

英 語

注 意

1. 問題は全部で18ページである。
2. 解答用紙に氏名・受験番号を忘れずに記入すること。(ただし、マーク・シートにはあらかじめ受験番号がプリントされている。)
3. 解答はすべて解答用紙に記入すること。
4. 問題冊子の余白等は適宜利用してよいが、どのページも切り離してはいけない。
5. 解答用紙は必ず提出のこと。この問題冊子は提出する必要はない。

マーク・シート記入上の注意

1. 解答用紙(その2)はマーク・シートになっている。HBの黒鉛筆またはシャープペンシルを用いて記入すること。
2. 解答用紙にあらかじめプリントされた受験番号を確認すること。
3. 解答する記号・番号の○を塗りつぶしなさい。○で囲んだり×をつけたりしてはいけない。

解答記入例(解答が1のとき)

1	<input checked="" type="radio"/>	②	③	④	⑤	⑥	⑦	⑧	⑨	⑩
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4. 一度記入したマークを消す場合は、消しゴムでよく消すこと。×をつけても消したことになる。
5. 解答用紙をよごしたり、折り曲げたりしないこと。

問題 1 次の英文を読み、設問に答えなさい。

If, over the last three years, you had to pick one stock to invest in, which one would it be? My choice would be NutriSystem, the diet company based in Horsham, Pennsylvania. It sends low-calorie meals through the mail to millions of people who want to lose weight. And the company, if not its customers, has been enormously successful. Through 2006, the stock's compound annual average return over three years was 233 percent. That made it one of the top performers not only in the diet business (1) on all of Wall Street. An investor who put \$1,000 into NutriSystem shares at the end of 2003 would have had \$36,855 just three years later.

The interesting thing about NutriSystem, aside from its stock performance, is its customers: they are overconfident. The typical NutriSystem customer is a failed dieter — that is, somebody who has tried but failed to lose weight. Most of them ((W) percent) are women. On average, they are (X) years old and weigh 95 kilograms. Most start out wanting to lose (Y) kilograms, but end up losing only about (Z). Typically, after ten or eleven weeks, they give up and drop out of the program.

Why, then, company / customers / fail / has / if / its / succeeded / the ?
(3)
The answer is that NutriSystem, like a great many corporations, has learned to profit from our overconfidence. It banks not on what people *will* do but on what people *believe* they will do. In NutriSystem's case, this belief is encouraged by the company's advertisements. Typically, its ads feature famous athletes like the former National Football League player Dan Marino, who says he lost 10 kilograms, and Mike Golic, the former National Football League player turned TV reporter, who says he lost 25 kilograms.

Look closely at the ads, though, and you will notice in small print a message consisting of three important words: "Results not typical." You'd think this would be a warning to potential customers that losing a lot of weight

through the company's program is unlikely. But it isn't. To potential dieters, it doesn't matter if the advertised results aren't typical, because most people think *they're* not typical. They're above average — and their results will be, too.

In this sense, NutriSystem isn't in the diet business; it's in the hope business — and so, if you think about it, are banks and gyms and many other businesses, too. Health clubs are a multibillion-dollar industry in the United States. By one count, nearly thirty-three million people pay some \$12 billion a year to work out. Typically, most of them join a health club through membership plans. But are they wasting their money?

To find out, Stefano DellaVigna and Ulrike Malmendier looked at records from three U.S. health clubs that detailed the day-to-day attendance of nearly eight thousand members over three years. Like you or me, these health club customers typically had three membership choices:

1. An annual contract
2. A monthly contract
3. A pay-per-visit contract, often in the form of a ten-visit pass

Which one would you choose?

If you're like most people, you'd probably choose the annual or monthly contract — and you would probably overpay. That's because gym members, like dieters, tend to be overconfident. They believe they will go to the gym much more often than they do. In fact, DellaVigna and Malmendier found, gym members go to the gym only about half as often as they expect to — four to five times a month instead of the ten times per month they expect they will.

As a result, gym members with contracts overpay for the visits they do make. On average, DellaVigna and Malmendier found, each member overpaid by about \$700. Overpaying like this isn't universal — but it's close. Some 80 percent of monthly members would have been better off with the per-visit plan. So why do they overpay?

“Basically, you overestimate your self-control,” says DellaVigna. “You confuse what you *should* do with what you *will* do.” In other words, you behave a lot like a NutriSystem customer.

