或拔打 +1-224-668-5635 与法律监管与合规部联系。
 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=174_C_200) [174\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=174_C_200)  | Legal DivisionContact the Legal Division at +1-224-668-5635 with questions or concerns about legal implications of potential trade sanctions violations. | 法律部如对潜在的贸易制裁违规行为所产生的法律影响有问题或疑虑，请拔打 +1-224-668-5635 与法律部联系。 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=175_C_200) [175\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=175_C_200)  | OFFICE OF ETHICS AND COMPLIANCE (OEC)The OEC is a corporate resource available to address your compliance questions or concerns, including interactions that may occur in connection with meals, travel, and entertainment.* Visit the [Contact OEC](https://icomply.abbott.com/Apps/ComplianceContacts/) page on the [OEC website](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance) on Abbott World.
* Visit [Speak Up](http://speakup.abbott.com/) to voice your concerns about potential violations of our Code of Business Conduct or policies. [Speak Up](http://speakup.abbott.com/) is available globally, 24/7 in multiple languages.
* You can also email investigations@abbott.com.
 | 商业道德合规部商业道德合规部是公司服务部门，可帮助你解决合规问题或疑虑，包括可能与宴请、差旅和招待相关的互动交流。* 访问“雅培全球”[商业道德合规部网站](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance)上的[联系商业道德合规部](https://icomply.abbott.com/Apps/ComplianceContacts/)页面。
* 访问 [Speak Up](http://speakup.abbott.com/)，表达你对可能违反我们的《商业行为准则》或政策的疑虑。[Speak Up](http://speakup.abbott.com/) 在全球范围内 7\*24 小时全天候以多种语言提供服务。
* 你还可以发送邮件至investigations@abbott.com。
 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=176_C_200) [176\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=176_C_200)  | Course ResourcesTranscriptClick [here](file:///C%3A/dev/AbbottUTA/courses/EN-US/translation/reference/Transcript.pdf) for a full transcript of the course | 课程资源录音文稿点击[此处](file:///C%3A/dev/AbbottUTA/courses/EN-US/translation/reference/Transcript.pdf)，查看本课程的脚本全文 |
| 177\_toc\_1 | Welcome | 欢迎 |
| 178\_toc\_2 | Understanding Sanctions and Trade Compliance | 了解制裁与贸易合规 |
| 179\_toc\_3 | Our Philosophy | 我们的理念 |
| 180\_toc\_4 | Objectives | 目标 |
| 181\_toc\_5 | Table of Contents | 目录 |
| 182\_toc\_6 | Introduction to Trade Sanctions  | 贸易制裁简介  |
| 183\_toc\_7 | Trade Sanctions Defined | 贸易制裁的定义 |
| 184\_toc\_8 | Purpose of Trade Sanctions | 贸易制裁的目的 |
| 185\_toc\_9 | Violating Trade Sanctions | 违反贸易制裁 |
| 186\_toc\_10 | Abbott’s Commitment | 雅培的承诺 |
| 187\_toc\_11 | U.S. Persons Defined | 美国主体的定义 |
| 188\_toc\_12 | Other Sanctions Programs | 其他制裁计划 |
| 189\_toc\_13 | Quick Check | 快速测验 |
| 190\_toc\_14 | Review | 复习 |
| 191\_toc\_15 | Table of Contents | 目录 |
| 192\_toc\_16 | Laws and Regulations  | 法律法规  |
| 193\_toc\_17 | Introduction | 介绍 |
| 194\_toc\_18 | Comprehensive Sanctions | 全面制裁 |
| 195\_toc\_19 | Limited Sanctions | 有限制裁 |
| 196\_toc\_20 | List-based Sanctions | 基于名单的制裁 |
| 197\_toc\_21 | Quick Check | 快速测验 |
| 198\_toc\_22 | Review | 复习 |
| 199\_toc\_23 | Table of Contents | 目录 |
| 200\_toc\_24 | The Impact on Our Business  | 对我们业务的影响  |
| 201\_toc\_25 | Introduction | 介绍 |
| 202\_toc\_26 | Exportation and Re-exportation | 出口和再出口 |
| 203\_toc\_27 | Quick Check | 快速测验 |
| 204\_toc\_28 | Importation | 进口 |
| 205\_toc\_29 | Business Travel | 商务差旅 |
| 206\_toc\_30 | Facilitation of Activities by Others | 为他人的活动提供便利 |
| 207\_toc\_31 | Quick Check | 快速测验 |
| 208\_toc\_32 | Trying to Circumvent Sanctions | 试图规避制裁 |
| 209\_toc\_33 | Review | 复习 |
| 210\_toc\_34 | Table of Contents | 目录 |
