

2019年 AIBA 認定貿易アドバイザー試験サンプル問題 (貿易英語)

貿易英語

第1問 次の英文レターを読み、問1から問8について、作者の意図に配慮し、最も適切なものをひとつ選び、解答用紙にその番号を記入しなさい。

Dear Mr. F. Brown,

As you know we, ABC Corp., are an established name in the software development sector. (ア) of ABC LLC, I would like to inform you that we are getting into a new venture XYZ LLC. Being the current market leader we feel this the best time to indulge in new ventures. It is with immense pleasure (イ) we invite you to be a part of this venture by investing in our new venture.

With XYZ LLC we aim to provide the customers to the venture offers for improvement in their satisfaction. With our initiative, we hope to tackle the issue of difficulties in using software: Many customers have experienced (ウ) first-hand the frustration of using software that is cumbersome, difficult to navigate, and requires several steps to perform simple tasks. We have (エ) on board people who have years of experience in the field. We have also hired (オ) of freshmen who seems very passionate about this venture. Your investment will be used for (カ) channeling the money. We propose to provide a 20% (expected return) (キ) Return on Investment (ROI) to our investors.

We understand that a prospective investor is one of the most reputed and respectable investors of the time. Investing with us will only help you grow both regarding reputation and financial aspects. Attached is our business proposal. More details will be available upon request. You can contact us at the following contact number .

We look forward to (ク) your positive response.

Yours faithfully,

問 1. 空欄（ ア ）に入る語句として最も適切なものを選びなさい。

- (1) On behalf (2) On the request (3) In consideration (4) In the opinion

問 2. 空欄（ イ ）に入る語句として最も適切なものを選びなさい。

- (1) which (2) who (3) whom (4) that

問 3. 下線（ ウ ）の語句の意味として、最も適切なものを選びなさい。

- (1) secretly (2) positively (3) successively (4) directly

問 4. 下線（ エ ）の語句の訳語として、最も適切なものを選びなさい。

- (1) 取締役 (2) 仕事仲間 (3) 搭乗者 (4) 専門家

問 5. 空欄（ オ ）に入る語句として、最も適切なものを選びなさい。

- (1) kinds (2) a bunch (3) some (4) lots

問 6. 空欄（ カ ）に入る語句として、最も適切なものを選びなさい。

- (1) suitably (2) sufficiently (3) safely (4) secondly

問 7. 下線（ キ ）の語句の訳語として、最も適切なものを選びなさい。

- (1) 投資金の返還 (2) 投資配当金 (3) 持分回収率 (4) 投資利益率

問 8. 空欄（ 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) having acknowledged (2) acknowledge (3) hearing (4) hear

第 2 問 次の英文を読み、問 1 から問 4 について最も適切な答えをひとつ選び  
解答用紙にその番号を記入しなさい。

Brands are infngible assets but that does not make them immune from trade conflicts involving physical goods. To thrive, brands need to make themselves indispensable, suggests Elspeth Chueng, global director of the brand equity database BrandZ: “It’ s not just about the product, but what consumers need in their daily lives.” As prices rise to compensate for higher tariffs – \$200bn imposed by the US and \$60bn by China in May – brands will need to justify that extra money.

Just take US car companies in China, which are feeling the strain already. Sales in China have dropped for the first time since 1990, partly as a result of trade war uncertainty prompting consumers to hold back on purchases. Cars dropped from being the third most valuable exported good to China from the US at over \$10bn in 2017, to fourth at \$6.65bn in 2018, according to US Census trade data.

The carmakers are not alone in their struggle over China. US companies including Uber and Amazon have previously tried and failed to enter the market, unable to compete with their Chinese counterparts. Amazon's market share fell to one per cent this year and they have since withdrawn from the country. If the Chinese government encourages consumers there to boycott US companies, on top of competing with better-known Chinese rivals, this could make it considerably harder for American brands to establish themselves.

The Chinese government at both national and local levels could increase inspections and delay processing applications, alongside other petty enforcement measures, according to Miller. On June 6, after the Trump administration blacklisted Huawei, citing it as a 'national security threat', China fined the Changan Ford car company over antitrust violations — a possible retaliation.

“It is the most worrying possibility. Chinese consumers tend to be quite patriotic,” says Cheung. While short-term harm to American brand value in China as a result of the trade war is difficult to gauge, it is certain that economic nationalism would make a big dent in both sales and reputation of brands in the long-term. In 2016 and 2017, China effectively boycotted South Korean goods as a result of the nation agreeing to Deploy a US missile shield. The precedent is there, as is the potential risk.

Brands are expressing their concern on the other side of the fence: it will not take long for higher tariffs to cost companies, and consequently consumers, in the US as well. Since the Trump administration has increased tariffs on more than \$200bn of goods on May 10, more companies have warned that higher prices adjusted to higher cost will deter consumers. Shortly thereafter, major US footwear companies wrote an open letter to Mr Trump requesting that footwear be removed from the Section 301 list published by the United States Trade Representative. According to the letter, adding the proposed 25 per cent tariff could burden some US families with a 100 per cent duty on shoes.

The New York Federal Reserve found that the tariff increases could cost the average US household over \$800 a year. “In the US, it will be more visible with consumer-facing goods such as apparel, footwear, luggage and consumer electrics,” says Miller.

