**INSTRUCTIONS:**

**1)** Please edit the translation in the TARGET column directly.

**2)** To comment on a segment, simply create a new MS-Word comment.

**3)** It is best to edit this file in Normal or Draft view rather than page layout.

**4)** DO NOT alter the ID or SOURCE column text.

**5**) Blank rows should be ignored but not deleted.

**6**) **The following formatting must be maintained throughout:**

* **Paragraph (the number of paragraphs per row must be maintained)**
* **bold**
* **italic**
* **underline**
* **links**
* **lists (bullets and number of items in a list must be maintained)**

**7**) Ctrl+click on an ID in the left hand collumn to view the relevent screen in the online course. Toc ID’s will open the table of contents, ID’s containing \_string\_ have no relevent screen and are not linked.

Understanding Sanctions and Trade Compliance

|  |  |  |
| --- | --- | --- |
| ID | Source | Target |
| [Screen 0](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=1_C_1" \t "_blank) [1\_C\_1](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=1_C_1" \t "_blank)  | Understanding Sanctions and Trade ComplianceClick the forward arrow. | 制裁および貿易コンプライアンスを理解する[次へ]の矢印をクリックしてください。 |
| [Screen 1](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=2_C_2" \t "_blank) [2\_C\_2](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=2_C_2" \t "_blank)  | From time to time, the U.S. and other countries and jurisdictions (such as the European Union) restrict or prohibit trade dealings with certain countries, entities, and individuals.These restrictions may include bans on exports, imports, travel, investments, and other financial dealings with sanctioned parties. | 米国およびその他の国や法域（EUなど）では、特定の国家、事業体、個人との通商取引を制限または禁止する場合があります。このような制限には、制裁対象者との間の輸出、輸入、旅行、投資、金融取引などの禁止も含まれる場合があります。 |
| [Screen 2](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=3_C_3" \t "_blank) [3\_C\_3](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=3_C_3" \t "_blank)  | As employees of a U.S.-headquartered company with global business operations, we are required by law to comply with all U.S. trade sanctions programs and controls in every country in which we do business. | 米国に本社を置くグローバル企業の社員として、私たちは事業活動をしている全ての国で、米国の貿易制裁プログラムと規制に従う法的義務があります。 |
| [Screen 3](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=4_C_4" \t "_blank) [4\_C\_4](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=4_C_4" \t "_blank)  | Upon completion of this course, you will be able to:* Describe the environment in which we operate,
* Understand trade sanctions and why U.S. trade sanctions apply to everyone at Abbott,
* Understand Abbott’s expectations for compliance with U.S. trade sanctions and how to recognize warning signs of potential violations,
* Understand the importance of screening prospective third-party partners, and
* Know where to go for help and support.
 | このコースを完了すると、以下を行うことができるようになります。* 事業活動を行う環境について説明する
* 貿易制裁、および米国の貿易制裁がアボットの全社員に適用される理由を理解する
* 米国の貿易制裁コンプライアンスに関するアボットの期待、および違反の可能性を示唆する警告を識別する方法を理解する
* 第三者の取引先候補をスクリーニングする重要性を理解する
* ヘルプやサポートの求め先を知る
 |
| [Screen 4](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=5_C_5" \t "_blank) [5\_C\_5](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=5_C_5" \t "_blank)  | [1] Welcome1 minute[2] Introduction to Trade Sanctions5 minutes[3] Laws and Regulations4 minutes[4] The Impact on Our Business4 minutes[5] Our Responsibilities6 minutes[6] Your Commitment1 minute[7] Knowledge Check5 minutesLearning ProgressThis Topic is now available. | [1] ようこそ1分[2] 貿易制裁の概要5分[3] 法律および規制4分[4] 当社のビジネスに与える影響4分[5] 私たちの責任事項6分[6] あなたの取り組み1分[7] 理解度チェック5分学習の進捗状況このトピックが学習可能になりました。 |
| [Screen 5](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=6_C_6" \t "_blank) [6\_C\_6](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=6_C_6" \t "_blank)  | Trade sanctions, also known as economic sanctions, are trade restrictions imposed by the government of one or more countries on another country, organization, group, or individual.For example, one country may restrict certain exports, implement controls over particular goods, freeze or block assets, or prohibit trade dealings with another country, entity, or individual altogether. | 貿易制裁は経済制裁とも呼ばれ、1つまたは複数の国が別の国家、組織、団体、個人などに課す**貿易制限**です。例えば、ある国が別の国家、事業体、または個人に対し、一定の輸出を制限したり、特定の物品に規制を掛けたり、資産を凍結（封鎖）したり、通商取引を禁止したりします。 |
| [Screen 6](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=7_C_7" \t "_blank) [7\_C\_7](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=7_C_7" \t "_blank)  | Governments impose trade sanctions with the purpose of changing the behavior and policy of targeted countries or individuals that endanger their interests or violate international norms of behavior.Because trade sanctions make it more difficult or impossible for the sanctioned country or individual to trade with the country imposing sanctions, they usually cause negative economic consequences for the targeted countries or individuals. | 政府は、自国の利益を危険にさらしたり、国際行動規範に違反したりする国家または個人の行動や政策を変えさせるために、貿易制裁を課します。貿易制裁は、制裁を受ける国家や個人が、制裁を課す国と取引するのを不可能または困難にするため、通常は、対象となる国家や個人に負の経済効果をもたらします。 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=8_C_8" \t "_blank) [8\_C\_8](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=8_C_8" \t "_blank)  | Trade sanctions are typically imposed to advance foreign policy or national security goals.For example, the U.S. and other countries impose sanctions on countries or individuals that sponsor terrorism, commit human rights violations on their people, or are known drug traffickers. | 貿易制裁は一般的に外交政策や国家安全保障上の目的を進展させるために課されます。例えば、米国や他の国々は、テロ支援、人権侵害、麻薬密売などを行う国家や個人に制裁を課しています。 |
| [Screen 8](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=9_C_9" \t "_blank) [9\_C\_9](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=9_C_9" \t "_blank)  | Violating sanctions, or engaging in any activity designed to circumvent them, is a serious offense which can result in severe civil and criminal penalties for companies and individuals, including fines and imprisonment.As a U.S.-headquartered company, Abbott and its employees are required by law to comply with all U.S. trade sanctions programs and trade controls in every country in which Abbott operates. | 制裁違反や制裁迂回を目的とした活動への関与は、重大な犯罪行為であり、会社と個人に対し、罰金や懲役を含む民事および刑事の厳罰が科される可能性があります。米国に本部を置く会社として、アボットとその社員は、事業活動をしている全ての国で、米国の貿易制裁プログラムと貿易規制に従う法的義務があります。 |
| [Screen 9](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=10_C_10" \t "_blank) [10\_C\_10](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=10_C_10" \t "_blank)  | Abbott is committed to conducting business according to the highest legal and ethical standards.Because of this, all Abbott employees must comply with U.S. trade sanctions programs. This requirement is reflected in the Code of Business Conduct and Global Trade Compliance policies and procedures. | アボットは、最高水準の法的基準と倫理基準に従った事業活動に全力で取り組んでいます。そのため、アボットの全社員は米国の貿易制裁プログラムを遵守する必要があります。この要件は、ビジネス行動規範およびGlobal Trade Compliance 規定と手続に反映されています。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=11_C_11" \t "_blank) [11\_C\_11](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=11_C_11" \t "_blank)  | Here is what our Code of Business Conduct says about adherence to trade regulations:We adhere to all applicable trade regulations, such as export and import controls issued by governments for foreign policy and national security reasons. Trade regulations include sanctions, restrictions on exporting of certain products, and prohibitions on conducting business with certain individuals, groups or entities. | 以下は、ビジネス行動規範に記載された貿易規制に関する事項です。外交政策や国家安全保障のために各国政府が定める輸出入規制などすべての適用される貿易規制を遵守します。貿易規制には一定の製品輸出に関する制裁や制限、また一定の個人、グループ、または事業団体との取引の禁止などがあります。 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=12_C_12" \t "_blank) [12\_C\_12](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=12_C_12" \t "_blank)  | Our Global Trade Compliance policies and procedures provide detailed guidance on how to comply with trade sanctions.For a full list of trade policies and procedures, please refer to the Resources section of this course. | 当社のGlobal Trade Compliance規定と手続は、貿易制裁に従う方法について詳しいガイダンスを提供しています。貿易の規定と手続の全文を読むには、このコースの「リソース」セクションを参照してください。 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=13_C_13" \t "_blank) [13\_C\_13](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=13_C_13" \t "_blank)  | Those required to comply with U.S. sanctions programs are referred to as “U.S. persons” and include:* Companies incorporated in or based in the U.S. (including Puerto Rico),
* Employees of such U.S. companies (including those based in Puerto Rico), as well as employees of their non-U.S. branches,
* U.S. citizens or U.S. permanent residents, regardless of where they are located,
* Anyone who is in the U.S., including someone traveling on vacation, and
* Any foreign subsidiary of a U.S.-headquartered company or a U.S.-owned or -controlled entity.
 | 米国の制裁プログラムに従う義務のある者を「米国人」と言い、以下を含みます。* （プエルトリコも含め）米国で設立された企業、または米国に拠点を置く企業。
* そのような（プエルトリコに拠点を置く企業を含む）米国企業の従業員、および米国外の支部の従業員。
* 米国市民または米国永住権保持者（居住地を問いません）。
* 米国滞在者（休暇で旅行中の者を含みます）。
* 米国に本部を置く企業または米国が所有/管理している事業体の海外子会社。
 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=14_C_14" \t "_blank) [14\_C\_14](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=14_C_14" \t "_blank)  | In practice, the category of U.S. persons is broad and far-reaching, which is why Abbott requires all employees (including foreign subsidiaries and affiliates and their employees) to comply with these programs. | 実際のところ、米国人のカテゴリは広範囲に及ぶため、アボットでは（海外支部と子会社およびその従業員を含む）全社員に制裁プログラムの遵守を義務づけています。 |
