

## Listen and Speak! らくらく英検2級 II

～ 英語ができる人になる ～

### 第1回 What is important to be successful? Script

\* はじめに \*

ようこそ “Listen and Speak! らくらく英検2級 セカンドシリーズ”へ。

この番組は英検でおなじみの、日本英語検定協会がお送りする、全ての『英語ができる人』になりたい人たちのための番組です。これから英検2級や準2級を目指す人はもちろん、さらにその上を目指して、本当に『英語ができる人』になりたいというあなたにとって必ず役に立ちますよ。後半はちょっと難しかったり、大変だったりするかもしれませんが、私、伊藤太と頼れるパートナーの Gary Scott Fine がしっかり『英語ができる人』になりたいあなたをサポートします。

Yes, this program will not only help you succeed on Eiken Tests, but it will also help you improve your English ability, especially listening and speaking. However, the real aim of this program is to help you learn more than English itself.

We are not just interested in whether you can use English, but in what you can do with English.

#### Program Number 1 “What is important to be successful?”

さて、今回のタイトル “What is important to be successful?” は「成功するには何が大切か」という意味です。この番組の目的は皆さんが英検に合格するだけでなく、『英語ができる人』になることですから、セカンドシリーズの第1回として、皆さんが決してあきらめることなく、『英語ができる人』になれるよう、様々なエクササイズを行いながら、ウィンストン・チャーチル、アンソニー・ロビンズ、松下幸之助、トーマス・エジソンなど成功者の言葉を引用して、「成功の秘訣」を探りたいと思います。

それでは、この後のヒントになるかもしれないので、まずはゲーリーと私の会話を聞いてください。

## ■ Introduction

G: Hi, Futoshi, how have you been? Are you working hard?

F: Yes, very. These last couple of weeks I may have been busier than ever before. How about you, Gary?

G: I've been buried under work, with things piling up, and am desperately trying to meet various deadlines!

F: Hmm, I hope things will quiet down soon. But, although you have been buried under work, you always seem to be cheerful and positive. What's the secret?

G: Well, the first thing I can say is that I'm an optimist.

F: Yeah! "A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty." And?

G: Uh, thank you Mr. Churchill... And... I make it a point to believe that what comes to me will never be above me. That is to say, no one will give you a job if he or she thinks you are not able to do it. So, everything that you are asked to do has been judged as within your abilities by people around you – they regard you as a person who is able to do it.

F: Hmm, that's true, definitely true. I never choose a person who I think is unable. By the way, getting back to my question, I think you mean that to be successful it is important to be optimistic and believe in yourself. Is that right?

G: Yes, that's right. But, to tell you the truth, I learned the idea from you, Futoshi.

F: Really? Oh, yes, I've just remembered! Let me explain about "the Success Cycle," which consists of four things — potential, action, results, and belief. First,...

G: Ah, Futoshi, can we postpone your explanation of the Success Cycle, so that we can get right into the first lesson of this new podcast series?

F: Oh, good idea!

G: Along the way, we'll learn what is important to be successful, and *then* Futoshi will explain about the Success Cycle.

F: Right. Let's get started with today's exercises. And now...

G/F: Here we go!

## 1 Exercise 1 dialogue

これから流れる男女の対話を聞いて、後の問いに答えてください。これから流れる対話は過去の英検に出題されたリスニング問題の一つです。実際の問題は、対話を聞いてから適当な選択肢を選ぶ形式ですが、ここではちょっと頑張って、ゲーリーの質問に自分の言葉を使って英語で答えてみるようにしてください。いいですか、もう一度言いますよ。対話を聞いた後、ゲーリーの質問に自分の言葉で答えてくださいね。二次試験の面接対策にもなりますし、とても役に立ちますよ。それでは、始めます。

Listen to the dialogue and answer the question that follows. 【2013-3 2nd No.14】

(M=Man / W=Woman)

M: Are you working late again tonight, Amanda?

W: Yeah. I still have some things to organize for my sales presentation at the advertising conference next week.

M: I've seen how hard you've been working on it. I'm sure you're going to do well.

W: I hope so. This will be my first time speaking in front of so many people.

Answer the following question in your own words.

**Question:** Why is the man sure that Amanda is going to do well with her presentation next week?

それでは、語彙と会話の表現について確認をしましょう。

### ■Let's study vocabulary and expressions

Listen to my Japanese and repeat after Gary in English.

