

## 2008年 AIBA 認定アドバイザー試験公開問題「貿易英語」

第1問 次の英文を読んで、問1～問10について最も適切なものを一つ選び、解答用紙にその番号を書きなさい。(問4～問10省略)

"If you can't beat 'em, join 'em," goes the old phrase. And (ア) when it comes to the battle in Europe between (イ) short-haul flights and high-speed trains, it seems like airline giant Air France-KLM is taking this advice to heart. The company announced Monday that it would enter into a joint venture with French transportation service-provider Veolia to start providing international high-speed rail service. Planned routes include connections between Paris and Amsterdam, KLM's main (ウ) hub, and Paris and London beginning in October 2010.

High-speed rail travel in Germany and France is currently dominated by the state-owned SNCF (\*) and Deutsche Bahn. On January 1, 2010, however, the EU's railway traffic laws will be liberalized for international traffic. SNCF will retain its monopoly on domestic passenger carriage in France until 2017. AF/KLM's decision to enter the rail business is partially driven by rising fuel costs, which have cut away from the already slim profit margins for short-haul and discount airlines. Even more significant, however, has been the sharpened competition airlines have been forced to face as railway companies put faster trains and routes into operation, leading large numbers of passengers to choose the train over the plane in their cost-time calculus.

Similar cooperative agreements between airlines and railway companies already exist in a number of European countries. In Germany, for example, Lufthansa passengers can use their airline tickets to reach its Frankfurt hub from nearby cities, such as Stuttgart or Cologne, rather than taking a short flight or having to buy a separate train ticket. But Lufthansa does not have any trains under its own management. Virgin Air has similar arrangements in Great Britain, but the Virgin Group only has a 51-percent share of its Virgin Trains subsidiary.

In July, Air France-KLM announced that it was in talks with Veolia, Europe's largest private operator of buses and trains and Deutsche Bahn's largest competitor in the domestic market, about a possible collaboration. With Monday's announcement, Veolia officially beats out SNCF and DB, both of whom had at one time discussed similar collaborations with the airline.

As part of the larger plan, Veolia and Air France-KLM have been in discussions with Alstom, the maker of the TGV high-speed trains currently used by the SNCF, about either leasing or purchasing a number of trains to operate this service. In particular, the companies are interested in the new generation of Alstom trains known as the AGV, which can carry up to 900 passengers

at a speed of 360 km/h (224 mph). At such speeds, passengers would be able to commute between Paris's Charles de Gaulle airport and Schiphol airport outside Amsterdam in approximately 1.5 hours.

Over two years ago, Air France-KLM CEO Jean-Cyril Spinetta had already spoken about the companies having high-speed trains one day "in the colors of Air France" and referred to the TGV train as nothing more than "an airplane on wheels."

(Business Week, September 9, 2008)

【注】 (\*) SNCF = Societe Nationale des Chemins de fer Francais (フランス国鉄)

問 1 下線部 (ア) の when it comes to の和訳として最も適切なものは次のどれか選びなさい。

- (1) 時が経つと
- (2) (話が) ~ということになると
- (3) 結局のところ
- (4) ~が始まると

正解 : (2)

問 2 下線部 (イ) の short-haul の意味として最も適切なものは次のどれか選びなさい。

- (1) short wing
- (2) narrow seat
- (3) short distance
- (4) niche

正解 : (3)

問 3 下線部 (ウ) の hub の意味として最も適切なものは次のどれか選びなさい。

- (1) airport
- (2) headquarters
- (3) office
- (4) center of activity

正解 : (4)

第 3 問 次の英文レターを読み、問 1 ~ 問 10 について最も適切なものを一つ選び、解答用紙にその番号を記入しなさい。(問 5 ~ 問 10 は省略)

We are sorry to have to inform you that the bulk of the acrylic loungewear (button-front robe with V-neck; our order no.SSLW-V2) that was delivered is (ア) not up to the samples which we received on March 15.

(イ) comparing the loungewear received (ウ) the samples, we were (エ) surprised to discover that the models are not the same high quality. We can only assume that a mistake was made and

that the loungewear we ordered has been wrongly delivered.

We cannot accept this delivery because we pride ourselves on the fact that our stores carry only the very best quality in ladies' fashions. For that reason, we must ask for replacement of this entire collection. Please let us know what you wish to do with this order.

出所：Alan Bond, "300+ Successful Business Letters for All Occasions" BARRON'S

問 1 下線部 (ア) の意味として最も適切なものはどれか選びなさい。

- (1) almost acceptable in quality
- (2) less good in quality than
- (3) better in quality than
- (4) far worse in quality than

正解：(2)

問 2 (イ) に入る最も適切なものはどれか選びなさい。

- (1) In
- (2) On
- (3) At
- (4) During

正解：(2)

問 3 (ウ) に入る最も適切なものはどれか選びなさい。

- (1) as
- (2) from
- (3) with
- (4) before

正解：(3)

問 4 (エ) に入る最も適切なものはどれか選びなさい。

- (1) inadvertently
- (2) unpleasantly
- (3) condescendingly
- (4) forcedly

正解：(2)

第 4 問 次の説明文に、それぞれ該当する語句として最も適切なものを一つ選び、解答用紙にその番号を記入しなさい。(サンプル 1 問を掲載)

問 5 This is a term used for a number of concepts involving either the performance of a survey of a business or person, or the performance of an act with a certain standard of care. It can be a legal obligation, but the term will more commonly apply to voluntary investigations. A common example of this survey in various industries is the process through which a potential acquirer evaluates a target company or its assets for acquisition.

- (1) Solvency Investigation
- (2) Due Diligence Investigation
- (3) Consolidated Assets Survey
- (4) Acquisition Research

正解：(2)