| [Screen 14](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=15_C_15" \t "_blank) [15\_C\_15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=15_C_15" \t "_blank)  | Besides U.S. trade sanctions programs, Abbott may also be subject to sanctions imposed under the local laws of the other countries in which we do business.Sanctions mandated by the United Nations or the European Union may also impose restrictions on Abbott. This course focuses specifically on U.S. trade sanctions programs and the types of activities covered by each program. If you have questions about trade sanctions programs in other countries, please contact exports@abbott.com. | 米国の貿易制裁プログラムのほか、取引がある他の国々の現地法が課す制裁もアボットに適用される可能性があります。国連やEUが定める制裁も、アボットに制限を加える可能性があります。このコースは、特に米国の貿易制裁プログラム、および各プログラムの対象となる活動のタイプに焦点を当てたものです。他の国の貿易制裁プログラムについて質問がある場合は、exports@abbott.comに連絡してください。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=16_C_16" \t "_blank) [16\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=16_C_16" \t "_blank)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=17_C_16" \t "_blank) [17\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=17_C_16" \t "_blank)  | Because you do not work in the U.S., the topic of trade sanctions is not relevant to you. | 米国で働いていない場合、貿易制裁のトピックは関係ありません。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=18_C_16" \t "_blank) [18\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=18_C_16" \t "_blank)  | True.False.Submit | 正解誤り送信 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=19_C_16" \t "_blank) [19\_C\_16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=19_C_16" \t "_blank)  | That's correct!That's not correct!As a U.S.-headquartered company, Abbott and its employees are required by law to comply with all U.S. trade sanctions programs and trade controls in every country in which Abbott operates. | 正解です！不正解です！米国に本部を置く会社として、アボットとその社員は、事業活動をしている全ての国で、米国の貿易制裁プログラムと貿易規制に従う法的義務があります。 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=20_C_17" \t "_blank) [20\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=20_C_17" \t "_blank)  |  |  |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=21_C_17" \t "_blank) [21\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=21_C_17" \t "_blank)  | Michelle, an account manager at a small, Colombian diagnostics company recently acquired by Abbott, receives an order for assays from a customer in Cuba. The U.S. has trade sanctions against Cuba, while Colombia does not. Since Michelle is a Colombian citizen working for a Colombian subsidiary, and Colombia has no trade sanctions against Cuba, would it be okay for Michelle to fill the order? | 最近アボットが買収したコロンビアの小さい診断機器会社のアカウントマネージャーであるミシェルが、キューバの顧客からアッセイの注文を受けます。米国はキューバに対して貿易制裁を実施していますが、コロンビアは実施していません。ミシェルはコロンビアの子会社に勤めているコロンビア市民で、コロンビアはキューバに貿易制裁をしていないので、ミシェルは注文を受けてもよいでしょうか？ |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=22_C_17" \t "_blank) [22\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=22_C_17" \t "_blank)  | Yes. As a Colombian citizen living in Colombia, Michelle is not defined as a “U.S. person.” Therefore, she is not obligated to comply with the sanctions program.Yes. While the U.S. trade sanction applies to U.S. companies operating in the U.S, it does not apply to their foreign subsidiaries.No. Even though Michelle is a Colombian citizen living in Colombia, she is working for a subsidiary of a U.S. corporation and is therefore required to comply with the U.S. embargo of Cuba.Submit | はい。コロンビアに住んでいるコロンビア市民であるミシェルは「米国人」と定義されません。したがって、彼女は制裁プログラムに従う義務がありません。はい。米国の貿易制裁は米国で運営している米国企業に適用され、海外子会社には適用されません。いいえ。ミシェルはコロンビアに住むコロンビア市民であっても、米国企業の子会社に勤めているので、キューバに対する米国の禁輸措置を遵守しなければなりません。送信 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=23_C_17" \t "_blank) [23\_C\_17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=23_C_17" \t "_blank)  | That's correct!That's not correct!Even though Michelle isn't a U.S. citizen or resident, her employer is a subsidiary of Abbott. As a result, Michelle and her company are considered “U.S. persons” under the Cuba sanctions program. Therefore, she may not fill the order. | 正解です！不正解です！ミシェルは米国市民でも米国居住者でもありませんが、彼女の雇用主はアボットの子会社です。その結果、ミシェルと彼女の会社はキューバ制裁プログラムの下で「米国人」と見なされます。したがって、受注できません。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=24_C_18" \t "_blank) [24\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=24_C_18" \t "_blank)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=25_C_18" \t "_blank) [25\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=25_C_18" \t "_blank)  | Trade Sanctions DefinedTrade sanctions, also known as economic sanctions, are trade restrictions imposed by the government of one or more countries on another country, organization, group, or individual. | 貿易制裁の定義貿易制裁は経済制裁とも呼ばれ、1つまたは複数の国が別の国家、組織、団体、個人などに課す貿易制限です。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=26_C_18" \t "_blank) [26\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=26_C_18" \t "_blank)  | Violating Trade SanctionsViolating sanctions, or engaging in any activity designed to circumvent them, is a serious offense which can result in severe civil and criminal penalties for companies and individuals, including fines and imprisonment. | 貿易制裁違反制裁違反や制裁迂回を目的とした活動への関与は、重大な犯罪行為であり、会社と個人に対し、罰金や懲役を含む民事および刑事の厳罰が科される可能性があります。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=27_C_18" \t "_blank) [27\_C\_18](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=27_C_18" \t "_blank)  | Who Is Required to Comply with U.S. Trade SanctionsThose required to comply with U.S. sanctions programs are referred to as “U.S. persons.” In practice, the category of U.S. persons is broad and far-reaching, which is why Abbott requires all employees (including foreign subsidiaries and affiliates and their employees) to comply with these programs. | 米国の貿易制裁遵守が義務付けられる者米国の制裁プログラムに従う義務のある者を「米国人」と言います。実際のところ、米国人のカテゴリは広範囲に及ぶため、アボットでは（海外支部と子会社およびその従業員を含む）全社員に制裁プログラムの遵守を義務づけています。 |
| [Screen 19](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=29_C_20" \t "_blank) [29\_C\_20](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=29_C_20" \t "_blank)  | In the U.S., trade sanctions programs are administered and enforced by the U.S. Treasury Department's Office of Foreign Assets Control (OFAC) and U.S. Commerce Department’s Bureau of Industry and Security (BIS) as part of foreign and national security efforts. | 米国では、貿易制裁プログラムは、米国財務省の外国資産管理局（Office of Foreign Asset Control：OFAC）と米国商務省の産業安全保障局（Bureau of Industry and Security：BIS）によって、外交および国家安全保障の取り組みの一環として運営および執行されています。 |
| [Screen 20](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=30_C_21" \t "_blank) [30\_C\_21](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=30_C_21" \t "_blank)  | U.S. trade sanctions programs fall into three broad categories:* Comprehensive sanctions,
* Limited sanctions, and
* List-based sanctions.
 | 米国の貿易制裁プログラムは次の3つのカテゴリに大別されます。* 包括的制裁、
* 限定的制裁
* リストベースの制裁
 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=31_C_22" \t "_blank) [31\_C\_22](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=31_C_22" \t "_blank)  | Comprehensive sanctions, also commonly known as embargoes, prohibit nearly all transactions with a sanctioned country or territory including their governments, residents, and entities organized in or operating from the sanctioned country. | 包括的制裁は一般に禁輸措置とも呼ばれるもので、**制裁対象となる国家や地域と行うほぼ全ての取引を禁止します。**対象には、その政府、居住者、そこで組織された事業体や、そこから運営されている事業体も含まれます。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=32_C_23" \t "_blank) [32\_C\_23](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=32_C_23" \t "_blank)  | Comprehensive sanctions generally prohibit:* Imports from the sanctioned country,
* Exports or re-exports to the sanctioned country, and
* Business negotiations or other financial dealings with or involving the sanctioned country or its government.
 | 包括的制裁は一般に以下のことを禁じます。* 制裁対象国からの輸入、
* 制裁対象国への輸出または再輸出
* 制裁対象国またはその政府が関与するビジネス交渉や、その他の金融取引
 |
| [Screen 23](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=33_C_24" \t "_blank) [33\_C\_24](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=33_C_24" \t "_blank)  | Did you know?Comprehensive country sanctions prohibit most dealings with a country’s citizens and companies, even if they are not directly connected to the government of that country. | ご存知でしたか？国家の包括的制裁は、たとえ取引が制裁対象国の政府と直接関係していない場合でも、当該国の市民や会社と行う大半の取引を禁じます。 |
| [Screen 24](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=34_C_25" \t "_blank) [34\_C\_25](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=34_C_25" \t "_blank)  | Sanctioned governments may also own or control companies that are outside their borders.Comprehensive country sanctions generally prohibit “U.S. persons” from engaging in activities with these companies, wherever they are located. | 制裁対象の政府が海外の会社を所有または管理している可能性もあります。通常、国家の包括的制裁は、「米国人」がそれらの会社との活動に関わることを禁じています。会社の場所は問いません。 |
| [Screen 25](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=35_C_26" \t "_blank) [35\_C\_26](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=35_C_26" \t "_blank)  | Countries that are currently subject to U.S. comprehensive sanctions include:* Cuba,
* Iran,
* North Korea,
* Certain Ukraine Regions (Crimea, Donetsk People’s Republic, and Luhansk People’s Republic) and
* Syria.

