



2025 年度 後期

高 3 英語総合 SA

〔第 2 講 テストゼミ〕

解答時間 30 分

生徒氏名 []

担当講師 []

次の英文を読んで、設問に答えよ。

Before radio was invented, most communication was done in writing through books, letters and newspapers, which meant that ugly politicians and poor speakers, such as Abraham Lincoln, could be successful if they persisted long enough and wrote good print copy. (1)The radio era gave openings to people who had a good command of the spoken word, like Winston Churchill, who spoke wonderfully but may have struggled to achieve as much in today's more visual era.

Today's politicians understand that politics is about image and appearance and most *high-profile politicians now have personal body language consultants to help them *come across as being sincere, caring and honest, especially when they're not.

It seems almost incredible that, over the thousands of years of our evolution, body language has been actively studied on any scale only since the 1960s. (2)Yet most people believe that speech is still our main form of communication. Speech has been part of our communication *repertoire only in recent times in evolutionary terms, and is mainly used to convey facts and data. Speech probably first developed between 2 million and 500,000 years ago, during which time our brain tripled its size. Before then, body language and sounds made in the throat were the main forms of conveying emotions and feelings, and (3)that is still the case today. But because we focus on the words people speak, most of us are largely uninformed about body language, (a) alone its importance in our lives.

Silent movie actors like Charlie Chaplin were the pioneers of body language skills, as this was the only means of communication available on the screen. Each actor's skill was classed as good or bad by the (b) to which he could use gestures and body signals to communicate to the audience. When talking films became popular and less emphasis was placed on the non-verbal aspects of acting, many silent movie actors faded into *obscurity and only [1] [2] [3] verbal and non-verbal [4] [5].

As far as the academic study of body language goes, perhaps the most influential pre-twentieth-century work was Charles Darwin's *The Expression of the Emotions in Man and Animals*, published in 1872, but this work tended to be read mainly by academics. However, it *spawned the modern studies of facial expressions and body language, and many of Darwin's ideas and observations have since been *validated by researchers around the world. Since that time, researchers have noted and recorded almost a million non-verbal cues and signals. Albert Mehrabian, a pioneer researcher of body language in the 1950s, found that (4)the total impact of a message is about 7% verbal (words only) and 38% vocal (including tone of voice, *inflection and other sounds) and 55% non-verbal.

Anthropologist Ray Birdwhistell pioneered the original study of non-verbal communication — what he called “*kinesics.” Birdwhistell made some similar estimates of the amount of non-verbal communication that takes place between humans. He estimated that the average person actually speaks words for a total of about ten or eleven minutes a day and that the average sentence takes only about 2.5 seconds. Birdwhistell also estimated we can make and recognize around 250,000 facial expressions.

Like Mehrabian, he found that (5)the verbal component of a face-to-face conversation is

less than 35% and that over 65% of communication is done non-verbally. Our analysis of thousands of recorded sales interviews and negotiations during the 1970s and 1980s showed that, in business encounters, body language accounts for between 60 and 80% of the (c) made around a negotiating table and that people form 60 to 80% of their initial opinion about a new person in less than four minutes. Studies also show that when negotiating over the telephone, the person with the stronger argument usually wins, but this is not so true when negotiating face-to-face, because overall we make our final decisions more on what we (d) than what we (e).

(Allan & Barbara Pease, *The Definitive Book of Body Language* より。一部省略あり。)

[注]

high-profile 人目を引く

come across as ～という印象を与える

repertoire レパートリー

obscurity 世に知られていない状態

spawn ～を生み出す

validate ～の正当性を立証する

inflection 抑揚

kinesics 動作学

問1 下線部(1), (2)を日本語に訳せ。

問2 空所(a)～(e)に入る最も適切な語を下から選び, 番号で答えよ。

- ① see ② let ③ hear ④ extent
⑤ distance ⑥ impact ⑦ leave

問3 空所[1]～[5]に入る最も適切な語を下から選び, 番号で答えよ。

- ① skills ② good ③ with ④ survived
⑤ those

問4 下線部(ア)～(ウ)は筆者の主張にかかわる部分である。その趣旨を75字以内でまとめよ。
ただし, 句読点も字数に含めること。

《出典》Allan & Barbara Pease "The Defenitive Book of Body Language"一部省略