| 211\_toc\_35 | Our Responsibilities | 我们的责任 |
| 212\_toc\_36 | Introduction | 介绍 |
| 213\_toc\_37 | Importance of Screening Trade Partners | 筛查贸易伙伴的重要性 |
| 214\_toc\_38 | Denied Party Screening System | 被拒绝方筛查系统 |
| 215\_toc\_39 | What to Do If You Find a Name on a Restricted Party List | 如果你发现一个名称/名字出现在被限制方名单上，该怎么办？ |
| 216\_toc\_40 | Red Flags | 危险信号 |
| 217\_toc\_41 | Quick Check | 快速测验 |
| 218\_toc\_42 | Consequences of Trade Sanctions Violations | 违反贸易制裁的后果 |
| 219\_toc\_43 | What to Do | 要采取的行动 |
| 220\_toc\_44 | Review | 复习 |
| 221\_toc\_45 | Table of Contents | 目录 |
| 222\_toc\_46 | Your Commitment | 你的承诺 |
| 223\_toc\_47 | Your Commitment | 你的承诺 |
| 224\_toc\_48 | Knowledge Check | 知识测验 |
| 225\_toc\_49 | Introduction | 介绍 |
| 226\_toc\_50 | Assessment | 评估 |
| 227\_toc\_51 | Feedback | 反馈 |
| 228\_toc\_52 | Survey | 调查 |
| 229\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit  | 本课程无法联系 LMS。点击“确定”继续复习本课程。注意：课程认证可能不可用。点击“取消”退出  |
| 230\_string\_2 | All questions remain unanswered | 所有问题均未回答 |
| 231\_string\_3 | Questions | 问题 |
| 232\_string\_4 | Question | 问题 |
| 233\_string\_5 | not answered | 未回答 |
| 234\_string\_6 | That's correct! | 正确！ |
| 235\_string\_7 | That's not correct! | 不正确！ |
| 236\_string\_8 | Feedback:  | 反馈： |
| 237\_string\_9 | Understanding Sanctions and Trade Compliance  | 了解制裁与贸易合规  |
| 238\_string\_10 | Knowledge Check | 知识测验 |
| 239\_string\_11 | Submit | 提交 |
| 240\_string\_12 | Retake | 重新测验 |
| 241\_string\_13 | Course Description: As a healthcare company, it is critical that we always do what is right for the many people we serve. This includes complying with all applicable laws and regulations. In this course, employees will learn how to comply with U.S. trade sanctions, the types of activities covered and how to recognize the warning signs of potential violations. ​​​​​​This course will take approximately 30 minutes to complete. | 课程描述：作为一个医疗保健公司，我们必须始终为我们所服务的对象正确行事。其中包括遵守所有适用法律法规。在本课程中，员工将学习如何遵守美国贸易制裁计划、每个计划所涵盖的活动类型以及如何识别潜在违规行为的警告信号。完成本课程大约需要 30 分钟。 |
| 242\_string\_14 | Menu | 菜单 |
| 243\_string\_15 | Resources | 资源 |
| 244\_string\_16 | Reference Material | 参考资料 |
| 245\_string\_17 | Audio | 音频 |
| 246\_string\_18 | Exit | 退出 |
| 247\_string\_19 | Close | 关闭 |
| 248\_string\_20 | Comment... | 点评…… |

Interactions with Competitors

|  |  |  |
| --- | --- | --- |
| ID | Source | Target |
| [Screen 0](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1) [1\_C\_1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1)  | Interactions with CompetitorsClick the forward arrow. | 与竞争对手的互动交流点击前进箭头。 |
| [Screen 1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2) [2\_C\_2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2)  | At Abbott, we are committed to fair dealing and complying with competition laws.Competition benefits everyone, from businesses to consumers to the economy as a whole. Competition results in dynamic markets, leading to increased productivity and better value for consumers. | 雅培承诺公平交易并遵守竞争法。从企业到消费者，再到整个经济，竞争可惠及每个人。竞争会让市场充满活力，进而提高生产力并为消费者创造更好的价值。 |
| [Screen 2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3) [3\_C\_3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3)  | Upon completion of this course, you will:* Be able to explain what anti-competitive behavior is, who it impacts, and how.
* Recognize that there are laws and regulations designed to prevent anti-competitive behavior.
* Understand Abbott’s expectations for conducting business globally in the right way.
* Know where to go for help and support.