If you plan to conduct business with any of these countries, you should first contact exports@abbott.com. | 現在、米国の包括的制裁の対象となっている国家は以下のとおりです。* キューバ
* イラン
* 北朝鮮
* ウクライナの一部の地域（クリミア、ドネツク人民共和国およびルハンスク人民共和国）および
* シリア

これらの国と取引をする計画がある場合は、最初にexports@abbott.comに連絡してください。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=36_C_27" \t "_blank) [36\_C\_27](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=36_C_27" \t "_blank)  | Some other countries are subject to limited or targeted sanctions rather than comprehensive sanctions.However, international events may cause the U.S. government to change a country’s status under its sanctions programs. This means some countries that are currently under limited sanctions could face more comprehensive sanctions in the future. | 包括的制裁ではなく、対象を絞った限定的制裁の対象となっている国もあります。しかし、国際的事件によって米政府が制裁プログラムの対象国のステータスを変える場合があります。すなわち、現時点で限定的制裁を受けている国家が将来、包括的制裁に直面する可能性もあります。 |
| [Screen 27](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=37_C_28" \t "_blank) [37\_C\_28](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=37_C_28" \t "_blank)  | Limited sanctions are confined to certain activities or specifically named targets.For example, limited sanctions might just restrict the import and export of certain products. Or, they might only target the government of certain countries. | 限定的制裁は、**特定の活動や具体的に指定された対象に絞って行われます**。例えば、特定製品の輸出入のみを制限する場合などです。もしくは、特定国の政府のみを対象とする場合もあります。 |
| [Screen 28](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=38_C_29" \t "_blank) [38\_C\_29](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=38_C_29" \t "_blank)  | Some common countries and territories subject to limited U.S. sanctions programs include:* Afghanistan
* Burma (Myanmar)
* China (Incl. Hong Kong)
* Iraq
* Libya
* Nicaragua
* Russia
* Somalia
* West Bank
* Yemen

