

2009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記入しなさい。（配点20点）

In September, Business Week gave readers the chance to vote in our annual poll to identify the best young (ア) entrepreneur in Asia. Our reader's choice is a good example of the global scope of some Asian

(イ) start-ups: Carlos Moncayo, 28, grew up in Ecuador, went to law school in the U.S., and studied Mandarin in China before starting his company. Moncayo is co-founder and CEO of ASIAM, a Shanghai-based offshore-manufacturing management company that specializes (ウ) ___ the garment industry. ASIAM provides a competitive (エ) edge to private clothing brands in Latin America, which compete with big corporations in their respective local markets.

Moncayo studied law at Pontifical University in Quito. After finishing his fourth year of law school, he enrolled at Willamette University Law School in the U.S. as an exchange student. While he was there, he became interested in Chinese law, and Professor James Nafziger offered him a full scholarship to participate in a two-month Chinese law program in Shanghai. "I did not know anyone in China, nor did I know a single word of Mandarin," recalls Moncayo of his arrival in the country. "I had \$400 in my pocket and tons of energy and big dreams."

While enrolled in the Chinese law program, he applied for internships with several foreign law firms. Lehman, Lee & Xu, a Chinese-American law firm, hired him as one of its foreign interns. There he practiced in the international-law division and handled South American clients who conducted business in China. Most of his cases dealt with midsize companies involved in manufacturing or trading disputes relating to (オ) defective goods. Those organizations did not have sufficient volume or investment to justify a Chinese office to supervise their orders with Chinese manufacturers, and Moncayo saw good business opportunities on that front. "I wanted to find a better way than judicial processes to resolve and prevent these situations," says Moncayo.

He discussed with his two brothers, Fernando and Luis, the idea of starting (カ) an offshore-manufacturing company in China to serve importers. In August 2004 they officially started ASIAM, aiming to (キ) _____ the interaction between buyers and suppliers, reduce problems associated with distance and cultural barriers, and allow international transactions to become as easy and secure as local ones.

The enterprise would select suitable suppliers, coordinate pre-production details, supervise the

manufacturing process, and perform pre-shipment inspections. ASIAM's business model provided the same services that big corporations' sourcing offices provide, but "we targeted small and midsize companies [to provide] Latin American companies an effective, easy, and secure method to (ク) source from China, and correspondingly, to become more competitive in the global market," says Moncayo.

Although ASIAM initially served clients from various industries, Moncayo realized that "we generated more value for our clients in the garment industry." That's why, since 2007, he decided to focus (ケ) ___ more specialized services for leading fashion retailers "that want quality products with quicker delivery." The business has continued to grow, and last year, Moncayo and his brothers also started a new business unit, ASIAM INSPECTOR, which provides merchandise inspection and factory audit services to importers from China.

In 2008, ASIAM handled \$29 million on orders from different importers, and during these last five years, the company averaged yearly growth of 112% and helped more than 70 clients import products from more than 300 Chinese factories. ASIAM's main clients are located in Mexico, Spain, Guatemala, Panama, Colombia, Peru, Ecuador, and Argentina. Nowadays, Moncayo splits his time between China and South America. Despite his busy schedule, he still finds time to get some additional training: A year ago he was admitted to Shanghai's China Europe International Business School, where this December he will graduate with a diploma in management.

(Business Week, Asia, October 26, 2009)

問 1. 下線部 (ア) の entrepreneur の意味として最も適切なものはどれか選びなさい。

- (1) 高額所得者
- (2) 発明家
- (3) 功労者
- (4) 企業家

正解 (4)

問 2. 下線部 (イ) の start-up の意味として最も適切なものはどれか選びなさい。

- (1) venture capital
- (2) business incubator
- (3) business venture
- (4) angel investor

正解 (3)

問 3. 下線部 (ウ) の空欄に入る語句として最も適切なものはどれか選びなさい。

- (1) about
- (2) in
- (3) for

(4) of

正解 (2)