Interestingly, contracts like the ones DellaVigna studied haven’t always been typical in U.S. health clubs. In the 1950s, many health clubs operated under a pay-per-use system. Typically, they issued tickets, which customers paid for at the entrance. But as clubs converted to electronic card systems that enabled them to monitor their members’ attendance patterns, the tickets were replaced by contracts.

DellaVigna believes that over time health clubs, like other businesses, have wised up; they have learned to design their contracts to take advantage of their customers’ overestimation. In many ways the firms are taking advantage of that knowledge, and consumers should be smarter in realizing that.

But this is easier said than done. It’s not always easy to recognize when our overconfidence is about to charge us more. We are often satisfied by initial costs that seem low. There is a reason, after all, why hotel rooms in Las Vegas are cheap and why cell phone calling plans give you “free” minutes: both the casinos and the cell phone companies know you will overestimate your self-control. You will gamble and talk more than you think you will, and when you do, they will profit and you will not. The (9) doesn’t pay off.

設問A

1) 空所に入るべき最も適切な語はどれか。

1. and
2. but
3. or

- 2) 空欄(W, X, Y, Z)に入る数値の組合わせとして最も適切なのはどれか。
1. 44, 30, 80, 9
 2. 80, 30, 9, 44
 3. 80, 44, 30, 9
- 3) 最も適切な語順はどれか。
1. if its customers fail has the company succeeded
 2. has its company succeeded the customers if fail
 3. has the customers succeeded if its company fail
- 4) “it” が指しているのは次のうちどれか。
1. this message
 2. losing a lot of weight
 3. the company’s program
- 5) 下線部の意味はどれか。
1. NutriSystem is a new hope in the industry
 2. NutriSystem is a promising company
 3. NutriSystem sells hopes
- 6) スポーツジムの月に5回利用する場合、得な料金プランはどれか。
1. an annual contract
 2. a monthly contract
 3. a pay-per-visit contract
- 7) 下線部の意味はどれか。
1. すべての客が最適な料金プランを選びそこなうわけではない。
 2. すべての研究が払いすぎを対象としているわけではない。
 3. すべてのスポーツジムが払いすぎで儲かるわけではない。

- 8) 1950年代以降のスポーツジムの料金制度の変遷として正しいのはどれか。
1. 都度払い制から都度払いか定額払いかの選択制へ
 2. 定額払い制から都度払いか定額払いかの選択制へ
 3. 定額払い制から都度払い制へ
- 9) 空所に入るべき最も適切な語はどれか。
1. optimism
 2. racism
 3. socialism
- 10) 本文の内容に合わないのはどれか。
1. 企業の利益の上げ方は時代とともに変遷する。
 2. 客をだまして儲ける会社は許されない。
 3. 自分を過信してはならない。

設問 B

下線部(B)を和訳しなさい。(解答用紙(その1)を使用すること)

問題 2 次の文章の下線部を英訳しなさい。(解答用紙(その1)を使用すること)

経済危機に陥っているギリシャのアテネで、ドイツ語を学ぶ市民が増えている。仕事の少ないギリシャから経済好調なドイツへ移住する目的だ。

問題 3 注を参考にして次の英文を読み、設問に答えなさい。

It's mid-afternoon, and I'm sharing a long lunch with a colleague at a sidewalk café in Paris. There's a basket of fresh-baked bread on our table and a parade of well-dressed shoppers passing by. At the next table, three men chat in the sunshine over a bottle of chilled champagne. Children speed on their kick-scooters, headed for the park.

In other words, this is a really miserable place.

Many people dream of visiting Paris — France is the world's most visited country — but to the local people, there is plenty to complain about, and they do, to an extreme extent, according to the statistics. Demonstrations confuse traffic every few days, and last year a Gallup International poll ranked the French the most unhopeful among 51 countries; another Gallup poll, taken days before dissatisfied voters drove Nicolas Sarkozy out of office on May 6, 2012, found that most French believed their lives were sure to get worse in the next five years.

There is a point to this story: It is difficult for outsiders to measure people's sense of well-being, simply by viewing their lives. And yet despite the difficulty, economists seem increasingly determined to do just that, by trying to translate life's vague factors into measurable data.