Visit [Sanctions Programs and Country Information | Office of Foreign Assets Control (treasury.gov)](https://ofac.treasury.gov/sanctions-programs-and-country-information%22%20%5Ct%20%22_blank), for a full listing of OFAC sanctions programs.If you are unsure of the status of a particular country, contact exports@abbott.com. | 一般に米国の限定的制裁プログラムが適用される国および地域は、以下のとおりです。* アフガニスタン
* ビルマ（ミャンマー）
* 中国（香港を含む）
* イラク
* リビア
* ニカラグア
* ロシア
* ソマリア
* ヨルダン川西岸
* イエメン

OFAC制裁プログラムの全リストについては、[Sanctions Programs and Country Information（制裁プログラムおよび国別情報） | Office of Foreign Assets Control（外国資産管理局） (treasury.gov)](https://ofac.treasury.gov/sanctions-programs-and-country-information%22%20%5Ct%20%22_blank)を参照してください。特定の国のステータスに確信がない場合は、exports@abbott.comに問い合わせてください。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=39_C_30" \t "_blank) [39\_C\_30](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=39_C_30" \t "_blank)  | The majority of recent U.S. government sanctions are list-based sanctions that target individuals or entities in certain countries.These individuals or entities are typically involved in terrorism, drug trafficking, nuclear proliferation, or acting for or on behalf of targeted countries. They are designated to an OFAC list of Specially Designated Nationals and Blocked Persons (“SDNs”). | 最近の米国政府の制裁は、ほとんどの場合、**特定の国の個人や事業体に対象を絞った**リストベースの制裁です。これらの個人や事業体は通常、テロ、麻薬密売、核兵器拡散に関与しているか、制裁対象国のために行動しています。彼らはOFACの特別指定国民および資格停止者（SDN）リストに掲載されています。 |
| [Screen 30](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=40_C_31" \t "_blank) [40\_C\_31](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=40_C_31" \t "_blank)  | Collectively, all these targeted entities, organizations, and people are commonly referred to as restricted, denied, or prohibited parties.OFAC publishes the SDN list, which includes over 15,000 names of companies and individuals. The SDN list is dynamic and is updated constantly. | 対象となるこれらの事業体、組織、個人は総称で、一般に**規制対象者、拒否対象者、禁止対象者**などと呼ばれています。OFACは、15,000以上の法人名や個人名が含まれたSDNリストを発行しています。SDNリストは変動し、常に更新されています。 |
| [Screen 31](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=41_C_32" \t "_blank) [41\_C\_32](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=41_C_32" \t "_blank)  | SDNs may move from country to country, and U.S. persons are prohibited from dealing with them wherever they are located.In addition, any entity owned 50 percent or more by one or more SDNs is also considered a prohibited party regardless of whether that entity is designated by name on the SDN list. U.S. persons are prohibited from engaging in nearly all activities with such entities. | SDNは国によって異なり、米国人は自分の居住地に関わらず、リスト掲載者との取引が禁じられています。さらに、1つまたは複数のSDNによって50%以上所有されている事業体も、その事業体の名前がSDNリストに掲載されているかどうかに関わらず、取引禁止対象者と見なされます。米国人は、そのような事業体とのほぼすべての活動が禁止されています。 |
| [Screen 32](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=42_C_33" \t "_blank) [42\_C\_33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=42_C_33" \t "_blank)  | The Bureau of Industry and Security (BIS) and the U.S. Department of State also maintain lists of restricted parties, including the Denied Persons List, the Entity List, the Unverified List, and the Debarred Party List.Later in this course, you will learn about screening your prospective and existing trade partners against the various restricted party lists. | 米国の商務省産業安全保障局（BIS）と米国国務省も、Denied Persons List（拒否対象者リスト）、Entity List（事業体リスト）、Unverified List（未検証リスト）、Debarred Party List（禁止対象者リスト）などの規制対象者リストを管理しています。このコースで後ほど、取引候補や既存の取引相手を様々な規制対象リストと照合するスクリーニングについて詳しく学びます。 |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=43_C_34" \t "_blank) [43\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=43_C_34" \t "_blank)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=44_C_34" \t "_blank) [44\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=44_C_34" \t "_blank)  | Mei, a sales manager at Abbott, is conducting restricted party screening on Zhejiang Medical Supply Company, a prospective new distributor in China. Although the company does not appear on any restricted party list, the customer profile states that the company is 75% owned by a board member, who is on OFAC’s list of SDNs. Assuming the distributor does not appear on any restricted party list, would it be okay to do business with this company? | アボットのセールスマネージャーのメイは、中国の新しい卸・販売業者候補である浙江メディカルサプライカンパニーについて規制対象者スクリーニングを実施しています。同社はどの規制対象者リストにも掲載されていませんが、顧客プロフィールによると、会社の75％は、OFACのSDNリストに掲載されている取締役が所有しています。この卸・販売業者はどの規制対象者リストにも掲載されていないと仮定すると、この会社と取引してもよいでしょうか？ |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=45_C_34" \t "_blank) [45\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=45_C_34" \t "_blank)  | Yes, probably. Since the company itself does not appear on any restricted party list, it is ok to do business with it.No, probably not. Even though the company is not on any restricted party list, it appears to be owned by an SDN.Submit | はい。おそらく取引してもよいでしょう。会社自体は規制対象者リストに掲載されていないので、取引してもかまいません。いいえ。おそらく取引してはいけません。この会社は規制対象者リストに掲載されていませんが、SDNによって所有されているようです。送信 |
| [Screen 33](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=46_C_34" \t "_blank) [46\_C\_34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=46_C_34" \t "_blank)  | That's correct!That's not correct!Even though the company itself is not named on the restricted party lists, it appears to be owned by an SDN and requires further investigation. | 正解です！不正解です！会社自体は規制対象者リストに名前がなくても、SDNが所有しているようであるため、詳しい調査が必要です。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=47_C_35" \t "_blank) [47\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=47_C_35" \t "_blank)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=48_C_35" \t "_blank) [48\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=48_C_35" \t "_blank)  | Comprehensive SanctionsComprehensive sanctions, also commonly known as embargoes, prohibit nearly all transactions with a sanctioned country or territory including their governments, residents, and entities organized in or operating from the sanctioned country. | 包括的制裁包括的制裁は一般に禁輸措置とも呼ばれるもので、制裁対象となる国家や地域と行うほぼ全ての取引を禁止します。対象には、その政府、居住者、そこで組織された事業体や、そこから運営されている事業体も含まれます。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=49_C_35" \t "_blank) [49\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=49_C_35" \t "_blank)  | Limited SanctionsLimited sanctions are confined to certain activities or specifically named targets. For example, limited sanctions might just restrict the import and export of certain products. Or, they might only target the government of certain countries. | 限定的制裁限定的制裁は、特定の活動や具体的に指定された対象に絞って行われます。例えば、特定製品の輸出入のみを制限する場合などです。もしくは、特定国の政府のみを対象とする場合もあります。 |
| [Screen 34](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=50_C_35" \t "_blank) [50\_C\_35](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=50_C_35" \t "_blank)  | List-based SanctionsList-based sanctions target individuals or entities in certain countries. They are designated as Specially Designated Nationals and Blocked Persons (“SDNs”). Collectively, these targeted entities, organizations, and people are commonly referred to as restricted, denied, or prohibited parties. | リストベースの制裁リストベースの制裁は、特定国の個人または事業体を対象とするものです。対象は、特別指定国民および資格停止者（SDN）として指定されています。対象となるこれらの事業体、組織、個人は総称で、一般に規制対象者、拒否対象者、禁止対象者などと呼ばれています。 |
| [Screen 36](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=52_C_37" \t "_blank) [52\_C\_37](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=52_C_37" \t "_blank)  | There are a number of activities that are prohibited or restricted by sanctions programs.Let’s take a look at the main activities covered by sanctions and discuss how they relate to Abbott’s business. | 制裁プログラムが禁止または制限している活動は多数あります。制裁対象となる主な活動について調べ、アボットの事業にどのように関連するか見ていきましょう。 |
| [Screen 37](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=53_C_38" \t "_blank) [53\_C\_38](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=53_C_38" \t "_blank)  | Many sanctions programs make it illegal to export goods, services, software, or technology to a sanctioned country or to trade with a denied party.Export bans prohibit not only direct exports to a sanctioned country, but also indirect exports or re-exports through a third, non-sanctioned country. | 制裁プログラムの多くは、制裁対象国への物品、サービス、ソフトウェア、テクノロジーなどの輸出や、取引禁止対象者との貿易を違法にしています。輸出規制は、制裁対象国への直接の輸出だけでなく、間接的な輸出や、制裁対象国でない第三者を介した再輸出も禁じています。 |
| [Screen 38](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=54_C_39" \t "_blank) [54\_C\_39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=54_C_39" \t "_blank)  | Many programs have exemptions and general authorizations that may allow you to export the following even when other exports are prohibited:* Informational materials, personal baggage, clothing, cosmetics, and other personal belongings (if traveling)
* Certain food, medicine, and medical devices under a humanitarian exception.