- |                 |                        |
|-----------------|------------------------|
| 1. 遅くまで働く       | work late              |
| 2. ～を組み立てる、まとめる | organize ～             |
| 3. 販売プレゼンテーション  | sales presentation     |
| 4. 広告会議         | advertising conference |
| 5. ～に取り組む       | work on ～              |

それでは、少し答え方についてヒントを出しましょう。QuestionはWhy is the man sure that Amanda is going to do well with her presentation next week? 「なぜ男性はアマンダが来週のプレゼンをうまくやれると確信しているのか」ですね。答えの中心は「なぜうまくやれると確信しているか」に対する理由になります。「努力という原因があつて成功という結果がある」ことを考えればすぐに分かるはずですね。それでは、Amandaの「努力」に注目してもう一度聞いてみましょう。

Listen to the dialogue and answer the question that follows. 【2013-3 2nd No.14】

(M=Man / W=Woman)

M: Are you working late again tonight, Amanda?

W: Yeah. I still have some things to organize for my sales presentation at the advertising conference next week.

M: I've seen how hard you've been working on it. I'm sure you're going to do well.

W: I hope so. This will be my first time speaking in front of so many people.

Answer the following question in your own words.

**Question:** Why is the man sure that Amanda is going to do well with her presentation next week?

■ **Model answer**

Listen to the model and compare it with your answer.

**Question:** Why is the man sure that Amanda is going to do well with her presentation next week?

Because he has seen how hard she's been working on the presentation.

Or

Because he knows that she has been working very hard to prepare for the presentation.

では少し確認しましょう。男性は “I've seen how hard you've been working on it.” と Amanda の努力を認めた上で “I'm sure you're going to do well.” と言っているわけですから、この “I've seen how hard you've been working on it.” が答えの中心になりますね。 “Why is the man ~?” と質問されているわけですから、 “Because he ~.” と始めればモデルアンサーのようになります。ただし、 “I've” を “he's” または “he has” に、 “you've” を “she's” または “she has” にするのを忘れないようにしましょう。頭で考えなくても自然にこうした変換ができるようになるといいですね。そのためにも、ぜひ、何も見ずに自分で発音してモデルアンサーと同じように答える練習をしてみてください。必ず、『英語ができる人』に一步近づきますよ。

## 2 Exercise 2 passage

このエクササイズでは、短い文章が読まれた後にゲーリーが一つ質問をしますので、自分が思ったことを自由に答えてください。主語と正しい答え方に注意して、聞かれたことに対してまっすぐ答えてくださいね。

Listen to the passage and answer the question that follows. 【2013-2 2nd No.30】

Thanks for coming to today's marketing meeting. We're here to talk about the company's plans for next year. The biggest change is that we're going to stop using television commercials. Instead, we're planning to advertise our products on the Internet. This is a big change, and everyone is going to have to work hard, but it will be very important for the future of the company.

Answer the following question in your own words.

**Question:** According to the speaker, what is the biggest change in the company's plans for next year?

さあ、きちんと聞き取れましたか。それでは、少し語彙と英文の表現を確認しましょう。

### ■ Let's study vocabulary and expressions

Listen to my Japanese and repeat after Gary in English.

- |               |                 |
|---------------|-----------------|
| 1. その代わり、代わりに | instead         |
| 2. ~の広告をする    | advertise ~     |
| 3. 製品         | product         |
| 4. インターネット上で  | on the Internet |

実際のビジネスではよくありそうな話ですね。ここで聞かれているのは 何が最も大きな“change”か、ということです。“change”という言葉を目にした瞬間に、変化の対象、つまり「何が何に変わるのか」と、変化の内容「何がどう変わるのか」に意識が向けられるようになるといいですね。さあ、ここでは「何が何にどう」changeするのでしょう。それから、その目的は何でしょう。それではこの点に注意して、もう一度聞いてください。

Listen to the passage and answer the question that follows. 【2013-2 2nd No.30】

Thanks for coming to today's marketing meeting. We're here to talk about the company's plans for next year. The biggest change is that we're going to stop using television commercials. Instead, we're planning to advertise our products on the Internet. This is a big change, and everyone is going to have to work hard, but it will be very important for the future of the company.

Answer the following question in your own words.

**Question:** According to the speaker, what is the biggest change in the company's plans for next year?

■ **Model answer**

Listen to the model and compare it with your answer.

**Question:** According to the speaker, what is the biggest change in the company's plans for next year?

It is to stop using TV commercials and instead advertise their products on the Internet.