Forty years after the Gross National Happiness index was invented by the King of Bhutan, happiness is finally gaining attention as a serious national indicator. Last week, economists at the Organization for Economic Cooperation and Development (OECD), which represents 34 major economies, announced that they hoped their Better Life Index — launched a year ago — would persuade governments to focus as much on factors like environment and community bonding, as on GDP measurements like productivity and income. "The index of material conditions is still extremely important," the OECD's chief researcher Martine Durand told the audience of about 350 people,

including economists and officials from around the world. “But what we are saying is that there is more to life than just money.”

That’s a good thing, given Europe’s huge debt and near-zero growth. While the Eurocrisis threatens to disturb the global recovery, more and more governments are measuring non-traditional data, perhaps in order to see how their citizens fare with unemployment and strained public services, and also — some officials assert — because the findings could help predict economic declines sooner than changes in GDP. Former World Bank chief economist Joseph Stiglitz, who was commissioned by Sarkozy in 2009 to devise a well-being index, found that such data might have warned the West of the approaching global decline, had it existed in the mid-2000s.

Now several countries seem to have taken note. The U.S. Department of Health and Human Services is working on a national happiness index for Americans, whose “pursuit of happiness,” the *Washington Post* noted, is fundamental to the country, that the U.S. would then track, much as it does income and working hours. And last year, in the midst of massive spending cuts, Britain’s Office of National Statistics began a Well-Being Index, at a cost of \$3 million a year, collecting statistics on people’s levels of anxiety and confidence. Surprisingly, the first index showed the British to be generally happy with life, with older people being the happiest of all.

But no effort seems to match the ambition and scope of the OECD’s Better Life Index. Launched in May 2011, it collects statistics in 36 countries (Russia and Brazil signed recently) on 24 indicators; as of 2012, those include sex and inequality. There are factors on the list that seem difficult to measure, like “work-life balance,” and “life satisfaction,” as well as the more obvious ones like education, health, and income.

Having worked for years to design the index, OECD researchers then confronted the complexities of measuring factors which were subjective and vague. So they launched an online tool called “Your Better Life Index,”

allowing people anywhere to rank how important each factor on the list is to them, and then see how their ideal compares with real-life statistics. In effect, the Better Life Index is now whatever each person decides it should be. If education is the most important thing to you, go live in Finland, not Mexico; if work-life balance is most important, Denmark is your place, while the U.S. ranks near bottom.

So far, about a million people in about 180 countries have used the tool, whose graph is designed like a bunch of flowers, in which each leaf is a different point of measure, getting bigger and smaller according to the results. “We’re asking regular people what’s important to them, and then combining that with countries’ official statistics,” says OECD researcher Rumina Boarini, who helped design the index.

Though the results from the index’s first year show that people in richer countries have a better sense of well-being than those whose daily life is a struggle (no surprise), Boarini says they also suggest how limited GDP is as a country’s key economic measurement. “Policy makers need to focus not only on economic growth,” she says. “But there are many things that matter to people, which make people happy.”

And in France, despite the fine cafés and peaceful lifestyle, there are apparently plenty of things that cause dissatisfaction, too.

<注>

OECD 経済協力開発機構 GDP<gross domestic product 国内総生産

設問

- 11) Why is well-being measured?
 1. To help understand people’s attitude towards politicians.
 2. To help understand people’s level of anxiety.
 3. To help understand people’s spending habits.

- 12) What do the French seem to be concerned about?
 1. Maintaining a good lifestyle.
 2. Problems with voting polls.
 3. Too many American tourists.
- 13) Who first worked on making a national happiness index?
 1. Joseph Stiglitz.
 2. Nicolas Sarkozy.
 3. The King of Bhutan.
- 14) What is the Better Life Index designed to measure?
 1. People's spending habits.
 2. People's well-being.
 3. Unemployment rates.
- 15) How is non-traditional data being used by governments?
 1. To look at unemployment trends.
 2. To pay back government debt.
 3. To predict global economic trends.
- 16) Which country believes strongly in a basic right of its people to find happiness?
 1. Britain.
 2. Russia.
 3. The United States.
- 17) Which of the following factors are NOT measured by the OECD?
 1. The balance between work and life.
 2. The scope of effort and ambition.
 3. The scope of gender and inequality.

- 18) According to the Better Life Index, which of the following statements is true?
1. Finland has the best education.
 2. Mexico has the best income.
 3. The U.S. has the best work-life balance.
- 19) What is the Better Life Index based on?
1. Objective statistics data only.
 2. Subjective and objective data.
 3. Subjective response data only.
- 20) What do the results from the Better Life Index indicate?
1. People in poor countries have no concern for well-being.
 2. People in rich countries have a strong concern for well-being.
 3. People in rich countries have no concern for well-being.