These exemptions are narrow, do not apply in the same way in every program, and, in most cases, special licensing is required. Before exporting or re-exporting food, medicines, or medical devices under a sanctions program, contact exports@abbott.com for approval. | 多くのプログラムには免除と一般的な許可があり、他の輸出が禁止されているときでも、輸出できる場合があります。* 情報用の資料、個人の手荷物、衣服、化粧品、その他の私物（旅行の場合）
* 一部の食品、医薬品、医療機器（人道的な例外）

これらの免除は限定的で、全てのプログラムに同様に当てはまるわけではなく、ほとんどの場合は特別な許可証が必要です。制裁プログラムが適用される食品、医薬品、医療機器などを輸出または再輸出する前に、exports@abbott.comに連絡して承認を受けてください。 |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=55_C_40" \t "_blank) [55\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=55_C_40" \t "_blank)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=56_C_40" \t "_blank) [56\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=56_C_40" \t "_blank)  | Bruno, an Abbott sales rep, is attending a trade show in the U.S. He is approached by Ashley, an Irish distributor, regarding a sales opportunity in Iran. Ashley proposes that Bruno sell and ship the product to her in Ireland, and then she will handle the shipment to Iran. Would it be okay to proceed with the export? | アボットの営業担当者ブルーノは、米国で見本市に出席していたとき、アイルランドの卸・販売業者アシュレーからイランでの販売機会の話をもちかけられました。アシュレーは、ブルーノがアイルランドにいる彼女に製品を販売、出荷した後、彼女がイランへの出荷を処理するという提案をしました。この輸出の話を進めてもよいでしょうか？ |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=57_C_40" \t "_blank) [57\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=57_C_40" \t "_blank)  | Yes, probably, as Abbott would be exporting directly to Ireland, and Ireland is not on the list of countries targeted by U.S. sanctions.No, probably not, because even though export to Ireland is not banned by the U.S. government, export to Iran is, and Iran is the ultimate destination for Bruno’s product.Submit | はい。アボットは、米国の制裁対象国リストにないアイルランドに直接輸出するので、おそらく問題ありません。いいえ。米国政府はアイルランドへの輸出は禁止していないものの、イランへの輸出は禁止しています。ブルーノが扱う製品の最終目的地はイランですから、おそらく問題になります。送信 |
| [Screen 39](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=58_C_40" \t "_blank) [58\_C\_40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=58_C_40" \t "_blank)  | That's correct!That's not correct!Even though Bruno is shipping the product to Ireland, he knows that the product will be re-exported to Iran – a U.S. sanctioned country. Absent U.S. Government authorization, this is a violation of U.S. export bans that prohibit not only direct exports to a sanctioned country like Iran, but also indirect exports or re-exports through a third, non-sanctioned country, like Ireland, with the knowledge that they will be re-exported to Iran. The sanctions cannot be avoided by trans-shipping goods through another country or selling via a distributor. | 正解です！不正解です！ブルーノは製品をアイルランドに出荷しますが、米国制裁対象国であるイランに製品が再輸出されることを知っています。米国政府の許可がない場合、これは米国輸出規制の違反です。米国の輸出規制は、イランのような制裁対象国への直接輸出だけでなく、イランに再輸出されると知りながら、アイルランドのような制裁対象国でない第三者を介した間接輸出や再輸出も禁じています。物品を別の国で積み変えたり、卸・販売業者を介して販売したりすることで、制裁を迂回することはできません。 |
| [Screen 40](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=59_C_41" \t "_blank) [59\_C\_41](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=59_C_41" \t "_blank)  | Most trade sanctions programs prohibit the importation of goods and services directly from sanctioned countries into the U.S., and more broadly prohibit any dealings, anywhere, related to products or services that originate from sanctioned countries.This includes return of exported products that entered the sanctioned country’s stream of commerce. | ほとんどの貿易制裁プログラムは、制裁国から米国へ物品やサービスを直輸入することを禁じています。さらに、制裁対象国から輸入される製品やサービスに関連するあらゆる取引を、場所に関わらず禁止しています。これには、制裁対象国の流通経路に入った輸出製品の返品も含みます。 |
| [Screen 41](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=60_C_42" \t "_blank) [60\_C\_42](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=60_C_42" \t "_blank)  | The prohibition extends to indirect imports of sanctioned country goods that travel through a non-sanctioned country.The restriction also applies to goods made from raw materials or component parts from a sanctioned country. This means that a member of the Procurement team purchasing goods for Abbott must ensure that no products or components, in whole or in part, are knowingly sourced from any sanctioned person or country, no matter how far down the supply chain. | 禁止は、制裁対象でない国を介した制裁対象国の物品の間接輸入にまで適用されます。規制は、制裁対象国の原材料や構成部品から製造された物品にも適用されます。つまり、アボットのために商品を購入する調達担当チームのメンバーは、サプライチェーンのいかなる段階においても、製品や部品の一部または全部が、制裁対象者や制裁対象国から意図的に調達されていないことを確認する必要があります。 |
| [Screen 42](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=61_C_43" \t "_blank) [61\_C\_43](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=61_C_43" \t "_blank)  | Did you know?For Abbott purposes, importation prohibitions apply equally to Abbott affiliates, subsidiaries, and employees importing goods and services from targeted countries into any countries where Abbott does business. We should also educate Abbott suppliers on our expectation that they follow applicable trade controls. If you have any questions regarding sanctions-related import controls, please contact exports@abbott.com. | ご存知でしたか？アボットの場合、輸入禁止は、アボットが事業活動をしている国に制裁対象国から物品やサービスを輸入するアボットの支部、子会社、社員にも同様に適用されます。さらに、アボットのサプライヤーが適用される貿易規制事項に従うという、当社の期待に関する教育を行う必要があります。制裁関連の輸入規制に関して質問がある場合は、exports@abbott.comに連絡してください。 |
| [Screen 43](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=62_C_44" \t "_blank) [62\_C\_44](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=62_C_44" \t "_blank)  | U.S. citizens are legally permitted to travel to most sanctioned countries.However, some sanctions programs make it illegal to spend money or conduct certain activities in a sanctioned country without a license from OFAC. Even with proper licensing in place, certain in-country activities such as sales strategy meetings or promotional discussions in Iran, for example, are still prohibited. | 米国市民はほとんどの制裁対象国への旅行が法的に許可されています。ただし、制裁プログラムによっては、OFACからの許可証なしに制裁対象国でお金を使ったり、特定の活動を実施したりすることを違法としています。たとえ正式な許可証を取得している場合でも、例えばイランなどで営業戦略会議や販売促進に関する話し合いを行うなど、特定の国内活動は禁じられています。 |
| [Screen 44](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=63_C_45" \t "_blank) [63\_C\_45](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=63_C_45" \t "_blank)  | So, as an Abbott employee located anywhere in the world, you must consult with Global Trade Compliance at exports@abbott.com before you travel on business to any sanctioned country. | したがって、世界中のアボット社員は制裁対象国へ出張する前に、Global Trade Compliance部 （exports@abbott.com）へ相談する必要があります。 |
| [Screen 45](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=64_C_46" \t "_blank) [64\_C\_46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=64_C_46" \t "_blank)  | Foreign trade controls and sanctions programs generally include a ban on facilitating activities by others.This ban makes it illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not permitted to participate in yourself. For example, a U.S. company is prohibited from referring business with sanctioned countries to foreign companies or subsidiaries that are not subject to U.S. sanctions. | 通常、外国貿易規制と制裁プログラムは、他者が行う便宜を図るための活動も禁止しています。この禁止は、米国人である皆さん（つまり、米国に本部を置く会社の社員）自身が関与を許可されていない取引を、米国人でない個人や法人に口利きすることを違法としています。例えば、米国企業が、米国の制裁が適用されない外国の会社や子会社に、制裁対象国との取引を紹介することは禁じられています。 |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=65_C_47" \t "_blank) [65\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=65_C_47" \t "_blank)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=66_C_47" \t "_blank) [66\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=66_C_47" \t "_blank)  | Gina works for Abbott Argentina. She has seen the opportunity for expansion into Cuba but knows that unauthorized trade with Cuba remains prohibited under U.S. trade sanctions. Sergio, an Argentinian national, who works for an Argentinian marketing company, is heavily involved in the Cuban market. He approaches Gina about working on Abbott’s behalf to open up opportunities in the Cuban market in anticipation of the lifting of sanctions against Cuba. Gina agrees to refer business to Sergio’s company. Would this be okay? | ジーナは、アルゼンチンのアボットで働いています。キューバに進出する機会がありましたが、ジーナはキューバとの無許可の取引は米国の貿易制裁下で禁止された状態が続いていることを知っています。アルゼンチンのマーケティング会社に勤めるアルゼンチン国籍のセルジオは、キューバ市場に深く関わっています。セルジオは、キューバに対する制裁解除を見越して、キューバ市場での機会を切り開くためにアボットのために働くことをジーナに持ちかけます。ジーナは、セルジオの会社にビジネスを委託することに同意します。これは問題ないでしょうか？ |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=67_C_47" \t "_blank) [67\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=67_C_47" \t "_blank)  | Yes, probably, as the business with Cuba will be conducted by a third party whose company and country, Argentina, is not covered by the U.S. ban on trade with Cuba.No, probably not, as it is still illegal for a U.S. company to use a third party to facilitate business with a targeted country like Cuba.Submit | はい。キューバとの取引は、会社と国（アルゼンチン）がキューバとの米国貿易規制の対象ではない第三者が行うので、おそらく合意してもよいでしょう。いいえ。米国企業が第三者を介して、キューバのような制裁対象国との取引を行うことは違法であるため、おそらく合意してはいけません。送信 |
| [Screen 46](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=68_C_47" \t "_blank) [68\_C\_47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=68_C_47" \t "_blank)  | That's correct!That's not correct!Even though Gina intends to use a third party who is not subject to U.S. trade sanctions, as an employee of a U.S. company, she is not permitted to refer business with sanctioned countries to foreign companies who are not required to comply with U.S. sanctions. | 正解です！不正解です！ジーナは、米国貿易制裁が適用されない第三者を使うつもりですが、米国企業の社員である彼女が米国の制裁に従う義務がない外国の会社に制裁対象国との取引を紹介することは禁じられています。 |
| [Screen 47](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=69_C_48" \t "_blank) [69\_C\_48](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=69_C_48" \t "_blank)  | Similar to prohibiting the facilitation of activities, most sanctions programs make it illegal to help someone avoid the sanctions rules.For example, advising someone on how to structure a transaction so that it avoids or evades the sanctions laws is in itself a sanctions violation. However, giving a basic explanation of what the sanctions laws say is not a sanctions violation, as long as you do not offer strategic advice on how to avoid those laws. | 活動の斡旋禁止と同様に、ほとんどの制裁プログラムは、誰かが制裁規定を回避するのを助けることを違法としています。例えば、制裁法を回避または迂回できるような取引方法を他者に助言することは、それ自体が制裁違反です。ただし、制裁法の規定に関する基本的な説明をすることは、それらの法律を迂回する方法の戦略的アドバイスをしない限り、制裁違反にはなりません。 |