Or

It is to replace TV commercials with online advertisements in order to market their products.

さあ、どうでしたか。初めのモデルアンサーでは the speaker の言葉をそのまま引用しています。一方、後のモデルアンサーでは、**replace A with B** 「AをBに取り換える」という便利な表現を使いながら、**in order to** ～ とその目的も併せてうまくまとめていますね。皆さんもただ相手や他者の言葉をそのまま使うだけではなく、別の言い方を使って簡潔に表現する練習もぜひ、してみてください。表現の幅が広がり、相手とのコミュニケーションも円滑になって、『英語ができる人』に近づくのに必ず役に立ちますよ。

それから、この後の **repetition drill** と **shadowing drill** では、ぜひ、この speaker、腕利きの女性社長のようですが、この人物になりきってあたかも自分の言葉であるかのように **practice** してみてください。役者になって演じるつもりで。

実はゲーリーの主要な研究テーマの一つは “**Second Language Acquisition Through Drama**” 「演劇を通じた第2言語の習得」です。drama には多種多様な要素が含まれていて、外国語の習得に非常に適しています。欧米などの諸外国では多くの学校で外国語学習だけでなく様々な学習で使っているようですね。私は日本でもそうした外国語教育が行われればいいなと思っているのですが、ちょっとここで、その専門家であるゲーリーに drama の外国語学習における効用、とくに「誰かになりきって自分の言葉のように英語を話す」ことのメリットを話してもらいたいと思います。

So, Gary, please explain the benefit of learning foreign languages through drama, could you?

Absolutely, yes. The idea is not only to memorize all of the character's lines, but also to understand, explore, and develop the character's inner life – the character's background, relationships, motivations, and feelings – as well as the situations portrayed in the drama, just as a professional actor does. If you speak the lines as if you really were the character, then your brain will cognize the words as your own and store them in your vocabulary or word stock. Why not make believe you're a professional actor? It's an effective – and I think fun –

way to improve your English, and I highly recommend it.

## ■ Repetition Drill using the passage

さあ、ここからは、放送された英文について Repetition Drill を行います。repetition は反復でしたね。ポーズの間にゲーリーの英語をできるだけそっくりに真似してみましよう。単語の発音だけでなく、イントネーションや雰囲気も真似してくださいね。

### 1) Repetition Drill

Repeat during each pause. Practice again and again, and you'll surely improve.  
Ready? Let's begin.

Thanks for coming to today's marketing meeting. //  
We're here to talk about the company's plans for next year. //  
The biggest change is /  
that we're going to stop using television commercials. //  
Instead, we're planning to advertise our products on the Internet. //  
This is a big change, /  
and everyone is going to have to work hard, /  
but it will be very important for the future of the company. //

どうでしたか。上手に真似ができると楽しいですね。さあ、次は『英語ができる人』は必ずといっていいほど練習するシャドウイングにいきます。私が実際、少しシャドウイングのお手本を示しますね。ゲーリーの後に続いてシャドウイング、つまり、ゲーリーの言葉の影を追うような形で、聞きながらゲーリーの言葉を真似していきます。

### 2) Shadowing Drill 1

While listening, shadow each part.

Thanks for coming to today's marketing meeting. //  
We're here to talk about the company's plans for next year. //  
The biggest change is /  
that we're going to stop using television commercials. //  
Instead, we're planning to advertise our products on the Internet. //  
This is a big change, /  
and everyone is going to have to work hard, /  
but it will be very important for the future of the company. //

要領はつかめましたね。次は実際に自分で shadowing にチャレンジしてください。shadowing は自分で speaking をするという負荷をかけながら listening をするので、筋トレと同じように「耳トレ」になります。必ず listening の能力が向上しますので、できるまで何度でも繰り返してください。

聞く音声の方を大きくして、自分の声はあまり聞こえないようにすると一層効果が上がりますよ。

## 2) Shadowing Drill 1

While listening, shadow each part.

Ready? Let's begin.

Thanks for coming to today's marketing meeting. //

We're here to talk about the company's plans for next year. //

The biggest change is /

that we're going to stop using television commercials. //

Instead, we're planning to advertise our products on the Internet. //

This is a big change, /

and everyone is going to have to work hard, /

but it will be very important for the future of the company. //

どうですか。できるようになるとすごく楽しいし、やりがいがあるでしょう。次はセンテンスの途中に区切りはありませんよ。各センテンスの間も短いですから、一気にパッセージ全体をシャドウイングできるように頑張ってくださいね。できたらとても達成感が得られますよ。

## 3) Shadowing Drill 2

Shadow the whole passage from the beginning to the end. Practice again and again. It may be much harder, but you will enjoy a feeling of accomplishment, if you can. Ready? Let's begin.