 | 学完本课程后，你将：* 能够解释什么是反竞争行为、它会影响谁以及如何影响；
* 认识到为了防止反竞争行为出台了一些法律法规。
* 了解雅培对以正当方式在全球范围内开展业务的期望要求。

了解寻求帮助和支持的途径。 |
| [Screen 3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4) [4\_C\_4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4)  | [1] Welcome1 minute[2] Introduction to Antitrust2 minutes[3] Laws and Regulations4 minutes[4] The Impact on Our Business and Our Responsibilities5 minutes[5] Your Commitment1 minute[6] Knowledge Check3 minutesLearning ProgressThis Topic is now available. | [1] 欢迎1 分钟[2] 反垄断简介2 分钟[3] 法律法规4 分钟[4] 对我们业务的影响和我们的责任5 分钟[5] 你的承诺1 分钟[6] 知识测验3 分钟学习进度该主题的课程现可参加。 |
| [Screen 4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5) [5\_C\_5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5)  | In our day-to-day work activities, we sometimes interact with competitors.These interactions may take place in formal settings like when we are participating in tenders or trade association meetings, or in less formal settings like chance encounters in doctors’ offices. Regardless of the setting, any interaction with a competitor could potentially pose a risk to you and Abbott. | 在日常工作活动中，我们有时会与竞争对手打交道。这些互动可能发生在我们参加投标或行业协会会议等正式场合，也可能发生在不太正式的场合，如在医生诊所偶然相遇等。无论在什么场合，与竞争对手的任何互动都可能会给你和雅培带来风险。 |
| [Screen 5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6) [6\_C\_6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6)  | As a healthcare company, it is critical that we always do what is right for the many people we serve.This includes complying with antitrust laws designed to prevent unfair competition. | 作为一个医疗保健公司，我们必须始终为我们所服务的对象正确行事。其中包括遵守旨在防范不正当竞争的反垄断法。 |
| [Screen 6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7) [7\_C\_7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7)  | Competition laws, also known as antitrust laws, exist to protect consumers from conduct that is anti-competitive, deceptive, or unfair.These laws prohibit agreements that eliminate or discourage competition and apply to many aspects of our business, including relationships with competitors, prices, marketing and trade practices, and terms of sale to distributors and other customers. | 竞争法又称反垄断法，意在保护消费者免受反竞争、欺诈或不正当行为的侵害。这些法律禁止签订消除或阻碍竞争的协议，适用于我们业务的诸多方面，包括与竞争者的关系、价格、市场和贸易行为，以及与经销商及其他客户订立的销售条款。 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8) [8\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8) [9\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8)  | It is okay during an informal conversation to discuss product prices with competitors? | 在非正式谈话中，可以与竞争对手讨论产品价格吗？ |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8) [10\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8)  | TrueFalseSubmit | 对错提交 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8) [11\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8)  | That's correct!That's not correct!We must always exercise caution when interacting with competitors. You should not discuss sensitive business topics such as prices, sales terms, business or marketing plans, margins, costs, production capacity, inventory levels or discounts with competitors. | 正确！不正确！在与竞争对手打交道时，我们必须始终谨慎行事。你不应与竞争对手讨论业务话题，如价格、销售条款、商业或营销计划、利润、成本、生产能力、库存水平或折扣等。 |
| [Screen 9](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10) [13\_C\_10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10)  | Most countries in which we do business have laws that prohibit unfair competition. | 我们开展业务的大多数国家/地区都有禁止不正当竞争的法律。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11) [14\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11)  | Abbott’s own standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.These standards can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards. | 雅培自身的公平竞争标准与我们秉承诚信、公平、正直原则开展业务的承诺一致。这些标准详见雅培的《商业行为准则》和《全球商业道德与合规政策》。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11) [15\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11)  | Ensuring Our Interactions with Competitors are AppropriateAgreements or discussions with competitors regarding price, volume, limiting or controlling production or sales volume, customer or market allocation, tenders, requests for proposal, or bids are strictly prohibited.Boycotts are also prohibited. Agreeing with a competitor not to deal with another company or supplier, or encouraging others to do so, could be construed as unfair competition. | 确保我们与竞争对手的互动交流适当严禁与竞争对手商定或讨论价格、数量、限制或控制产量或销量、客户或市场分配、招标、征询方案或投标等。也禁止联合抵制。无论是与竞争对手约定不与其他公司或供应商交易，还是鼓励其他方这样做，均可能被视为不正当竞争。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11) [16\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11)  | Adhering to the LawsWe are committed to complying with competition laws in every country where we do business. | 遵守法律我们承诺遵守我们开展业务所在的各个国家/地区的竞争法。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11) [17\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11)  | Fair, Merit-Based Tender ProcessesAbbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. | 公平、择优筛选的招标流程雅培承诺在所有的招标、征询方案和投标中公平竞争。严禁与竞争对手勾结、串通投标、做出可能对评选结果产生不当影响的类似行为。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11) [18\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11)  | Meetings with CompetitorsWhen meeting with competitors, it is important to review the agenda to ensure that only appropriate topics are covered. Never engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume.If someone begins to discuss these matters, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. | 与竞争对手举行的会议与竞争对手举行会议时，一定要审核议程，确保只谈论适当的主题。切勿参与任何有关价格、投标、联合抵制第三方、客户或地区分配、限制产量或销量的讨论。如果有人开始讨论这些事宜，请立即采取措施。退出会议，并要求记录你的反对意见。离开会议时大张声势，让其他人记住你在被禁止的讨论开始时便离开了。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11) [19\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11)  | Competitors and the Labor MarketUnder competition laws, competitors include not only the companies with whom Abbott competes to sell our products, but also companies with whom we compete to hire employees.For example, discussing employee compensation with another company or agreeing with another company not to hire each other’s employees (no poach agreements) can also be viewed as anti-competitive. | 竞争对手与劳动力市场根据竞争法，竞争对手不仅包括在产品销售方面与我们竞争的公司，也包括在员工招聘方面与我们竞争的公司。例如，与其他公司讨论员工薪酬或与其他公司约定不雇用彼此的员工（“禁止互挖墙脚”协议）也可以被视为反竞争。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11) [20\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11)  | Reporting Suspected ViolationsWe are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. | 报告可疑违法行为我们承诺报告任何疑似违反雅培有关不正当竞争政策的行为。我们可以通过商业道德合规部、法律部或 Speak Up 报告。 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12) [21\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12)  | Quick CheckTest your knowledge now! | 快速测验立即测验你掌握的知识！ |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12) [22\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12)  | You are a Regional Sales Manager responsible for Abbott Vascular in Turkey. You are considering submitting a bid to supply product to a large public hospital in your area. You are aware that the contract is currently held by a local company. Before investing a lot of time into putting together the bid, you reach out to a counterpart at Medtronic to find out whether they are bidding. Is this okay? | 你是一名区域销售经理，负责土耳其的雅培血管业务部。