問題 4 注を参考にして次の英文を読みなさい。下線部を書き換える場合、最も適切なものはどれか。

OK... so Obama won the 2008 U.S. presidential election. All that hard work on the campaign trail, and the several billion dollars spent by the various hopefuls over the year that the campaign lasted. It all paid off. We got the best man for the job, thanks to the fierce selection effect of the democratic election process. A Darwinian triumph of selection for the best man.

Well, you might think so, but I'm not so convinced. In my view, science could have saved them all a lot of time and unnecessary money, at least in the endgame. McCain was set to lose come what may.

In fact, the evidence was there all along. Obama was bound to win on two very simple grounds: he was taller of the two candidates, and he had the more symmetrical face.

What on earth has facial symmetry got to do with it? And what's facial symmetry anyway?

Well, symmetry is simply being symmetrical, each half of the face being a mirror image of the other. It turns out that producing a nice balanced, symmetrical body is not as easy as one might imagine. Given all the vicissitudes of life — from illness to injury to starvation — during the long process of development from birth to final adulthood, our genes have a hard time trying to build our bodies the way they were meant to be. It turns out that one of the markers of top-quality genes is how well they can cope with all these obstacles and still produce a symmetrical body. Facial symmetry is thus a rough and ready index of the quality of your genes. It turns out that symmetry is linked to how well one does lots of things in life, but quite the most extraordinary and disturbing is that it seems to be a very good predictor of which candidate will win an election.

Tony Little and Craig Roberts discovered that our voting patterns aren't

always so carefully thought out as we imagine in our democracies. Principles and plans are pitched against each other in the hustings, but it seems that's really just a means for the candidates to show off their bodies.

Little and Roberts first asked a large sample of people to choose which of two faces they would prefer to run their country. The eight pairs of faces were based on the actual winners and losers of the previous two national elections from the U.K., the U.S., Australia and New Zealand. Being just a bit careful, they did not show the actual faces, but instead showed the same, neutral face modified using shape-changing software to have more or fewer of each of the two candidates' key facial features. These modified faces don't look like the originals, but they have their core physical features such as lip and nose shapes. They produced two such faces, one based on the winners and the other based on the losers.

The outcome? Well, subjects chose the winning face nearly sixty per cent of the time, and the losing face only about forty per cent. More striking still, when they plotted the relative preference for one face over the other in the eight elections against the actual votes cast for that candidate or their party, they found a very good fit.

But surely the voters must be taking note of all the promises and policies that the candidates and their parties make? Well, it seems not, for these results match rather well with the remarkable fact that of all the U.S. presidential elections since George Washington ascended the American throne where we have height data for the two candidates, the winner has been the taller in seventy-one per cent. Height is another property that appeals to us, and has many unexpected everyday consequences. There have been several studies in recent years showing that, statistically speaking, men's (but, it seems, not women's!) salaries are related with how tall they are. In fact, in the U.K., your salary increases by about one per cent for every centimeter that you are taller than the average height for the population.

Little and Roberts' second experiment is also interesting. This time, they added a novel twist to their original experiment. They took the 2004 Bush-Kerry contest and asked a different set of subjects to say not just which face they preferred to run their country, but which they would prefer during time of war and which during time of peace. As before, they used a neutral face modified to have more or fewer Bush or Kerry's features.

The startling results were that the Bush-like face won hands down in the time-of-war condition (preferred by seventy-four per cent), but Kerry was the clear favorite in the time-of-peace condition (gaining sixty-one per cent of votes). Subjects were also asked to assess the two faces for various characteristics. 'Bush' was seen as being more manly and dominant, whereas the 'Kerry' face was seen as being more attractive, forgiving, likeable and intelligent.

Which, you might say, is good news for Kerry. The bad news, it seems, was that he chose to run at just the wrong time, while the Iraq War was still in the center of the public's consciousness. Had he held off and waited until the following election (which Obama won), he might have done better.