| [Screen 48](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=70_C_49" \t "_blank) [70\_C\_49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=70_C_49" \t "_blank)  | The only legal way to do business with a sanctioned country without violating the sanctions program and Abbott policy is to get a license from the Office of Foreign Assets Control (OFAC) or Bureau of Industry and Security (BIS) to engage in authorized activities.Contact exports@abbott.com for any activity involving sanctioned countries. | 制裁プログラムとアボットのポリシーに違反せずに、制裁対象国と合法的に取引をする唯一の方法は、米国財務省の外国資産管理局（OFAC）または米国商務省の産業安全保障局（BIS）から許可証を取得して、承認された活動に従事することです。制裁対象国が関与する活動については、exports@abbott.comに連絡してください。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=71_C_50" \t "_blank) [71\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=71_C_50" \t "_blank)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=72_C_50" \t "_blank) [72\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=72_C_50" \t "_blank)  | Exportation and Re-exportationExport bans prohibit not only direct exports to a sanctioned country, but also indirect exports or re-exports through a third, non-sanctioned country. | 輸出と再輸出輸出規制は、制裁対象国への直接の輸出だけでなく、間接的な輸出や、制裁対象国でない第三者を介した再輸出も禁じています。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=73_C_50" \t "_blank) [73\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=73_C_50" \t "_blank)  | ImportationMost trade sanctions programs prohibit the importation of goods and services directly from sanctioned countries into the U.S. The prohibition extends to indirect imports of sanctioned country goods that travel through a non-sanctioned country. | 輸入ほとんどの貿易制裁プログラムは、制裁対象国から直接アメリカに商品やサービスを輸入することを禁じています。この禁止は、制裁対象国の商品を非制裁対象国を通じて輸入する間接輸入にも適用されます。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=74_C_50" \t "_blank) [74\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=74_C_50" \t "_blank)  | Business TravelU.S. citizens are legally permitted to travel to most sanctioned countries. However, some sanctions programs make it illegal to spend money or conduct certain activities in a sanctioned country. Consult with Global Trade Compliance at exports@abbott.com before you travel on business to any sanctioned country. | 出張米国市民はほとんどの制裁対象国への旅行が法的に許可されています。ただし、制裁プログラムによっては、制裁対象国でお金を使ったり、特定の活動を実施したりすることを違法としています。したがって、どの制裁対象国へ出張する前にも、Global Trade Compliance部 （exports@abbott.com）へ相談する必要があります。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=75_C_50" \t "_blank) [75\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=75_C_50" \t "_blank)  | Facilitation of Activities by OthersForeign trade controls and sanctions programs generally include a ban against facilitating activities by others. It is illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not permitted to participate in yourself. | 他者による活動の斡旋通常、外国貿易規制と制裁プログラムは、他者の活動の斡旋を禁止しています。米国人である皆さん（つまり、米国に本部を置く会社の社員）自身が関与を許可されていない取引において、米国人でない個人や法人に便宜を図ることは違法です。 |
| [Screen 49](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=76_C_50" \t "_blank) [76\_C\_50](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=76_C_50" \t "_blank)  | Trying to Circumvent SanctionsIt is illegal to help someone avoid the sanctions rules. | 制裁迂回の試み制裁規則を回避する人物を幇助することは違法です。 |
| [Screen 51](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=78_C_52" \t "_blank) [78\_C\_52](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=78_C_52" \t "_blank)  | As mentioned earlier, both U.S. law and Abbott policy require every Abbott employee (including those of our foreign subsidiaries and affiliates) to comply with U.S. trade sanctions regulations. | 先に述べたように、米国の法律もアボットのポリシーも、（海外の子会社と支部の社員も含む）アボットの全社員が米国の貿易制裁の規定に従うことを義務づけています。 |
| [Screen 52](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=79_C_53" \t "_blank) [79\_C\_53](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=79_C_53" \t "_blank)  | U.S. law prohibits doing business with any person or organization that is an SDN or is on a restricted party list.All Abbott affiliates globally must screen their prospective trade partners, customers, vendors, banks, healthcare professionals, principal investigators, speakers, recipients of donations, etc. against all applicable and relevant restricted party lists. | 米国の法律は、SDNまたは規制対象者リストに掲載されている個人や法人との取引を禁じています。アボットの世界中の支部は、取引相手、顧客、ベンダー、銀行、医療専門家、治験責任医師、講演者、寄付受取人などの候補者を、該当する規制対象者リストと照合してスクリーニングする必要があります。 |
| [Screen 53](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=80_C_54" \t "_blank) [80\_C\_54](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=80_C_54" \t "_blank)  | In addition, all Abbott affiliates globally must continue to screen their existing trade partners on an ongoing basis to ensure that they are not subsequently added to a restricted party list after the initial screening has been completed. | さらに、アボットの世界中の支部は、既存の取引相手に対する定期的なスクリーニングを継続して、最初のスクリーニングが完了した後で規制対象者リストに追加されていないか確認する必要があります。 |
| [Screen 54](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=81_C_55" \t "_blank) [81\_C\_55](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=81_C_55" \t "_blank)  | Screening is critical for compliance with sanctions programs.To help you conduct screening, Abbott’s Global Trade Compliance department has implemented a system that makes screening easy and efficient. This system allows you to screen a name or entity against the current restricted party lists, and once a name/entity is uploaded, the system automatically re-screens it whenever the lists are updated. To obtain access to the system and instructions on how to use it, please contact CCTC\_DPS@abbott.com. | スクリーニングは制裁プログラムのコンプライアンスに不可欠です。スクリーニングの実施に役立てるため、アボットのGlobal Trade Compliance部はスクリーニングを簡単かつ効率的にするシステムを導入しました。このシステムを使用すると、名前や事業体を最新の規制対象者リストと照合してスクリーニングできます。一度名前／事業体をアップロードしておくと、リストが更新されたときにシステムが自動的に再審査します。システムとその使用方法の説明書にアクセスするには、CCTC\_DPS@abbott.comに連絡してください。 |
| [Screen 55](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=82_C_56" \t "_blank) [82\_C\_56](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=82_C_56" \t "_blank)  | Did you know?The Denied Party Screening Procedure (CCTC8990.09.001) provides guidelines for complying with the denied party screening requirements and applies to all subsidiaries and divisions of Abbott globally. | ご存知でしたか？取引禁止対象スクリーニング手順（CCTC8990.09.001）は、取引禁止対象者スクリーニング要件を遵守するためのガイドラインを提供し、世界中のアボットの全ての子会社と部門に適用されます。 |
| [Screen 56](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=83_C_57" \t "_blank) [83\_C\_57](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=83_C_57" \t "_blank)  | If screening reveals that a name or an entity appears on a restricted party list as an exact match, you should proceed with extreme caution.You should immediately suspend transactions involving the person or entity listed and contact CCTC\_DPS@abbott.com for further due diligence. | スクリーニングによって名前または事業体が規制対象者リストに掲載されていることが明らかになった場合は、慎重に進める必要があります。リストに掲載されている個人や法人との取引を直ちに中止し、追加のデューデリジェンスについてCCTC\_DPS@abbott.comに連絡してください。 |
| [Screen 57](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=84_C_58" \t "_blank) [84\_C\_58](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=84_C_58" \t "_blank)  | Most (but not all) transactions with denied parties are prohibited.Each country’s specific sanctions program has exceptions, exemptions, and licensed activities that may permit a particular transaction to go forward. To learn more about Abbott’s Denied Party Screening requirements, review the Denied Party Screening page on Abbott World. | 取引禁止対象者との取引は、（全てではありませんが）ほとんどが禁止されています。各国の制裁プログラムに固有の例外や、免除または認可されている活動があり、特定の取引を先へ進めてもよい場合があります。アボットの取引禁止対象者のスクリーニング要件について、詳しくはAbbott Worldの「取引禁止対象スクリーニング」ページを見直してください。 |
| [Screen 58](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=85_C_59" \t "_blank) [85\_C\_59](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=85_C_59" \t "_blank)  | During the normal course of your business, watch out for red flags that can warn you of a potential violation of a trade sanctions program or might indicate that a product is destined for an unintended end-use, end-user, or end destination. | 通常の取引過程で、貿易制裁プログラムの潜在的な違反を警告したり、製品が意図しない最終用途、最終使用者、最終目的地に向かうことを示唆したりする危険信号に注意してください。 |
| [Screen 59](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=86_C_60" \t "_blank) [86\_C\_60](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=86_C_60" \t "_blank)  | Identifying a red flag does not mean that the transaction cannot or should not proceed, but it does warn you of suspicious circumstances that need to be investigated before proceeding further. | 危険信号を見分けることは、取引を進められない（または進めるべきでない）という意味ではなく、先へ進める前に調査が必要な疑わしい状況についての警告になります。 |
| [Screen 60](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=87_C_61" \t "_blank) [87\_C\_61](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=87_C_61" \t "_blank)  | Turning a blind eye to red flags and proceeding with a transaction with knowledge that a violation has occurred or is about to occur is in itself a violation of the regulations.For example, if the end-user hospital name indicates possible connections with a sanctioned country (such as "Cuban Hospital" located in Qatar), this should be treated as a red flag that requires further investigation before proceeding. | 違反が発生した、または発生すると知りながら、危険信号を無視して取引を進めることは、それ自体が規則違反です。例えば、（カタールにある「キューバ病院」など）、最終使用者である病院の名前が制裁対象国との繋がりを示唆している場合は、危険信号として扱い、取引を進める前に詳細な調査が必要になります。 |
| [Screen 61](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=88_C_62" \t "_blank) [88\_C\_62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=88_C_62" \t "_blank)  | Here are some other red flags you should watch out for:* A customer declines routine installation, training, or maintenance service for a product that she has recently purchased (e.g., a diagnostic analyzer);
* A customer is willing to pay cash for an item that would normally be paid for in installments;
* You notice a large unexplained increase in orders from a customer.