你正考虑向你所在地区的一家大型公立医院投标，争取为其供应产品。你知道，该医院目前与当地一家公司签订了合同。在投入大量时间准备投标之前，你先联系了美敦力 (Medtronic) 的一位同行，了解他们是否也在参与竞标。这是否可以？ |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12) [23\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12)  | Yes, as long as you do not discuss pricing, discounts, rebates or any other terms of the bid.Yes, since the objective of the call is simply to establish whether or not Medtronic would bid.No. Any discussion with competitors regarding pricing or bidding strategies is strictly prohibited.Submit | 可以，只要你不讨论定价、折扣、返利或投标的任何其他条款。可以，此次联系的目标只是明确美敦力是否会参与竞标。不可以。严禁与竞争对手讨论定价或投标策略。提交 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12) [24\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12)  | That's correct!That's not correct!While there is no indication that the purpose of the call is to engage in rigging the bid, any discussion with a competitor about the terms of a bid or bidding strategies could be perceived as harmful to competition.For instance, if both Medtronic and Abbott refrain from submitting competitive bids, it could leave the door open for a single firm to bid on the contract. This could result in the hospital paying more than would be expected in a competitive situation. This could subsequently be viewed by the authorities as a type of bid suppression. | 正确！不正确！尽管没有迹象表明此次联系的目的是串通投标，但与竞争对手讨论投标条款或投标策略都可能被视为不利于竞争。例如，如果美敦力和雅培都不竞标，就会为某家公司竞标该合同创造机会。这可能会导致该医院的支出高于多家公司竞标情况下的预期费用。随后，相关主管部门可能会将这种行为视其为一种抑制投标行为。 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13) [25\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13)  |  |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13) [26\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13)  | You are an Area Sales Director for Abbott’s Rapid Diagnostics business in East Africa. At a meeting with a local distributor who distributes diagnostic testing equipment for you and a leading competitor, you are provided with a list of customers who the distributor says you should target for rapid diagnostic marketing. It is explained that a similar length list with different customers has been given to your competitor, so that the two companies’ marketing efforts don’t overlap. Since the distributor is responsible for the final sale of the companies’ products, you agree to limit your marketing efforts to the customers on the list. Is this okay? | 你是一名地区销售总监，负责雅培快速诊断部在东非的业务。你和当地一家经销商会面，这家经销商为你以及一家主要竞争对手分销诊断测试设备。会面时，这家经销商给了你一份客户名单，并表示你应该针对这些客户启动快速诊断营销。这家经销商指出，他还给了你的竞争对手一份长度相仿的不同客户名单，这样两家公司的营销工作就不会重叠了。由于这家经销商负责公司产品的最终销售，你便同意将营销工作范围限定为名单上的这些客户。这是否可以？ |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13) [27\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13)  | YesNoSubmit | 是否提交 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13) [28\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13)  | That's correct!That's not correct!Market or customer allocation is almost always illegal. The fact that the arrangement is being organized by a third party, in this case a local distributor, does not change the fact that dividing customers or geographic areas to avoid competition may result in customers paying more for their diagnostic equipment.When communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. | 正确！不正确！分配市场或客户几乎都是违法的。虽然这是第三方安排的（在本例中是当地经销商安排的），但这不能改变一个事实，即为了避免竞争而划分客户或地理区域，此举可能导致客户为诊断设备支出的费用会增加。在与第三方供应商和经销商沟通时，一定要警惕任何可能被视为限制竞争的安排。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14) [29\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14) [30\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14)  | Competition LawsMost countries in which we do business have laws that prohibit unfair competition. | 竞争法我们开展业务的大多数国家/地区都有禁止不正当竞争的法律。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14) [31\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14)  | Fair, Merit-Based Tender ProcessesAbbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. | 公平、择优筛选的招标流程雅培承诺在所有的招标、征询方案和投标中公平竞争。严禁与竞争对手勾结、串通投标、做出可能对评选结果产生不当影响的类似行为。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14) [32\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14)  | Meetings with CompetitorsNever engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume. | 与竞争对手会面切勿参与任何有关价格、投标、联合抵制第三方、客户或地区分配、限制产量或销量的讨论。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14) [33\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14)  | Responding to Anti-competitive DiscussionsIf someone begins to discuss sensitive business topics, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. | 应对反竞争讨论如果有人开始讨论敏感的业务话题，请立即采取措施。退出会议，并要求记录你的反对意见。离会时大张声势，让其他人记住你退出了被禁止的讨论内容开始时便离开了。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14) [34\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14)  | Reporting Suspected ViolationsWe are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. | 报告可疑违归行为我们承诺报告任何疑似违反雅培有关不正当竞争政策的行为。我们可以通过商业道德合规部、法律部或 Speak Up 报告。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16) [36\_C\_16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16)  | Abbott’s global standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.They outline at a high-level Abbott’s commitment to comply with the competition laws in every country in which we do business. | 雅培的全球公平竞争标准与我们秉承诚信、公平、正直原则开展业务的承诺一致。这些标准高度概括了雅培承诺在开展业务所在的各个国家/地区遵守竞争法。 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17) [37\_C\_17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17)  | Governments around the world have pursued actions against competitors who have colluded to limit competition.The penalties for anti-competitive behavior have increased significantly over recent years. | 世界各国政府都对合谋限制竞争的竞争者采取了行动。近年来，对反竞争行为的处罚力度明显加大。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18) [38\_C\_18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18)  | Besides civil and criminal penalties, there are other consequences.Since anti-competitive conduct usually results in higher prices or reduced selection for consumers, a company that commits such crimes risks seriously damaging its reputation in the eyes of its customers. | 除了民事和刑事处罚外，还有其他后果。反竞争行为通常会导致价格上涨或致使消费者的选择减少，因此，一个公司如果犯有此类罪行，可能会严重损害其在顾客眼中的声誉。 |
| [Screen 18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19) [39\_C\_19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19)  | As an Abbott employee, it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate.An employee who commits anti-competitive acts is violating company policies and can face disciplinary action, including termination. | 作为雅培的员工，一定要了解并遵守你所在国家和地区的竞争相关法律法规。员工涉及反竞争行为也是违反公司政策的，可能会面临纪律处分，甚至被解雇。 |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20) [40\_C\_20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20)  | When facing a difficult decision, always take time to think things through.* Think about what laws, policies, and procedures might be compromised.