So far, the general consensus seems to be that the impact has been contained. But if events continue along the same trajectory, companies will have to adapt to rising costs, prices and increasingly hostile attitudes internationally. The question that Chueng poses for brands under pressure from higher tariffs: “How are you going to offer more to the consumers so the price increase is justified?”

(Financial Times, 18th June 2019 Excerpts: How does the US-China trade war hurt carmakers? extract)

問1. 本文の内容と一致しているものを選びなさい。

- (1) 米国から中国への輸出品目の中で、車が昨年順位を下げたが、これは時期的に見て貿易戦争の影響によるものではない。
- (2) 中国においてアメリカの企業のブランドの価値が、貿易戦争の結果短期的に受ける損害を見定めることは難しい。
- (3) 米国の有名ブランドを持つ企業の中には、中国市場で着実に知名度を高め、ブランドを確立した前例もある。
- (4) ブランド製品の品質が優れていれば、消費者は日常生活に於いて必ずその製品を必要とするとは限らない。

問2. 中国において米国の企業が不利益を被っている可能性に関して、本文の内容と一致していないものを選びなさい。

- (1) ファーウェイを国家安全保障上のブラックリストに入れたことに対する報復の可能性はある。
- (2) 中国において米国製品に対する検査の回数が増えて、輸入手続きが意図的に遅らされている可能性がある。
- (3) 中国政府が消費者に対して米国製品をボイコットするように奨励している可能性がある。
- (4) 韓国に迎撃ミサイルを配備したことに対する報復の可能性はある。

問3. 本文の内容と一致しているものを選びなさい。

- (1) 多くの輸入者はコストの上昇により輸入品の価格が上がれば、消費者が買い控えると警告している。

- (2) 引き上げられた関税の影響は米国の輸入者のコストアップという形で具現化しており、既に消費者に転嫁されている。
- (3) 輸入者のコストアップを消費者に転嫁することができず、流通段階で吸収せざるを得ないケースもある。
- (4) 米国においてアパレルや履物などの中国製品は、貿易戦争の影響が現れるまでにはまだかなり時間が掛かることが予想される。

問4. 本文の内容と一致していないものを選びなさい。

- (1) ブランドを持つ企業は、消費者に値上げを受け入れてもらう為に、どのようにしてより多くの価値を提供できるかを問われている。
- (2) 現状がこのまま進めば、ブランドを持つ企業はコストが上昇して国際的な対立が益々激化する事態に適応してゆかなければならなくなる。
- (3) 米国の履物業界が履物を制裁のリストから除外するように求める公開状をトランプ氏に送った直後に、2千億ドル以上の製品に対する関税が引き上げられた。
- (4) 中国の消費者の経済的な民族主義は、長期的には米国のブランド品の販売と評判に非常に悪い影響を与えらると思われる。

第3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ひとつ選び、解答用紙にその番号を記入しなさい。

問1. The computing is the on-demand availability of computer system resources, especially data storage and computing power, without direct active management by the user. The term is generally used to describe data centers available to many users over the Internet. Large ones, predominant today, often have functions distributed over multiple locations from central servers. If the connection to the user is relatively close, it may be designated an edge server.

- (1) Waterfall Model (2) Cloud Computing (3) Parallel Computing
- (4) Distributed Computing

問2. An entity that buys noncompeting products or product lines, warehouses them, and resells them to retailers or direct to the end users or customers. They mostly provide strong manpower and cash support to the supplier or manufacturer's promotional efforts. They usually also provide a range of services (such as product

information, estimates, technical support, after-sales services, credit) to their customers.

- (1) Stockholder    (2) Curator    (3) Distributor    (4) Agent

問 3. This is an analysis that takes all of a project's relevant factors into account—including economic, technical, legal, and scheduling considerations—to ascertain the likelihood of completing the project successfully. Project managers use this analysis to discern the pros and cons of undertaking a project before they invest a lot of time and money into it. This analysis also can provide a company's management with crucial information that could prevent the company from entering blindly into risky businesses.

- (1) Critical Path Method    (2) Break-even Analysis    (3) Feasibility Study    (4) PERT

問 4. This forum is an informal forum of countries which, through the harmonization of export controls, seeks to ensure that exports do not contribute to the development of chemical or biological weapons. Coordination of national export control measures assists the participants to fulfill their obligations under the Chemical Weapons Convention and the Biological and Toxin Weapons Convention to the fullest extent possible.

- (1) AG    (2) NPT    (3) MTCR    (4) CISG

問 5. The organization is internationally acknowledged as the global centre of customs expertise and plays a leading role in the discussion, development, promotion and implementation of modern customs systems and procedures. It is responsive to the needs of its members and its strategic environment, and its instruments and best-practice approaches are recognized as the basis for sound customs administration throughout the world.

- (1) WTO    (2) WHO    (3) WCO    (4) MIGA

## 解答

### 第1問

- 問1 (1)
- 問2 (4)
- 問3 (4)
- 問4 (2)
- 問5 (2)
- 問6 (1)
- 問7 (4)
- 問8 (3)

### 第2問

- 問1 (2)
- 問2 (4)
- 問3 (1)
- 問4 (3)

### 第3問

- 問1 (2)
- 問2 (3)
- 問3 (3)
- 問4 (1)
- 問5 (3)