

■THE FIRST EXAMINATION

【Question 1】 Questions regarding the ingredients of sake.

- (1) Which of the following number is the closest to the number of brands of rice that is grown in Japan?
A: about 100 B: about 200 C: about 300 D: about 400
- (2) Which of the following is the correct scientific name of yellow koji mold?
A: *Aspergillus oryzae* B: *Aspergillus kawachii*
C: *Aspergillus awamori* D: *Aspergillus monascus*
- (3) Explain the role of lactic acid bacteria in sake production.

【Question 2】 Questions regarding the history of sake.

- (1) Which of the following literature gives a description on kuchikami no sake?
A: History of Wei B: Topography of Osumi Province
C: Englishiki D: Goshu no nikki
- (2) Which of the following happened in the Meiji period (1868-1912)?
A: There was the first exportation outside of Japan.
B: The importance of water as an ingredient was recognized.
C: Monks began producing sake.
D: The first Prohibition was issued.
- (3) Explain the differences between morohaku and katahaku.

【Question 3】 Questions regarding labels of sake.

- (1) Which of the following is the correct regulated percentage of rice koji used in tokutei meishoshu?
A: 5% or more B: 10% or more C: 15% or more D: 20% or more
- (2) Explain what kijoshu is.

【Question 4】 Questions regarding the production method of sake.

- (1) Which of the following is the first process of koji making in sake production?
A: tokomomi B: hikikomi C: mori D: nakashigoto
- (2) Explain what kyokai No. 9 yeast is.
- (3) Explain what origarami and orizake are.

■THE SECOND EXAMINATION

【Question 1】 Questions regarding the stance of an FBO certified lecturer.

An FBO certified lecturer needs to understand the notion of “Learning along the Way”. Explain why. The answer must be under 70 words.

【Question 2】 Questions regarding communication skills.

- (1) The following passage is about the importance and principle of first impression. Insert appropriate words or phrases in the spaces ① to ⑤ .

The first impression of a person is formed (①), and it is said that many tend to ignore further information or change it in his or her (②).

The model that quantifies how people judge first impressions is called (③) model. According to this model, a first impression comprises of 55% in (④), 38% in non-verbal aspects, and 7% in verbal aspects. From this model, it can be demonstrated that visual communication such as facial expressions, appearance, posture, and gesture greatly influences the first impression. Considering the importance the first impression can have on subsequent (⑤), it is indispensable that lecturers present themselves pleasantly and admirably.

- (2) Explain why lecturers must have natural and pleasant facial expressions. No word count limit.
- (3) The following passage is about greetings. Insert appropriate words or phrases in the spaces ① to ⑤ .

Greeting is part of an introduction, and the way to greet depends on (①). Although the methods may vary, greetings should always convey your (②). A careless greeting must be avoided. A greeting, literally translated in Japanese, originally means to (③) and its basic steps are (④), have a (⑤) facial expression, and the use of polite words accompanied by a gesture.

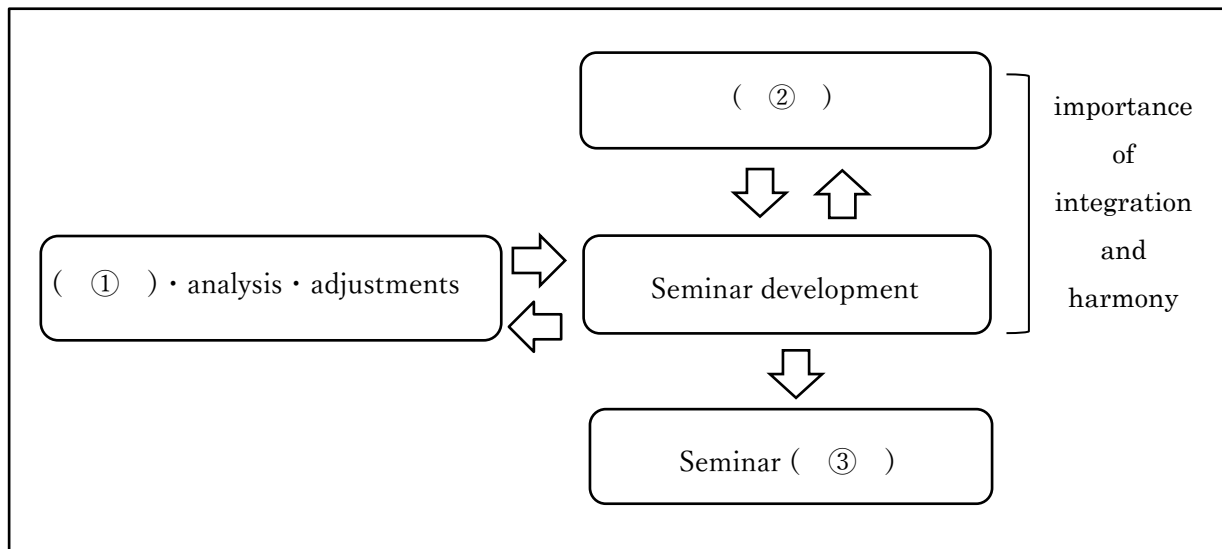
【Question 3】 Questions regarding instructional skills.

