

2025 年AIBA認定貿易アドバイザー試験サンプル問題（貿易英語）

第1問 次の英文レターを読み、下記の問1から問5について、それぞれの指示に従って解答用紙に番号を記入しなさい。

Gentlemen:

It is a great pleasure for us to introduce ourselves to you as one of the most (ア) trustworthy sellers of Japanese Sake.

Japanese Sake is alcohol beverage made from fermented rice, and one of the traditional delicate Japanese specialties. Niigata, in particular, is one of the largest and most reputed Sake production regions in Japan. For your reference, we are enclosing an illustrated catalog of our products.

We have been (イ) in this line of business for 50 years and have had exported sakes in large quantities to the major cities in the United States in recent years. Now we wish to expand our market to your district. We shall, therefore, appreciate it if you will kindly introduce to us some of the excellent (ウ) who may have interest in the import of sakes.

We look forward to hearing from you soon.

Yours very truly,

問1 このレターの目的として最も近いものを選びなさい。

- 1 輸入業者の紹介依頼
- 2 取引の申し込み依頼
- 3 新商品の紹介
- 4 輸出業者の紹介依頼

問2 下線部（ア）に近い意味の語句として、最も適切なものを選びなさい。

- 1 valuable
- 2 reliable
- 3 suitable
- 4 comprehensible

問3 筆者が自社について強調していることとして最も適切なものを選びなさい。

- 1 50年間に渡る販売実績
- 2 アメリカ主要都市への輸出実績
- 3 高い品質実績
- 4 1、2両方

問4 空欄（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 experimented
- 2 engaged
- 3 challenged
- 4 optimized

問5 空欄（ウ）に入る語句として適切ではないものはどれか選びなさい。

- 1 traders
- 2 distributors
- 3 sales agents
- 4 developers

第2問 次の文は英文購入基本契約の一部である。文法や前後関係を含め総合的に勘案し、下記の問1から問10に関して、それぞれの指示に従って解答用紙にその番号を記入しなさい。

Article 12 (ア)

Buyer shall have the right to use these (ア) on products during the term of the Agreement.

Upon termination of the Agreement, any and all rights (イ) in this Article by Seller to Buyer shall automatically terminate and Buyer shall (ウ) forthwith (エ) cease to use any (ア); provided, however, that even after the termination of the Agreement, Buyer may use the (ア) in connection with the Products held in stock by it at the time of termination.

Article 13 Tax and Duty

All customs duties, taxes, imposts, fees and other charges including, (カ), the cost of any (キ) certificate of origin imposed on or required for the Products and sale thereof in

country of shipment, shall be (ク) by Seller. All corresponding charges including, (カ), any import charges imposed in the country of destination shall be (ク) by Buyer.

問 1 空欄 (ア) に入る本条の見出しと本文中の語句として最も適切なものはどれか選びなさい。

- 1 Warranty
- 2 Intellectual Property Rights
- 3 Trademarks
- 4 Product

問 2 空欄 (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 guaranteed
- 2 granted
- 3 appointed
- 4 reserved

問 3 下線部 (ウ) の意味に最も近いものはどれか選びなさい。

- 1 前提に
- 2 同様に
- 3 直ちに
- 4 前向きに

問 4 下線部 (エ) の意味に最も近い語句はどれか選びなさい。

- 1 stay
- 2 discontinue
- 3 back off
- 4 ease

問 5 空欄 (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 without notice
- 2 without exception
- 3 without limitation
- 4 without confirmation

問 6 下線部 (キ) が意味しているものとして最も適切なものはどれか選びなさい。

- 1 成分証明書
- 2 原産地証明書
- 3 製品検査証明書
- 4 輸出許可証明書

問 7 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 charged
- 2 withheld
- 3 notified
- 4 borne

第3問 次の問1～問5の説明文について、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。

問 1

The seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.

The seller also contracts for insurance cover against the buyer's risk of loss of or damage to the goods during the carriage. The buyer should note that under this term, the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.

- 1 CPT
- 2 CFR
- 3 CIP
- 4 CIF

問 2

One of the most common ways for corporations, individuals or financial institutions to hedge against adverse movements in exchange rates, involves a contract that gives the buyer the right, but not the obligation, to buy or sell a certain currency at a specified exchange rate on or before a specified date. For this right, a premium is paid to the seller.

- 1 Currency Futures Contracts
- 2 Currency Options
- 3 Currency Swaps
- 4 Currency Forward Contracts

問 3

A digital marketing practice can be applied to any website. It helps search engines understand website's content and connect it with users by delivering relevant, valuable results based on their search queries. Whether a site promotes products, offers services, or shares expert knowledge on a specific topic, this practice can help drive traffic and increase online visibility.

- 1 SNS
- 2 SEM
- 3 SMM
- 4 SEO

<解答>

第1問

問1. 1

問2. 2

問3. 4

問4. 2

問5. 4

第2問

問6. 3

問7. 2

問8. 3

問9. 2

問10. 3

問11. 2

問12. 4

第3問

問1. 4

問2. 2

問3. 4