問4. 下線部(エ)の edge の意味として最も適切なものはどれか選びなさい。

(1) border

(2) cliff

(3) advantage

(4) strategy

正解 (3)

問5. 下線部(オ)の defective と同義でない単語はどれか選びなさい。

(1) faulty

(2) imperfect

(3) flawed

(4) effective

正解 (4)

問6. 下線部(カ)の an offshore-manufacturing company の意味として、最も適切なものはどれか選びなさい。

(1) 海底油田開発機器のメーカー

(2) 沿海部にあるメーカー

(3) 海外生産メーカー

(4) 租税回避地にあるメーカー

正解 (3)

問7. 下線部(キ)の空欄に入る”to make easy or easier”を意味する語句として、文章の前後関係から最も適切なものはどれか選びなさい。

(1) deregulate

(2) facilitate

(3) impede

(4) loosen

正解 (2)

問8. 下線部(ク)の source の意味として最も適切なものはどれか選びなさい。

(1) earn

(2) transport

(3) inform

(4) procure

正解 (4)

問9. 下線部(ケ)の空欄に入る語句として最も適切なものはどれか選びなさい。

(1) for

(2) toward

(3) on

(4) against

正解 (3)

問 10. この文章の内容に合致しないものは次のどれか選びなさい。

(1) この人物が中国に渡ったときには、僅かばかりの金を携行し、やる気や夢には溢れていたが、現地に 一人も知己はおらず、中国語の知識も皆無であった。

(2) 彼は衣料品の中国での現地調達に着目し、それを中南米諸国等の中小輸入業者をターゲットにして、 ビジネスを展開している。

(3) 彼は現地調達の際に、適切な調達先に生産着手前から詳細な打合せを行い、生産工程の指導、出荷前の検査や工場監査を行うなど、不良品の防止に努めている。

(4) 彼は多忙なスケジュールの合間を縫って、1年前から上海のロースクールに通学しており、今年の12月には、中国法の学位を得て卒業する見込みである。

正解 (4)

第2問 次の英文は国際英文売買契約の一部である。問1～問10について、文法などの諸観点、前後関係等を総合的に勘案し、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。

(配点 20点)

In (ア) event shall any delay, (イ) or forbearance on the (ウ) of any party in (エ) in whole or in (オ) any provision of this Agreement be or (カ) to be a(キ) (コ) thereof or a waiver of any other (ク) or shall in any way (ケ) the right of that party under this Agreement.

問 1. (ア)に入る語句として最も適切なものはどれか選びなさい。

(1) no (2) any (3) every (4) certain

正解 (1)

問 2. (イ)に入る語句として最も適切なものはどれか選びなさい。

(1) diligence (2) neglect (3) inappreciation (4) upholding

正解 (2)

問 3. (ウ)に入る語句として最も適切なものはどれか選びなさい。

(1) state (2) role (3) part (4) subsistence

正解 (3)

問 4. (エ)に入る語句として最も適切なものはどれか選びなさい。

(1) forming (2) substituting (3) stating (4) enforcing

正解 (4)

問 5. (オ)に入る語句として最も適切なものはどれか選びなさい。

(1) part (2) section (3) general (4) concord

正解 (1)

問 6. (カ)に入る語句として最も適切なものはどれか選びなさい。

(1) seems (2) be determined (3) be deemed (4) be adopted

正解 (3)

問 7. (キ)に入る語句として最も適切なものはどれか選びなさい。

(1) rescission (2) performance (3) waiver (4) concession

正解 (3)

問 8. (ク)に入る語句として最も適切なものはどれか選びなさい。

(1) provision (2) obligation (3) promise (4) liability

正解 (1)

問 9. (ケ)に入る語句として最も適切なものはどれか選びなさい。

(1) ensure (2) execute (3) prejudice (4) justify

正解 (3)

問 10. (コ)の下線部の単語を意味する語句として最も適切なものはどれか選びなさい。

(1) delay (2) party (3) forbearance (4) provision

正解 (4)