The list above isn’t all-inclusive, so always be on alert for other possible red flags. Additional examples of red flags can be found in the Corporate Finance Policy CFM 8990 – U.S. Export and Foreign Trade Control Laws and Regulations. If you do notice any red flags, contact exports@abbott.com for further instructions. | 以下は、注意を要するその他の危険信号です。* 最近購入した製品（例えば、診断分析装置）に標準の設置や研修、保守サービスを顧客が断る。
* 通常は分割払いの製品を顧客が現金で払いたがる。
* 顧客からの注文が急増しているが、その原因が不明である。

上のリストが全てではありません。常に他の危険信号の可能性にも警戒してください。危険信号のその他の例は、『Corporate Finance Policy CFM 8990』の「U.S. Export and Foreign Trade Control Laws and Regulations（米国の輸出および外国貿易規制の法令）」に記載されています。危険信号に気づいた場合は、exports@abbott.comに連絡して指示を仰いでください。 |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=89_C_63" \t "_blank) [89\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=89_C_63" \t "_blank)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=90_C_63" \t "_blank) [90\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=90_C_63" \t "_blank)  | Which of the following are red flags that should alert you that you may be dealing with a sanctioned country or person? | 制裁対象の国家や個人と取引している可能性のある危険信号は、次のどれですか？ |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=91_C_63" \t "_blank) [91\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=91_C_63" \t "_blank)  | A company based in Rome that has connections to Iran asks you to ship an order to Turkey, one of Iran's neighbors.You meet with a customer in Belgium. His company is called International Trade Co. of Syria.A purchasing agent is reluctant to provide you with information about the final destination of some nutritional product you are selling.Orders for assays come from a location different from the location to which you sold the analyzer product.Submit | ローマに拠点を置き、イランと繋がりのある会社がイランの隣国であるトルコ宛てに注文を出荷するよう依頼しています。あなたは、ベルギーの顧客と会いました。その会社の名前はInternational Trade Co. of Syriaと言います。販売する栄養食品の最終目的地を購買担当者が言いたがりません。アッセイの注文が分析装置の販売先と異なる場所から来ています。送信 |
| [Screen 62](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=92_C_63" \t "_blank) [92\_C\_63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=92_C_63" \t "_blank)  | That's correct!That's not correct!These are all examples of red flags that should alert you that you may be dealing with a sanctioned country or person. | 正解です！不正解です！これらは全て、制裁対象の国家や個人と取引している可能性を示唆する危険信号の例です。 |
| [Screen 63](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=93_C_64" \t "_blank) [93\_C\_64](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=93_C_64" \t "_blank)  | Violations of the U.S. sanctions programs may result in civil penalties of more than U.S. $300,000 per violation and criminal penalties of up to $1 million and/or 20 years imprisonment per violation.Other consequences such as negative publicity and loss of export privileges may also occur. | 米国の制裁プログラムに違反すると、1回につき30万米ドルを超える民事罰、ならびに最大100万ドルおよび/または20年の禁固の刑事罰が科される可能性があります。評判の失墜や輸出権限の剥奪など、その他の悪影響が生じる場合もあります。 |
| [Screen 64](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=94_C_65" \t "_blank) [94\_C\_65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=94_C_65" \t "_blank)  | Self-disclosing a violation is a significant mitigating factor in terms of reducing penalties.So if you are aware of any potential violations, immediately contact Global Trade Compliance at +1-224-668-9585 or Legal Regulatory & Compliance at +1-224-668-5635. | 違反の自己開示は、罰則を軽減するうえで大きな緩和要因となります。違反の可能性に気づいた場合は、直ちにGlobal Trade Compliance部（+1-224-668-9585）、またはLegal Regulatory & Compliance部（+1-224-668-5635）に連絡してください。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=95_C_66" \t "_blank) [95\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=95_C_66" \t "_blank)  | Trade sanctions programs are complicated and can change in response to international events.CLICK FORWARD TO LEARN WHAT YOU CAN DO TO FULLY COMPLY WITH ALL U.S. FOREIGN TRADE CONTROLS AND SANCTIONS PROGRAMS. | 貿易制裁プログラムは複雑で、国際的な状況に応じて変更される場合があります。[進む]をクリックして、どうすれば米国の外国貿易規制と制裁プログラムの全てを完全に遵守できるか学びましょう。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=96_C_66" \t "_blank) [96\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=96_C_66" \t "_blank)  | Follow Policies and ProceduresBe aware of and follow Abbott’s policies and procedures for processing and reviewing business activities that could be affected by sanctions programs. | 規定と手続に従う制裁プログラムの影響を受ける可能性がある業務の処理と検討については、アボットの規定と手続を知り、それに従ってください。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=97_C_66" \t "_blank) [97\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=97_C_66" \t "_blank)  | Watch Out for Red FlagsAlways watch out for red flags indicating potential sanctions violations. | 危険信号を見逃さない制裁違反の可能性を示唆する危険信号に平素から注意しましょう。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=98_C_66" \t "_blank) [98\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=98_C_66" \t "_blank)  | Stop the TransactionIf you spot a red flag, immediately stop the transaction and contact exports@abbott.com for guidance. | 取引を中止する危険信号に気づいた場合は、直ちに取引を中止し、exports@abbott.comに相談してください。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=99_C_66" \t "_blank) [99\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=99_C_66" \t "_blank)  | Screen Trade PartnersAlways screen prospective trade partners, customers, vendors, healthcare professionals, etc. against all applicable and relevant restricted party lists, and ensure that existing partners are screened on an ongoing basis. | 取引相手をスクリーニングする取引相手、顧客、ベンダー、医療専門家の候補を、常に該当する規制対象者リストと照合してスクリーニングし、既存の取引相手の定期的なスクリーニングを継続してください。 |
| [Screen 65](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=100_C_66" \t "_blank) [100\_C\_66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=100_C_66" \t "_blank)  | Raise Questions and ConcernsIf you have any questions or concerns about sanctions, raise them immediately to exports@abbott.com. | 質問や懸念を提起する制裁について質問や懸念がある場合は、直ちにexports@abbott.comに報告してください。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=101_C_67" \t "_blank) [101\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=101_C_67" \t "_blank)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=102_C_67" \t "_blank) [102\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=102_C_67" \t "_blank)  | Denied Party ScreeningAll Abbott affiliates globally must screen their prospective trade partners, customers, vendors, banks, healthcare professionals, principal investigators, speakers, recipients of donations, etc. against all applicable and relevant restricted party lists. | 取引禁止対象者のスクリーニングアボットの世界中の支部は、取引相手、顧客、ベンダー、銀行、医療専門家、治験責任医師、講演者、寄付受取人などの候補者を、該当する規制対象者リストと照合してスクリーニングする必要があります。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=103_C_67" \t "_blank) [103\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=103_C_67" \t "_blank)  | Abbott’s Denied Party Screening SystemAbbott’s Denied Party Screening System makes screening easy and efficient. To obtain access to the system and instructions on how to use it, contact CCTC\_DPS@abbott.com. | アボットの取引禁止対象スクリーニングシステムアボットの取引禁止対象スクリーニングシステムにより、スクリーニングが容易かつ効率的になります。システムとその使用説明にアクセスするには、CCTC\_DPS@abbott.comに連絡してください。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=104_C_67" \t "_blank) [104\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=104_C_67" \t "_blank)  | If an Entity Appears on Restriction ListIf screening reveals that a name or an entity appears on a restricted party list as an exact match, you should immediately suspend transactions involving the person or entity listed and contact CCTC\_DPS@abbott.com for further due diligence. | 事業体が制限対象リストに掲載されている場合スクリーニングの結果、制限対象リストに掲載された名前または事業体と完全に一致した場合は、リストにある個人または事業体が関与する取引を直ちに中止し、詳細なデューデリジェンスを行うためCCTC\_DPS@abbott.comに連絡しなければなりません。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=105_C_67" \t "_blank) [105\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=105_C_67" \t "_blank)  | Red FlagsDuring the normal course of your business, watch out for red flags that can warn you of a potential violation of a trade sanctions program or might indicate that a product is destined for an unintended end-use, end-user, or end destination. | 危険信号通常の取引過程で、貿易制裁プログラムの潜在的な違反を警告したり、製品が意図しない最終用途、最終使用者、最終目的地に向かうことを示唆したりする危険信号に注意してください。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=106_C_67" \t "_blank) [106\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=106_C_67" \t "_blank)  | Violations of U.S. Trade Sanctions ProgramsViolations of the U.S. sanctions programs may result in civil penalties of more than U.S. $300,000 per violation and criminal penalties of up to $1 million and/or 20 years imprisonment per violation. | 米国の制裁プログラム違反米国の制裁プログラムに違反すると、1回につき30万米ドルを超える民事罰、ならびに最大100万ドルおよび/または20年の禁固の刑事罰が科される可能性があります。 |
| [Screen 66](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=107_C_67" \t "_blank) [107\_C\_67](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=107_C_67" \t "_blank)  | Questions and ConcernsIf you have any questions or concerns about sanctions, raise them immediately to exports@abbott.com. | 質問および懸念制裁について質問や懸念がある場合は、直ちにexports@abbott.comに報告してください。 |
| [Screen 68](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=109_C_69" \t "_blank) [109\_C\_69](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=109_C_69" \t "_blank)  | Take a moment to confirm that you understand your responsibilities related to trade sanctionsI confirm that I understand my responsibilities regarding trade sanctions and know where to locate and review the applicable policies and procedures.Confirm | 少し時間を割き、貿易制裁に関する自分の責任を理解したことを確認してください。私は、貿易制裁に関する自分の責任を理解し、適用される規定と手続をどこで見直すことができるかを知っていることを、ここに確認します。確認 |
| [Screen 69](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=110_C_70" \t "_blank) [110\_C\_70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=110_C_70" \t "_blank)  | The Knowledge Check that follows consists of 10 questions. You must score 80% or higher to successfully complete this course.WHEN YOU ARE READY, CLICK THE KNOWLEDGE CHECK BUTTON. | 以下の理解度チェックでは10問が出題されます。このコースを修了するには、80％以上を正解する必要があります。準備ができたら、[理解度チェック]ボタンをクリックしてください。　 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=111_C_71" \t "_blank) [111\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=111_C_71" \t "_blank)  | [1] Julie is a U.S. citizen and an Abbott employee in Canada. She is asked to arrange a trip to Cuba for a group of her Canadian colleagues, including booking hotel accommodations in Havana and some tourism. Canada has no economic sanctions against Cuba. Is it okay for Julie to arrange this trip? | [1] ジュリーは米国市民であり、カナダのアボットの社員です。カナダの社員グループのために、ハバナのホテルとツアーの予約も含め、キューバへの旅行を手配してほしいと頼まれました。カナダはキューバに対する経済制裁がありません。ジュリーはこの旅行を手配してもいいですか？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=112_C_71" \t "_blank) [112\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=112_C_71" \t "_blank)  | [1] Yes. | [1] はい |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=113_C_71" \t "_blank) [113\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=113_C_71" \t "_blank)  | [2] No.Next | [2] いいえ次へ |
| Screen 70Question 1: Feedback114\_C\_71 | There are several reasons why Julie must refrain from any involvement in arranging the travel:* As a U.S. citizen, Julie is considered a “U.S. person” and is subject to trade sanctions against Cuba, regardless of where she resides.
* As a U.S. person, Julie may not assist non-U.S. persons to travel to Cuba for business or any purpose.
* As an employee of Abbott – a U.S. company – Julie is required to comply with all U.S. trade sanctions programs and controls in every country in which Abbott does business.
 | ジュリーが旅行手配に関わるのを控えるべき理由は、複数あります。* 米国市民であるジュリーは、居住地にかかわらず「米国人」と見なされ、キューバに対する貿易制裁が適用されます。
* 米国人として、ジュリーは非米国人が社用またはその他の目的でキューバに旅行するのを手伝ってはなりません。
* 米国企業であるアボットの社員として、ジュリーはアボットが事業活動をしている全ての国で米国の貿易制裁プログラムと規制に従う義務があります。
 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=115_C_71" \t "_blank) [115\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=115_C_71" \t "_blank)  | [2] James, an Abbott Business Development Manager in the U.S., received a request for export of goods and services to Iran. He was aware of the general restriction against U.S. exports to Iran, so he passed along the business to his colleague in Spain. Is this okay? | [2] 米国のアボット事業開発部マネージャーであるジェームスは、商品とサービスをイランへ輸出するよう要請されました。ジェームスは米国からイランへの輸出に対する一般的な制限について知っているので、この案件をスペインの同僚に委ねました。これは問題ないでしょうか？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=116_C_71" \t "_blank) [116\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=116_C_71" \t "_blank)  | [1] Yes. | [1] はい |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=117_C_71" \t "_blank) [117\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=117_C_71" \t "_blank)  | [2] No.Next | [2] いいえ次へ |
| Screen 70Question 2: Feedback118\_C\_71 | James should not have referred the business to his colleague in Spain because:* Using a subsidiary to have dealings with a sanctioned country, like Iran, is considered facilitation of activities by others, and is prohibited. Referring the business to the subsidiary likely violates the OFAC sanctions, even if the subsidiary never actually engages in any Iran business. The prohibition on facilitation makes it illegal to assist a non-U.S. person or company in any transaction that you, as a U.S. person (or employee of a U.S.-headquartered company), are not authorized or permitted to participate in yourself.
* Because James’ colleague is an employee of Abbott – a U.S. company – just like James, he or she is required to comply with all U.S. trade sanctions programs and controls in Spain and in every country in which Abbott does business.
 | ジェームスはこの案件をスペインの同僚に紹介すべきではありませんでした。その理由：* イランのような制裁対象国との取引に子会社を利用することは、他者の活動の斡旋と見なされ、禁じられています。子会社が実際にイランと取引をしなかった場合でも、ビジネスを子会社に紹介しただけで、OFAC制裁の違反となる可能性があります。斡旋の禁止は、米国人である皆さん（つまり、米国に本部を置く会社の社員）自身が関与を承認または許可されていない取引を、米国人でない個人や法人に口利きすることを違法にしています。
* ジェームスの同僚は、ジェームスと同じく、米国企業であるアボットの社員であるため、スペインおよびアボットが事業活動をしている全ての国で米国の貿易制裁プログラムと規制に従う義務があります。
 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=119_C_71" \t "_blank) [119\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=119_C_71" \t "_blank)  | [3] Which of the following are considered U.S. persons who must comply with U.S. trade sanctions?Check all that apply. | [3] 米国の貿易制裁を遵守しなければならない「米国人」と見なされるのは、次のどれですか？該当するものすべてを選択してください。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=120_C_71" \t "_blank) [120\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=120_C_71" \t "_blank)  | [1] A U.S. citizen who resides permanently in Israel. | [1] イスラエルに永住している米国市民。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=121_C_71" \t "_blank) [121\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=121_C_71" \t "_blank)  | [2] The Paris affiliate of a U.S. company. | [2] 米国企業のパリ支部。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=122_C_71" \t "_blank) [122\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=122_C_71" \t "_blank)  | [3] A Mexican company located in Juarez that sells primarily to the U.S. | [3] 主に米国に販売しているフアレスのメキシコ企業。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=123_C_71" \t "_blank) [123\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=123_C_71" \t "_blank)  | [4] A Danish citizen visiting the U.S. while on vacation.Next | [4] 休暇で米国を訪れているデンマーク市民。次へ |
| Screen 70Question 3: Feedback124\_C\_71 | U.S. trade sanctions apply to all "U.S. persons." The definition of a U.S. person includes:* Companies incorporated in or based in the U.S. (including Puerto Rico),
* Employees of U.S. companies (including those based in Puerto Rico), as well as employees of their non-U.S. affiliates,
* U.S. citizens or U.S. permanent residents, regardless of where they are located,
* Anyone who is in the U.S., including someone traveling on vacation, and
* Any foreign subsidiary of a U.S.-headquartered company or a U.S.-owned or-controlled entity.