* Think about the risks to you and the company.
* Think about what effect your decision will have on others.
* But, most of all, think about your options. Because you always have options.
 | 当面临困难决定时，务必花些时间把事情想清楚。* 考虑可能会违反哪些法律、政策及流程。
* 考虑你和公司面临的风险。
* 考虑你的决定会给别人带来什么影响。
* 但是，最重要的是，考虑你的选择。因为你始终有选择权。
 |
| [Screen 20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21) [41\_C\_21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21)  | Remember, no matter what happens, if you make the right choice, Abbott will be there to support you. | 请记住，无论发生什么，如果你做出了正确选择，雅培都会支持你。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22) [42\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22)  | Remember, any conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. | 记住，竞争对手之间任何有关定价、市场、客户、供应商、经销商等的对话都可能被视为非法合作，应当杜绝。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22) [43\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22)  | Discussions around PricingAny conversation between competitors regarding pricing, such as price differentials, list prices, or free services, could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 有关定价的讨论竞争对手之间任何有关定价（例如差价、标价或免费服务）的对话都可能被视为非法合作，应当杜绝。不一定是通过这些对话与竞争对手达成正式协议，才会被视为反竞争行为。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22) [44\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22)  | Discussions around Public TendersAny discussion between competitors regarding public tenders, bids, and Requests for Proposals (RFPs) could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 讨论公开招标竞争对手之间任何有关公开招标、投标和征询方案 (RFP) 的讨论都可能被视为非法合作，应当杜绝。不一定是通过这些对话与竞争对手达成正式协议，才会被视为反竞争行为。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22) [45\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22)  | Discussions around Market or Customer AllocationAny discussion between competitors around market or customer allocation could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 讨论市场或客户分配竞争对手之间任何有关市场或客户分配的讨论都可能被视为非法合作，应当杜绝。不一定是通过这些对话与竞争对手达成正式协议，才会被视为反竞争行为。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22) [46\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22)  | Discussions around Group BoycottsAny discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors or retailers could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 讨论联合抵制竞争对手之间任何有关抵制第三方（例如供应商、经销商或零售商）的讨论都可能被视为非法合作，应当杜绝。不一定是通过这些对话与竞争对手达成正式协议，才会被视为反竞争行为。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22) [47\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22)  | Discussions around Limiting or Controlling Production or Sales VolumeAny discussion with competitors around limiting or controlling production or sales volumes could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 讨论限制或控制产量或销量竞争对手之间任何有关限制或控制产量或销量的讨论都可能被视为非法合作，应当避免。不一定是通过这些对话与竞争对手达成正式协议，才会被视为反竞争行为。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22) [48\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22)  | Third Parties and IntermediariesWhen communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. | 第三方与中介机构在与第三方供应商和经销商沟通时，重要的是要警惕任何可能被视为限制竞争的安排。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23) [49\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 点击箭头以开始复习。复习请花些时间来复习本部分中的一些关键概念。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23) [50\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23)  | Your ResponsibilitiesAs an Abbott employee it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate. | 你的责任作为雅培的员工，一定要了解并遵守你所在国家和地区的竞争相关法律法规。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23) [51\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23)  | Knowing What Constitutes Anti-competitive BehaviorAny conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. | 了解什么是反竞争行为竞争对手之间关于定价、市场、客户、供应商、经销商等的任何对话都可能被视为非法合作，应当杜绝。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23) [52\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23)  | Thinking Things ThroughWhen facing a difficult decision, always take time to think about:* What laws, policies, and procedures might be compromised.
* The risks to you and the company.
* The effect your decision will have on others.