Thanks for coming to today's marketing meeting. //

We're here to talk about the company's plans for next year. //

The biggest change is that we're going to stop using television commercials. //

Instead, we're planning to advertise our products on the Internet. //

This is a big change, and everyone is going to have to work hard, /

but it will be very important for the future of the company. //



### 3 Challenge passage & opinion

さて、いよいよ最後のエクササイズ、チャレンジのコーナーです。ここからは一気に英語だけで進めていきますから、しっかり集中してくださいね。

Listen to the passage, and answer Gary's question. 【2013-3 2nd No.25】

Last year, Tony's Pizza Restaurant started trying to get more customers. At first, they put commercials on TV, but they were not successful. Then, a few months ago, Tony's decided to change their menu. They added things like pizza with unusual toppings, and this brought in a lot of new customers. Now, they are one of the most successful restaurants in town.

Now, Gary is going to make several points about the passage, and then ask you a question. Please answer his question. You should express your opinion as well as you can.

According to the passage, a restaurant called Tony's Pizza Restaurant attempted to get more customers by advertising on TV, only to fail. But the restaurant's decision to change its menu brought about good results, and now Tony's is among the most successful restaurants in town.

I think that often it is difficult to change something. That's because, in some ways, change can mean denying the past, turning away from behaviors that were once successful, giving up deep-rooted customs, saying goodbye to ideas long cherished... sometimes even denying the identity or self-image we have cultivated for years. But we cannot deny that sometimes we need to change *ourselves* in order to succeed. This takes courage and determination.

Here are two famous sayings: (1) "The key to success is to continue your efforts until you reach it." (2) "I have not failed. I've just found 10,000 ways that won't work." The first is by Matsushita Konosuke, and the second by Thomas Edison. And I repeat them. "The key to success is continue your efforts until you reach it." "I have not failed. I've just found 10,000 ways that won't work."

Now, I would like to ask you a question. What do you think is important in order to be successful? Please explain your answer.

#### ■Model

Now, let's listen to Futoshi. He will present a model response. Listen and compare it with your answer.

I think there are several important points to be successful. The first one is passion. It causes strong motivation toward goals. But the changes necessary for success will never be effected

by passion alone. A cool mind and proper ideas are needed to bring about concrete progress toward change. In addition, we need patience and endurance like Matsushita and Edison. We are much more certain to continue making efforts with patience and endurance than without. They enable us to work through any difficulty and push through to the end. However, what I think is most important is to believe in yourself. Belief or confidence is not only the most powerful driving force for us to face difficulties, but also the strongest base for the patience and endurance that support our efforts to the last. Therefore, I think we must keep in mind all those elements I mentioned above, but what I think is most important to be successful is unshakable self-confidence.

How was it? Could you catch what Futoshi said? Did you understand his points?

Okay, now he will explain what he just said. Please listen.

はい、ゲーリーは、あるレストランがテレビコマーシャルで客を増やそうとしたもののうまくいかず、店のメニューを変えることが功を奏して町で最も成功しているレストランの一つになったという passage の内容を要約した上で、change「変える」ということ自体が大きな困難となり得ること、なぜなら、change は過去の否定であり、慣れ親しんだ習慣や過去の成功、時には長い年月をかけて培ってきた自身のアイデンティティーさえ否定することになりかねないからという理由を説明してくれました。そして、それでも成功するためには自分自身さえをも変える勇気と決意が必要なきがあることを指摘した上で、二人の偉人、松下幸之助とトーマス・エジソンの言葉を引用して、忍耐と我慢強さの大切さにも触れ、「あなたは成功するために大切なものは何だと思うか」と質問しましたね。

これに対して私は、重要なことは幾つかある、**there are several important points** と抽象的な表現を使い、その後で複数の **important points** を一つずつ具体的に説明する展開を取りました。いわゆる「抽象から具体」の論理展開です。そこで幾つかの **points** を説明しましたが、一番最後に最も重要だと思うものを取り上げたのが分かりましたか。