<注>

gene 遺伝子

- 21) 1. no matter what happened
2. no matter which may go
3. no matter who came
- 22) 1. at first
2. for the first time
3. in the first place

- 23)
 1. opportunities
 2. riches
 3. uncertainties
- 24)
 1. campaigns
 2. presidents
 3. voters
- 25)
 1. create
 2. govern
 3. rush
- 26)
 1. Even more striking
 2. Quietly more striking
 3. Very more striking
- 27)
 1. became President
 2. entered the U.S.
 3. was born an American citizen
- 28)
 1. As in the first experiment
 2. As in the first paragraph
 3. As in the first war
- 29)
 1. confusing
 2. surprising
 3. worrying
- 30)
 1. Although he had
 2. Because he had
 3. If he had

問題 5 空所に最も適した文を選びなさい。(同じ文を二回以上用いてはいけません)

Mariko: Have you seen this Internet shopping site? It helps you shop for clothes online.

Akiko: (31) But I didn't buy anything.

Mariko: Really? Why not?

Akiko: (32) For me, that's half the fun of shopping.

Mariko: I used to think so, too. But I rarely feel like driving to the mall anymore. (33)

Akiko: Not me. I like hands-on shopping — looking around the shop, feeling the cloth and trying everything on before I buy. (34)

Mariko: You type in your measurements. Then send the website an I.D. photo. Their computer creates a 3-D model of you.

Akiko: (35)

Mariko: Yes, you click on the clothes you want, and it'll show you how they look. (36)

Akiko: That's amazing! It really does look just like you — right down to the thick things — oops!

Mariko: Hey, at least I'm honest. You have to be when you're buying clothes with real money.

Akiko: (37)

Mariko: I know. I spent half a day making my virtual try-on model and ordering expensive clothes.

Akiko: (38) I bet you got a big surprise when the delivery came.

Mariko: It shouldn't have been a surprise. (39) But the waistlines were too tight.

Akiko: What did you do next?

Mariko: (40)

1. Because I couldn't try things on.
2. Can you see it from all sides?
3. Here's me in a \$1,200 dress.
4. How can you try clothes on through a computer?
5. I can guess what happened next.
6. I got exactly what I'd ordered.
7. I had to send it all back for repayment.
8. I think I'd feel like giving the computer some more dishonest data.
9. I've tried online shopping for clothes before.
0. It's too much trouble.

問題 6 それぞれの和文に相当する英文にするために、空所に最も適した語を選びなさい。(同じ語を二回以上用いてはいけません)

41) おまえさんが率先してやれば、みんな右ならえすると思うよ。

If you take the initiative, I think everyone will () suit.

42) 学生たちは騒ぎ放題騒いでいたが、先生が教室に入った途端、水を打ったように静かになった。

The students were behaving like wild animals until the teacher entered the classroom, and suddenly it became so quiet you could () a pin drop.

43) タバコをやめたら、間が持たなくなった。

Since I gave up smoking I find it hard to () the time.

44) チェスにかけては、彼の右に出るものがない。

When it comes to chess, nobody can () close to him.

45) 次に何をしでかすかわからないので、警察は彼から目を離せない。

The police can't () their eyes off him. They don't know what he'll do next.

46) 八方丸く収まるだろう。

It will all () out peacefully for everyone concerned.

47) 間違っても、泥棒などしてはいけませんよ。

Under no circumstances should you () to stealing.

48) 労働者が給料をもらうのは当然だ。

It stands to () that workers are paid.

49) 私におべっかを使っても駄目だよ。実績が上がらなければ昇進は無理だよ。

Don't try to butter me up. You're not going to () a promotion until you start showing some results.

50) われわれの腹の内は、たちまち彼に見透かされてしまった。

It didn't take him long to () through our intentions.

- | | | | | |
|-----------|-----------|-----------|---------|---------|
| 1. come | 2. fill | 3. follow | 4. get | 5. hear |
| 6. reason | 7. resort | 8. see | 9. take | 0. work |

問題 7 空所に最も適した語を選びなさい。(同じ語を二回以上用いてはいけません)

51) Bill Gates is truly a big () in business.

52) Can you play the song by () with your guitar?

53) Don't beat around the (). Give me the answer directly.

54) I found this book at a nearby bookstore by ().

55) It is in bad () to eat food on a busy train.

56) I'm so starved I could eat a ().

57) My father started his company from () after the war.

58) The new game is already on the ().

59) When my husband was fired, I was at a () for words.

60) When people first meet, a joke or two sometimes helps break the
().

- | | | | | |
|---------|-----------|------------|----------|----------|
| 1. bush | 2. chance | 3. ear | 4. horse | 5. ice |
| 6. loss | 7. market | 8. scratch | 9. shot | 0. taste |