* Your options.
 | 把事情想清楚当面临困难决定时，务必花些时间思考：* 可能会违反哪些法律、政策和流程。
* 你和公司面临的风险。
* 你的决定会给别人带来什么影响。
* 你的选择。
 |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25) [54\_C\_25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25)  | Take a moment to confirm your agreement with both statements.I know and understand Abbott’s standards on Interactions with Competitors and how they relate to the environment in which Abbott operates.I understand that I must comply with Abbott’s standards on Interactions with Competitors, which can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards.Confirm | 花点时间确认你同意这两项声明。我知道并了解雅培有关与竞争对手互动交流的标准及其与雅培运营环境的关系。我明白，我必须遵守雅培有关与竞争对手互动交流的标准，这些标准可在雅培《商业行为准则》和《全球商业道德与合规政策》中找到。确认 |
| [Screen 25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26) [55\_C\_26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26)  | The Knowledge Check that follows consists of 5 questions. You must score 80% or higher to successfully complete this course.WHEN YOU ARE READY, CLICK THE KNOWLEDGE CHECK BUTTON. | 随后的知识测验部分含 5 道题。你必须达到 80% 或以上的正确率才能成功通过本课程测验。准备好后，请点击“知识测验”按钮。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27) [56\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27)  |  |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27) [57\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27)  | [1] You are responsible for the manufacturing of reagents in the United States. During a conference, you and a few of your counterparts at competitors have an “off-the-record” discussion about one of your suppliers. Although no formal agreement is reached, a number of these counterparts indicate they will no longer be using a particular supplier because this supplier has near monopoly power and is using its dominant position to raise prices. Could your participation in the discussion be considered anti-competitive? | [1] 你负责美国地区试剂的制造。在一次会议上，你和竞争对手针对你的一个供应商进行了“非正式”讨论。尽管没有达成正式协议，但其中几位同行表示，他们不会再使用某家供应商，因为这家供应商几乎垄断了市场，而且正在利用其支配地位来抬高价格。你参与此次讨论会被视为反竞争行为吗？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27) [58\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27)  | [1] No, the concerns raised are valid. In fact, the supplier’s dominant position in the marketplace is anti-competitive. | [1] 不会，因为大家提出的担忧是合理的。事实上，这家供应商在市场上的支配地位是反竞争的。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27) [59\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27)  | [2] No, as long as there is no written agreement among the parties. | [2] 不会，只要各方之间没有达成书面协议。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27) [60\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27)  | [3] Yes. Any discussion with respect to boycotting third parties could be viewed as anti-competitive. | [3] 会的。任何有关联合抵制第三方的讨论都可能被视为反竞争。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27) [61\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27)  | [4] Yes, but only if you sign an agreement to boycott the supplier with the other parties.Next | [4] 会的，但只有在你与其他方签订联合抵制该供应商的合同的情况下。下一页 |
| Screen 26Question 1: Feedback62\_C\_27 | Any discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors, or retailers could be viewed as anti-competitive by government authorities. | 竞争对手之间进行的任何有关抵制第三方（例如供应商、经销商或零售商）的讨论都可能被政府机关视为反竞争。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27) [63\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27)  | [2] How should you end your participation in a meeting or conversation with a competitor that begins to veer towards a pricing discussion or some other prohibited topic? | [2] 在与竞争对手的会议或对话中，如果竞争对手开始转向讨论定价或其他被禁话题时，你应当如何结束参与这项活动？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27) [64\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27)  | [1] Calmly and respectfully. | [1] 平静且有礼貌地。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27) [65\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27)  | [2] Loudly and dramatically and request that your objection be documented in meeting minutes, if applicable. | [2] 大张声势，并根据情况要求在会议纪要中记录你的反对意见。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27) [66\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27)  | [3] Quickly and quietly.Next | [3] 迅速且安静地。下一页 |
| Screen 26Question 2: Feedback67\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. | 如果会议或对话开始转向讨论定价或其他被禁话题时，你始终应当大张声势地结束参与这项活动，以便让其他人记住你推出了被禁止的讨论内容。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27) [68\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27)  | [3] You recently attended a dinner with competitors at which product pricing and upcoming bids were discussed. In this case what should you do? Check the correct answer. | [3] 最近，你与竞争对手一起参加晚宴，席间讨论起了产品定价和接下来的投标。在这种情况下，你应当怎么做：请选择正确答案。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27) [69\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27)  | [1] Call the competitors that were present at the dinner to discuss your understanding of the event. | [1] 打电话给当时参加晚宴的竞争对手，讨论你对这次活动的理解。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27) [70\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27)  | [2] Do nothing, since you didn’t sign any document that could be interpreted as anti-competitive. | [2] 什么都不做，因为你并没有签订任何可能被视为反竞争的文件。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27) [71\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27)  | [3] Write an email to all the dinner participants detailing the discussions that occurred at dinner and stating that you did not agree with any anti-competitive practices, so your position is documented. | [3] 给当时参与晚宴的所有人员发送电子邮件，详细说明晚宴期间的讨论，并指出你不认可任何反竞争行为，确保你的立场被记录下来。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27) [72\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27)  | [4] Contact your manager and OEC as soon as possible.Next | [4] 尽快联系你的经理和商业道德合规部。下一页 |