このように、「～は幾つかある」→「一つはA、次にB、そしてC」→「しかし最も～なのはDである」という展開で主張を印象付ける方法は単純ですが大変強力な方法です。加えて、主張の再提示となる最後の結論部分は「ABCも忘れてならないが、最も重要なのはやはりDである」と、「譲歩+主張」の構造、つまり、前半のABCを「譲歩」、後半のDを「主張」という形で主張を印象付ける効果を狙ったことにも気が付いたでしょうか。

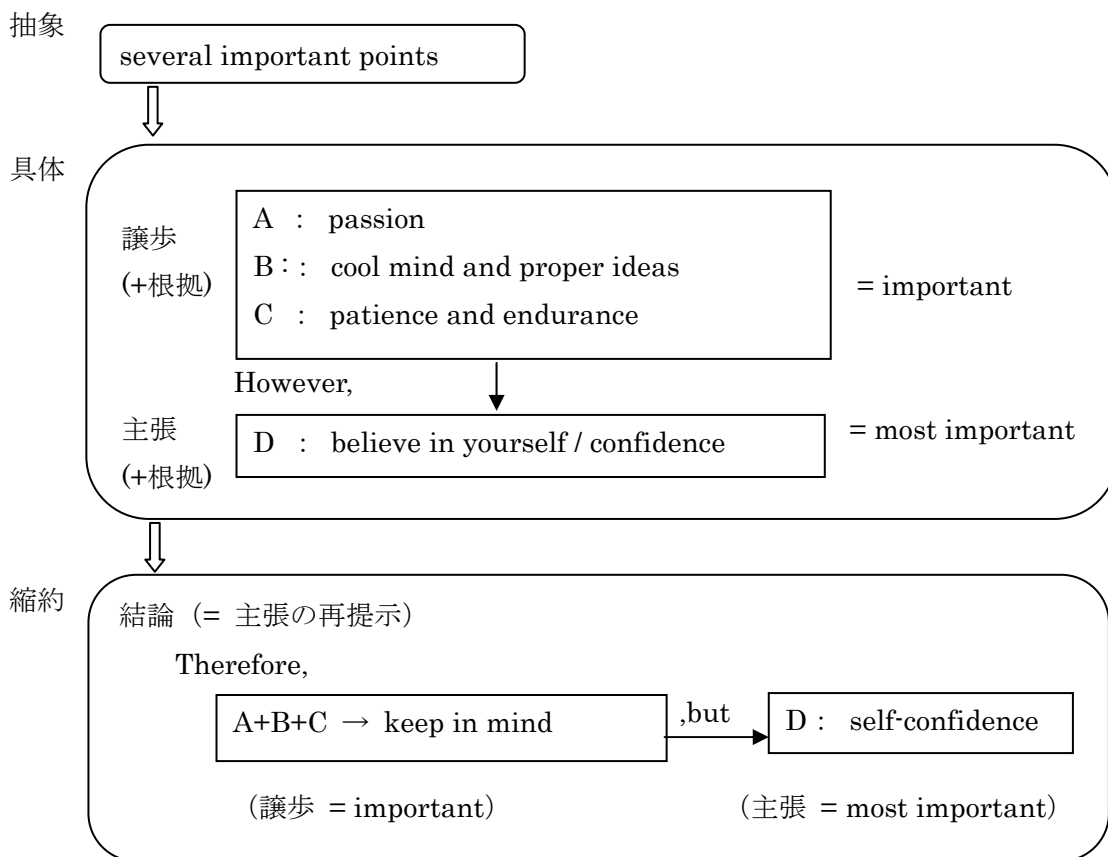
「幾つかある」とした上で「軽いものから複数」並べ、「最後に一番重いもの」を提示する。そしてさらに、この形をそのまま再提示して結ぶという方法は大変有効ですから、ぜひ、英検の公式ウェブサイトからスクリプトをダウンロードして、英文とダイアグラムを確認してください。

それから、使ってみると意外に簡単ですから、皆さんもこの方法を試してくださいね。

Now, let's listen to Futoshi again. Please listen carefully, and focus on his opinion, and the way in which he expresses it.

I think there are several important points to be successful. The first one is passion. It causes strong motivation toward goals. But the changes necessary for success will never be effected by passion alone. A cool mind and proper ideas are needed to bring about concrete progress toward change. In addition, we need patience and endurance like Matsushita and Edison. We are much more certain to continue making efforts with patience and endurance than without. They enable us to work through any difficulty and push through to the end. However, what I think is most important is to believe in yourself. Belief or confidence is not only the most powerful driving force for us to face difficulties, but also the strongest base for the patience and endurance that support our efforts to the last. Therefore, I think we must keep in mind all those elements I mentioned above, but what I think is most important to be successful is unshakable self-confidence.