- (1) It is important to convey precise information in your instructions. List three things to be careful in doing this.
- (2) Explain what you need to be careful of during a question-and-answer session in seminars. The answer must be under 200 words.

【Question 4】 Questions regarding planning skills.

- (1) Which of the following is correct?
- A. Seminars can be considered services.
 - B. Seminars are considered to be tangible products.
 - C. Seminars can be redone and therefore are separable.
 - D. Seminars depend completely on the lecturer's communication skills.

(2) The following is a visualized procedure of planning a seminar. Fill in each open spaces from ① to ③ with the words and phrases below.



- < word list >
- | | | | |
|----------------------|----------------------|----------------------------|-------------------|
| A. selection | B. commercialization | C. understand any problems | D. action |
| E. lecturing ability | F. environment | G. implementation | H. administration |

The following passage is about seminar management. Fill in each open spaces from ① to ⑦ with the words and phrases below. (1 point each and 7 points in total)

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No matter how well written the plan is, a seminar may not go exactly as (①). Students who are (②) the product will make a (③) and demand a (④) if the product does not meet the service promised.

However, adequate and proper (⑤) will increase the (⑥) of the seminar. Out of the many different elements of a lecturer's (⑦), his or her ability would be considered the most important, and appearance would be a part of (⑤).

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- < word list >
- | | | | | |
|------------------|---------------|---------------|------------|-----------|
| A. management | B. element | C. aptitude | D. planned | E. effect |
| F. product value | G. purchasing | H. complaints | I. refund | |

- (3) The following passage is about harassment. Choose the incorrect one from below.
- A. In recent years, there are a growing number of people who are becoming very sensitive to harassment.
 - B. Inappropriate acts are not a problem as long as they are coming from good intentions.
 - C. Power harassment is when superiors and senior managers use their authority to inflict mental, physical and emotional stress on their subordinates.
 - D. Academic harassment is when people in higher positions in the education and research environment insult junior members.

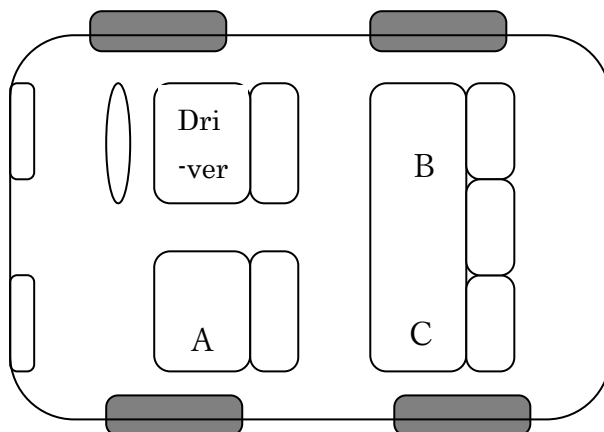
【Question 5】 Questions regarding necessary knowledge for lecturers.

- (1) The following passage is about how to effectively use color in fashion. Insert appropriate words or phrases in the open spaces from ① to ⑤ .

One of the important things to consider when using color in fashion is (①). Adding or subtracting different colors can affect the (①). The color to add is (②) and the color to subtract is (③).

(②) used effectively will make you look more healthy and lively. If used ineffectively, however, you will have a darker complexion and will look dull. (③) will make you look (④). When it is used effectively, you will look brighter and translucent. On the other hand, it could also make you look older, wrinkly, and (⑤) if you do not use it effectively. Which color to add and which color to remove can have a big influence on the human face. It is important to be conscious of the color of cosmetics used on our faces and match them properly.

- (2) When you and two other people are getting on a taxi, which of the following seat is the most appropriate for the person in the lowest employment position? Choose from the choices given below.



- A. Next to the driver
- B. Behind the driver
- C. Diagonal to the driver
- D. Anywhere

- (3) The following is about the etiquette in a social gathering. Choose two that are correct.
- A. If the other party is a superior or a guest, you should pour your own sake.
 - B. When making a toast, if the other party is a superior or a guest, the position of your glass should be higher than the other person.
 - C. When sake is poured into a sake cup(guinomi), you should hold the ware with both hands.
 - D. When wine is poured into a wine glass, you should hold the stem part of the glass.
 - E. When you pour sake with a sake bottle(tokkuri), try not to face your palm upward.