| Screen 26Question 3: Feedback73\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. Report the issue to your manager, OEC, Legal, or call SpeakUp. | 如果会议或对话开始转向讨论定价或其他被禁话题时，你始终应当大张声势地结束参与这项活动，以便让其他人记住你推出了被禁止的讨论内容。向你的经理、商业道德合规部、法律部报告这个问题或者致电 SpeakUp。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27) [74\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27)  | [4] Three distributors meet to discuss an upcoming series of tenders at a local public hospital and agree to take turns winning the contracts by intentionally manipulating the prices presented at each bid. | [4] 三家经销商开会讨论当地一家公立医院即将进行的一系列招标，并商定故意操纵每个投标的出价，从而轮流赢得合同。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27) [75\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27)  | [1] The scenario describes an unfair and illegal competition practice known as “bid-rigging.” | [1] 该情景描述了一项不正当的非法竞争行为，被称为“串通投标”。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27) [76\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27)  | [2] There are no issues with the presented scenario. Because each company won a contract, no harm was done. | [2] 所描述的情景并没有问题。因为每家公司都赢得合同，并没有造成危害。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27) [77\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27)  | [3] The described issue is a legitimate agreement and is not illegal.Next | [3] 所述问题是合法协议，并不违法。下一页 |
| Screen 26Question 4: Feedback78\_C\_27 | Bid rigging is a serious offense with real-world consequences. Agreements on price or tenders are strictly prohibited. | 串通投标是一种严重的违法行为，会造成现实后果。严禁就价格或投标达成协议。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27) [79\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27)  | [5] You are responsible for overseeing the sales and marketing team for Abbott Nutrition in the US. A competitor hires your top performing sales representative. You call your counterpart at the competitor and suggest that the two companies agree to stop poaching each other’s employees. Could this discussion be considered anti-competitive? | [5] 你负责监督雅培营养业务部在美国的销售和市场团队。一家竞争对手聘用了你手下业绩最好的销售代表。你打电话给竞争对手中的相关负责人，建议两家公司一致约定不再挖走对方的员工。该讨论是否会被视为反竞争？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27) [80\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27)  | [1] Yes, the two companies compete to hire employees and an agreement between two employers to limit this competition may be viewed as anti-competitive. | [1] 会的，两家公司在员工雇佣方面相互竞争，而两家雇主之间达成限制竞争的协议可能被视为反竞争。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27) [81\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27)  | [2] No, because employees of the two companies are subject to non-compete provisions in their respective employee agreements. | [2] 不会，因为两家公司的员工都受到各自员工协议中的竞业禁止条款约束。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27) [82\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27)  | [3] No, because the arrangement has no effect on the price paid by consumers.Next | [3] 不会，因为该协议并不影响消费者支付的价格。下一页 |
| Screen 26Question 5: Feedback83\_C\_27 | Agreeing with another company to restrict competition in the labor market is considered in many jurisdictions unlawful, just like price fixing or similar agreements impacting the products we sell. | 在许多司法管辖区，与其他公司达成限制劳动力市场竞争的协议被视为是违法的，和操纵价格或影响我们销售的产品的类似协议一样。 |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28) [84\_C\_28](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28)  | No results are available, as you have not completed the Knowledge Check.Congratulations! You have successfully passed the Knowledge Check.Please review your results below by clicking on each question.Once you’re done, click the forward arrow to take a short survey.Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.When you are done, click the Retake button. | 你尚未完成知识测验，无法查看结果。恭喜！你已顺利通过知识测验。请点击问题，在下方查看你的测验结果。完成后，请点击前进箭头，参加一个简短调查。抱歉，你未通过知识测验。请点击各个问题，在下方查看你的测验结果。完成后，请点击重新测验按钮。 |
| [Screen 28](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=88_C_199) [88\_C\_199](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=88_C_199)  | [3] As a result of this session, I have a better understanding of how to interact with competitors.Strongly DisagreeDisagreeNeutralAgreeStrongly Agree | [3] 学完本课后，我对如何与竞争对手互动交流有了更好的了解。强烈反对反对中立同意强烈同意 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200) [91\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200)  | Where to Get Help | 获取帮助的途径 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200) [92\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200)  | ManagerIf you have questions about your interactions with those outside of Abbott, the best place to start is with your manager. | 经理如果你对自己与雅培外部人员的互动交流有疑问，那么最好先询问你的经理。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200) [93\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200)  | Written Standards* For our company’s fundamental set of expectations about interactions with others, consult our [Code of Business Conduct](http://www.abbott.com/investors/governance/code-of-business-conduct.html).
* Consult Abbott’s Ethics and Compliance Global Policy on Business Standards for further guidance on Abbott’s requirements.
* Click [here](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance/SitePages/anti-corruption-policy.aspx) to access the Standards on the OEC website on Abbott World.
 | 书面标准* 有关公司对与他人互动交流的基本期望要求，请查阅[《商业行为准则》](http://www.abbott.com/investors/governance/code-of-business-conduct.html)。
* 请参阅雅培《全球商业道德与合规政策》，获取有关雅培要求的进一步指导。

点击 [此处](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance/SitePages/anti-corruption-policy.aspx)，访问雅培全球的商业道德合规部网站上的标准。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200) [94\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200)  | OFFICE OF ETHICS AND COMPLIANCE (OEC)* The OEC is a global resource available to address your questions or concerns about interactions with competitors.
* Visit the [Contact OEC](https://icomply.abbott.com/Apps/ComplianceContacts/) page on the [OEC website](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance) on Abbott World.