<DIAGRAM>



## ■ Closing Dialogue

G: Futoshi, I think we've learned many important things not only through the exercises but also from the words of wisdom. Don't you think so?

F: Yes, I do. Both Matsushita Konosuke and Thomas Edison never stopped making as much effort as possible until they succeeded. And, you know, successful people all seem to have something in common.

G: Ah, I think I know what you mean. Would you talk about that, and explain the Success Cycle you mentioned in the opening dialogue?

F: Sure. But first I have a question, Gary. Do you take action when you find there is no possibility?

G: No possibility? No. Absolutely not.

F: Why not?

G: Because it's useless to take action or make efforts if there's truly no possibility.

F: Correct. People never move forward when they don't find any possibility. Now, have you ever evaluated your own potential as lower than it really was? Or, to put it another way, have you ever judged yourself to be incapable when in fact you were capable?

G: Hmm, that's a good question, Futoshi. Certainly I have, just as others have.

F: I said that the Success Cycle consists of four things — potential, action, results, and belief. When your belief is big and strong, you'll estimate your potential to be high. This means you are more likely to take action. By taking action, you can achieve results. And by achieving results, you will make your belief bigger and stronger. That's the Success Cycle described by motivational coach Anthony Robbins, and it's something successful people have in common.

G: I see. When you firmly believe in yourself, you'll estimate your potential to be higher, which leads to action. By taking action, you'll get results. And the results will enhance your belief or self-confidence, bringing you back to the beginning of the cycle. So the first thing we have to do is believe in ourselves, be confident of our own potential...

F: Yes. To be optimistic like Churchill and confident like Robbins will give us a strong base of patience and endurance like Matsushita, Edison and...

G/F: US!

さあ、今回のレッスンはどうでしたか。後半は少し難しかったかもしれませんね。ぜひ、英検のウェブサイトからスクリプトをダウンロードして復習してください。それから何度も聞き直して、自分でも話せるように練習してみてくださいね。Repetition や Shadowing だけでなく、話す内容の構成を組み立てること、そして相手に伝えること、こうしたトレーニングを続ければ、あなたも必ず『英語ができる人』になります。

ところで今回、セカンドシリーズ第1回目のタイトルは “What is important to be

successful?” でした。英語の勉強といえば、ただ単語を暗記したり文法を覚えたりといった単調な作業が中心に思えることがあるかもしれませんが、私たちはそうした英語のための英語の勉強も否定はしませんが、もっと楽しくもっとためになることを、そして実際に伝えてみたい、誰かと話してみたいと思えるようなことを一緒に学んでいけたらと思っています。こうした学びを通してぜひ『英語ができる人』を目指してください。そのためにも、自分のポテンシャルを信じて、今回のレッスンを振り返り、何度も練習したり、真似したりしながら、しっかり復習してくださいね。

Well, then...

See you next time!

※ぜひ、以下の URL にアクセスしてみてください。

●The Success Cycle / Build Momentum For Continuous Success (YouMotivation より)

<http://www.youmotivation.com/motivational-articles/tony-robbins-on-how-to-build-momentum-for-success-7900>

<講師陣プロフィール>

**伊藤 太 (Futoshi Ito)**

大手予備校・有名進学塾等で英語講師を務め、東大クラス・医学部コース等を担当。作成した教材から東大・筑波大等の入試長文問題を的中。コーチングを取り入れた研修方法を確立し、数多くの講師・教員の授業力・授業アンケート向上に寄与。現在、多数の私立学校にコンサルタント、アドバイザーとして関わりとともに、ネイティブスピーカーを含む学校教員・予備校講師（100名超）のコーチを務める。

**ゲイリー・スコット・ファイン (Gary Scott Fine)**

オレゴン州ポートランド出身。スタンフォード大学大学院修士課程修了（東アジア研究）、南カリフォルニア大学大学院修士課程修了（映画・テレビ研究）。現在、東海大学外国語教育センター准教授。主な研究テーマはエンターテインメントメディアを通じた第二言語習得。

朝日新聞・土曜版、『ENGLISH JOURNAL』（アルク）、『CNN ENGLISH EXPRESS』（朝日出版社）に映画・ドラマに関わる英語コラムを連載中。NHK 教育テレビ、アルクヒアリングマラソン等多数の番組で出演及びテキスト執筆で活躍。