* If you have any concerns about anti-competitive business activities, either within the company or in your dealings with competitors or other third parties, you can report your concerns to the OEC (investigations@abbott.com),Legal, or by visiting [Speak Up](http://speakup.abbott.com/), which is available globally, 24/7 in multiple languages.
 | 商业道德合规部* 商业道德合规部是公司的一个服务部门，可帮助你解决有关与竞争对手互动交流的问题或疑虑。
* 访问“雅培全球”[商业道德合规部网站](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance)上的[联系商业道德合规部](https://icomply.abbott.com/Apps/ComplianceContacts/)页面。

如果你对公司内部或与客户或其他第三方的交易中的反竞争商业活动有任何疑虑，你可以向商业道德合规部 (investigations@abbott.com) 或法律部报告，或访问 [Speak Up](http://speakup.abbott.com/)，该渠道在全球范围内 7\*24 小时全天候以多种语言提供服务。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200) [95\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200)  | Legal DivisionContact the Legal Division with questions or concerns about competition law issues.* Click [here](https://abbott.sharepoint.com/sites/AW-Abbott-Legal) to access the Legal home page on Abbott World.
 | 法律部如对竞争法问题有疑问或疑虑，请联系法律部。点击[此处](https://abbott.sharepoint.com/sites/AW-Abbott-Legal)，访问“雅培全球”上的法律部主页。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200) [96\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200)  | Course ResourcesTranscriptClick [here](file:///C%3A/dev/AbbottCompete/courses/EN-US/translation/reference/Transcript.pdf) for a full transcript of the course | 课程资源录音文稿点击[此处](file:///C%3A/dev/AbbottCompete/courses/EN-US/translation/reference/Transcript.pdf)，查看本课程的脚本全文 |
| 97\_toc\_1 | Welcome | 欢迎 |
| 98\_toc\_2 | Interactions with Competitors | 与竞争对手互动交流 |
| 99\_toc\_3 | Our Philosophy | 我们的理念 |
| 100\_toc\_4 | Objectives | 目标 |
| 101\_toc\_5 | Table of Contents | 目录 |
| 102\_toc\_6 | Introduction to Antitrust | 反垄断简介 |
| 103\_toc\_7 | Our Business Interactions | 我们的商业互动 |
| 104\_toc\_8 | The Importance of Antitrust | 反垄断的重要性 |
| 105\_toc\_9 | Quick Check | 快速测验 |
| 106\_toc\_10 | Table of Contents | 目录 |
| 107\_toc\_11 | Laws and Regulations  | 法律法规  |
| 108\_toc\_12 | The Laws and Abbott’s Standards | 法律和雅培标准 |
| 109\_toc\_13 | Quick Check | 快速测验 |
| 110\_toc\_14 | Review | 复习 |
| 111\_toc\_15 | Table of Contents | 目录 |
| 112\_toc\_16 | The Impact on Our Business and Our Responsibilities  | 对我们业务的影响和我们的责任  |
| 113\_toc\_17 | Abbott’s Expectations | 雅培的期望 |
| 114\_toc\_18 | You Always Have Options | 你始终有选择权 |
| 115\_toc\_19 | Knowing What To Do | 了解要做什么 |
| 116\_toc\_20 | Review | 复习 |
| 117\_toc\_21 | Table of Contents | 目录 |
| 118\_toc\_22 | Your Commitment | 你的承诺 |
| 119\_toc\_23 | Your Commitment | 你的承诺 |
| 120\_toc\_24 | Knowledge Check | 知识测验 |
| 121\_toc\_25 | Introduction | 介绍 |
| 122\_toc\_26 | Assessment | 评估 |
| 123\_toc\_27 | Feedback | 反馈 |
| 124\_toc\_28 | Survey | 调查 |
| 125\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit  | 本课程无法联系 LMS。点击“确定”继续复习本课程。注意：课程认证可能不可用。点击“取消”退出  |
| 126\_string\_2 | All questions remain unanswered | 所有问题均未回答 |
| 127\_string\_3 | Questions | 问题 |
| 128\_string\_4 | Question | 问题 |
| 129\_string\_5 | not answered | 未回答 |
| 130\_string\_6 | That's correct! | 正确！ |
| 131\_string\_7 | That's not correct! | 不正确！ |
| 132\_string\_8 | Feedback:  | 反馈： |
| 133\_string\_9 | Interactions with Competitors  | 与竞争对手互动交流  |
| 134\_string\_10 | Knowledge Check | 知识测验 |
| 135\_string\_11 | Submit | 提交 |
| 136\_string\_12 | Retake | 重新测验 |
| 137\_string\_13 | Course Description: At Abbott we are committed to fair dealing and complying with competition laws. In this course, we will help you understand and recognize anti-competitive behavior and how to promote fair competition and avoid anti-competitive practices. This course will take approximately 15 minutes to complete.  | 课程描述：雅培承诺公平交易并遵守竞争法。在本课程中，我们将帮助你了解和认识反竞争行为、如何促进公平竞争以及避免反竞争行为。完成本课程大约需要 15 分钟。 |
| 138\_string\_14 | Menu | 菜单 |
| 139\_string\_15 | Resources | 资源 |
| 140\_string\_16 | Reference Material | 参考资料 |
| 141\_string\_17 | Audio | 音频 |
| 142\_string\_18 | Exit | 退出 |
| 143\_string\_19 | Close | 关闭 |
| 144\_string\_20 | Comment... | 点评…… |