So, the U.S. citizen living in Israel, the Paris affiliate of the U.S. company, and the Danish citizen while in the U.S. on vacation are all categorized as “U.S. persons.” But the Mexican company in Juarez is not, even though it trades with the U.S. | 米国の貿易制裁は全ての「米国人」に適用されます。米国人の定義には、以下が含まれます。* （プエルトリコも含め）米国で設立された企業、または米国に拠点を置く企業。
* 米国企業（プエルトリコに拠点を置く企業を含む）の従業員、および米国外の支部の従業員
* 米国市民または米国永住権保持者（居住地を問いません）。
* 米国滞在者（休暇で旅行中の者を含みます）。
* 米国に本部を置く企業または米国が所有/管理している事業体の海外子会社。

つまり、イスラエルに住んでいる米国市民、米国企業のパリ支部、休暇で米国を訪れているデンマーク市民は、すべて「米国人」と分類されます。しかし、フアレスのメキシコ企業は、米国と取引をしていても米国人ではありません。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=125_C_71" \t "_blank) [125\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=125_C_71" \t "_blank)  | [4] Which of the following actions by a U.S. company are likely to violate U.S. trade sanctions?Check all that apply. | [4] 米国企業による以下の活動のうち、米国貿易制裁に違反している可能性が高いのはどれですか？該当するものすべてを選択してください。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=126_C_71" \t "_blank) [126\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=126_C_71" \t "_blank)  | [1] Exporting goods to France, knowing they will be re-exported to North Korea. | [1] 北朝鮮に再輸出されると知りながら、物品をフランスに輸出すること。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=127_C_71" \t "_blank) [127\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=127_C_71" \t "_blank)  | [2] Sending food and medicine to a sanctioned country without OFAC or BIS licensing. | [2] OFACまたはBISの許可証なしに制裁対象国に食品や医薬品を届けること。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=128_C_71" \t "_blank) [128\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=128_C_71" \t "_blank)  | [3] Selling to a company owned by an SDN. | [3] SDNが所有している会社に販売すること。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=129_C_71" \t "_blank) [129\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=129_C_71" \t "_blank)  | [4] Selling equipment to a research institute affiliated with the government of Iran. | [4] イラン政府と関係のある研究機関に装置を販売すること。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=130_C_71" \t "_blank) [130\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=130_C_71" \t "_blank)  | [5] Purchasing goods that contain components, materials or ingredients sourced from sanctioned countries.Next | [5] 制裁対象国から調達した部品、材料、成分が含まれる商品を購入すること。次へ |
| Screen 70Question 4: Feedback131\_C\_71 | All of these actions are likely to violate U.S. trade sanctions.* A U.S. company cannot use a non-sanctioned country, like France, to re-export goods to a sanctioned county, like North Korea.
* Exports of food and medicine to a sanctioned country for humanitarian reasons may be permitted, but only with appropriate licensing from OFAC or BIS.
* U.S. trade sanctions prohibit selling to a company owned 50% or more by an SDN.
* It is a violation of U.S. sanctions to sell equipment to a company that has an affiliation with a sanctioned country, like Iran.
* A U.S. company cannot purchase goods, in whole or in part, that have been produced, manufactured, extracted, or processed in a sanctioned country or procured from a sanctioned person.
 | これらの事業活動は全て米国貿易制裁に違反している可能性があります。* 米国企業は、フランスなどの非制裁対象国を経由して、北朝鮮などの制裁対象国に物品を再輸出することはできません。
* 人道的理由による制裁対象国への食品や医薬品の輸出は許可される場合がありますが、OFACまたはBISの適切な許可証がある場合に限ります。
* 米国の貿易制裁は、SDNが50%以上を所有している会社への販売を禁じています。
* イランなどの制裁対象国と関係のある会社に装置を販売することは、米国制裁の違反になります。
* 米国企業は、制裁対象国で生産、製造、採取、または加工された商品、または制裁対象者から調達された商品の全体もしくはその一部を購入することはできません。
 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=132_C_71" \t "_blank) [132\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=132_C_71" \t "_blank)  | [5] Istanbul Distributors, organized under the laws of Turkey, is a customer of Abbott. Istanbul Distributors places an order with Abbott for five (5) diagnostic devices. The purchasing agent specifically requests that all the labelling and packaging for the shipment be in Farsi because the devices are intended for re-export to Iran. Which of the following is true? | [5] トルコの法律下で法人化されたイスタンブールの卸・販売業者はアボットの顧客です。イスタンブールの卸・販売業者はアボットに診断装置を5台注文しました。購買担当者から、装置はイランに再輸出されるため、出荷用のラベルとパッケージをペルシャ語で書くようにと指示がありました。次のどれが正しいでしょう？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=133_C_71" \t "_blank) [133\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=133_C_71" \t "_blank)  | [1] Abbott may sell the devices to Istanbul Distributors because Turkey does not impose economic sanctions on Iran. | [1] トルコはイランに貿易制裁を課していないため、アボットはイスタンブールの卸・販売業者に装置を販売してもかまいません。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=134_C_71" \t "_blank) [134\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=134_C_71" \t "_blank)  | [2] Abbott may sell the devices to Istanbul Distributors as long as none of the documents relating to the transaction indicate that the devices are intended for re-export to Iran. | [2] 装置がイランに再輸出される予定であることを取引関連の書類に記載しない限り、アボットはイスタンブールの卸・販売業者に装置を販売してもかまいません。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=135_C_71" \t "_blank) [135\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=135_C_71" \t "_blank)  | [3] Abbott may not sell the devices to Istanbul Distributors without a license because Abbott knows that the devices are intended for re-export to Iran.Next | [3] アボットは装置がイランに再輸出されることを知っているため、許可証なしにイスタンブールの卸・販売業者に装置を販売することはできません。次へ |
| Screen 70Question 5: Feedback136\_C\_71 | Sending goods from the U.S. to a non-sanctioned country, like Turkey, with the intention of re-exporting them into a targeted country, like Iran, would be a violation of the U.S. sanctions program. Abbott may not sell the devices without a license to Istanbul Distributors because Abbott knows that the devices are intended for re-export to Iran. Even without explicit knowledge that the devices are destined for Iran, the request for Farsi labelling is a red flag that would require us to ask questions about the intended end-destination. | イランなどの制裁対象国に再輸出する目的で、米国からトルコなどの非制裁対象国に物品を送ると、米国の貿易制裁プログラムの違反になります。アボットは装置がイランに再輸出されることを知っているため、許可証なしにイスタンブールの卸・販売業者に装置を販売することはできません。装置の宛先がイランであるという明確な認識がなくても、ペルシャ語のラベルの要請は危険信号ですから、最終目的地について質問する必要があります。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=137_C_71" \t "_blank) [137\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=137_C_71" \t "_blank)  | [6] Trade sanctions are always imposed against countries and not individuals or entities. | [6] 貿易制裁は常に国家に課されるもので、個人や事業体には課されません。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=138_C_71" \t "_blank) [138\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=138_C_71" \t "_blank)  | [1] True. | [1] 正しい |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=139_C_71" \t "_blank) [139\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=139_C_71" \t "_blank)  | [2] False.Next | [2] 誤り次へ |
| Screen 70Question 6: Feedback140\_C\_71 | While trade sanctions can be imposed against countries, they can also be imposed against individuals and entities suspected of illegal activity. This can help prevent the spread of criminal enterprises. Governments of various countries maintain the details of these persons and entities on lists, and any sanctions against them are called list-based sanctions. | 貿易制裁は国家だけでなく、違法な活動が疑われる個人や事業体にも課すことができます。これは組織犯罪の拡大を防ぐのに役立ちます。様々な国の政府がこのような個人と事業体の詳細をリストで管理しており、彼らに対する制裁はリストベースの制裁と呼ばれています。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=141_C_71" \t "_blank) [141\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=141_C_71" \t "_blank)  | [7] Which of the following could happen to a U.S.-based company that imports refurbished medical equipment marked "Made in Iran” from Europe-based Iranian doctors?Check all that apply. | [7] ヨーロッパに拠点を置くイラン人の医師から「イラン製」と記されたリファービッシュ品の医療機器を米国拠点の会社が輸入した場合、次のうち、起こる可能性があるのはどれですか？該当するものすべてを選択してください。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=142_C_71" \t "_blank) [142\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=142_C_71" \t "_blank)  | [1] Nothing. The goods are imported from Europe, not Iran. | [1] 何も起こりません。製品はイランではなくヨーロッパから輸入されます。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=143_C_71" \t "_blank) [143\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=143_C_71" \t "_blank)  | [2] If the imports are not properly licensed, the company may have to pay a fine of more than U.S. $300,000 per violation. | [2] 正式な許可証なしに輸入した場合、会社は違反1回につき30万ドル以上の罰金を支払わなければならない可能性があります。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=144_C_71" \t "_blank) [144\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=144_C_71" \t "_blank)  | [3] If there is evidence that the owners of the company are intentionally hiding the true country of origin, they may be prosecuted and, if convicted, imprisoned and fined.Next | [3] 会社の所有者が原産国を故意に隠した証拠があれば、告発される可能性があり、有罪判決を受けると懲役と罰金が科されます。次へ |
| Screen 70Question 7: Feedback145\_C\_71 | OFAC rules generally prohibit imports from Iran. Violations of U.S. sanctions may result in civil penalties of more than U.S. $300,000 per violation. Also, if the violation is found to be criminal in nature, higher penalties and potential imprisonment may apply. | 通常、OFACの規定ではイランからの輸入が禁止されています。米国の貿易制裁の違反した結果、違反1回につき30万ドル以上の民事罰が科される可能性があります。また、違反に犯罪性があると判断された場合は、これ以上の罰金と懲役が科される可能性もあります。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=146_C_71" \t "_blank) [146\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=146_C_71" \t "_blank)  | [8] You have screened a prospective customer against all applicable and relevant restricted party lists. The customer does not appear on any of the lists. Your manager shares a red flag she identified about the customer. You decide not to look into the red flag because you have already screened the customer. Is this okay? | [8] あなたは、顧客候補を該当する規制対象者リストと照合してスクリーニングしました。この顧客はどのリストにも掲載されていません。上司が顧客について見つけた危険信号を知らせてきました。しかし、既に顧客のスクリーニングを済ませたので、危険信号は無視することにしました。これは問題ないでしょうか？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=147_C_71" \t "_blank) [147\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=147_C_71" \t "_blank)  | [1] Yes. | [1] はい |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=148_C_71" \t "_blank) [148\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=148_C_71" \t "_blank)  | [2] No.Next | [2] いいえ次へ |
| Screen 70Question 8: Feedback149\_C\_71 | Red flags warn you of suspicious circumstances that need to be investigated before proceeding. If you do not investigate the red flag and end up doing business with a restricted party, you can be found guilty of violating U.S. trade sanctions laws, even if your violations are unintended. | 危険信号は疑わしい状況の警告ですから、先へ進める前に調査する必要があります。危険信号を調査せずに、規制対象者と取引をする結果になった場合、故意に違反していなくても、米国の貿易制裁法違反の罪で有罪になる可能性があります。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=150_C_71" \t "_blank) [150\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=150_C_71" \t "_blank)  | [9] Which of the following should warn you that a transaction could potentially violate U.S. trade sanctions laws? | [9] 取引が米国の貿易制裁法の違反となる可能性を示唆するのは、次のどれですか？ |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=151_C_71" \t "_blank) [151\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=151_C_71" \t "_blank)  | [1] A customer requests an order to be delivered to an unusual location. | [1] 顧客が注文品を通常とは異なる場所に配達するよう要請しています。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=152_C_71" \t "_blank) [152\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=152_C_71" \t "_blank)  | [2] A customer insists on paying cash for an expensive item that would normally be paid for in installments. | [2] 通常は分割払いの高額製品に対し顧客が現金払いにこだわっています。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=153_C_71" \t "_blank) [153\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=153_C_71" \t "_blank)  | [3] The name of the company you are dealing with indicates possible ties with a sanctioned country. | [3] 取引先の会社の名称が制裁対象国との結び付きを示唆しています。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=154_C_71" \t "_blank) [154\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=154_C_71" \t "_blank)  | [4] A product's technical specifications do not fit the technical specifications of products typically found in the country it is being shipped to. | [4] 製品の技術仕様が宛先国の標準的な技術仕様に合いません。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=155_C_71" \t "_blank) [155\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=155_C_71" \t "_blank)  | [5] All of the above.Next | [5] 上記すべて次へ |
| Screen 70Question 9: Feedback156\_C\_71 | All of these actions should raise red flags or warning signals as they all indicate potential violations of U.S. trade sanctions laws. | これらの行動は全て米国貿易制裁法に違反する可能性があるので、注意が必要です。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=157_C_71" \t "_blank) [157\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=157_C_71" \t "_blank)  | [10] Who should you contact if you have any questions or would like to learn more about sanctions programs? Check all that apply. | [10] 制裁プログラムについて質問がある場合や、詳細を知りたい場合は、誰に連絡すればよいでしょうか？ 該当するものすべてを選択してください。 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=158_C_71" \t "_blank) [158\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=158_C_71" \t "_blank)  | [1] Human Resources (HR) | [1] 人事部（HR） |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=159_C_71" \t "_blank) [159\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=159_C_71" \t "_blank)  | [2] Global Trade Compliance | [2] Global Trade Compliance部 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=160_C_71" \t "_blank) [160\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=160_C_71" \t "_blank)  | [3] Public Affairs | [3] 広報部 |
| [Screen 70](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=161_C_71" \t "_blank) [161\_C\_71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=161_C_71" \t "_blank)  | [4] Legal Regulatory & Compliance (LR&C)Submit | [4] Legal Regulatory & Compliance (LR&C)部送信 |
| Screen 70Question 10: Feedback162\_C\_71 | If you have questions or would like to learn more about sanctions programs, please contact Global Trade Legal Regulatory & Compliance (LR&C) at exports@abbott.com. | 制裁プログラムについて質問がある場合や、詳細を知りたい場合は、Global Trade Legal Regulatory & Compliance (LR&C)部（exports@abbott.com）に連絡してください。 |
| [Screen 71](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=163_C_72" \t "_blank) [163\_C\_72](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=163_C_72" \t "_blank)  | No results are available, as you have not completed the Knowledge Check.Congratulations! You have successfully passed the Knowledge Check.Please review your results below by clicking on each question.Once you’re done, click the forward arrow to take a short survey.Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.When you are done, click the Retake button. | 理解度チェックを完了していないため、結果を表示できません。おめでとうございます！理解度チェックに合格しました。以下の各質問をクリックして結果を確認してください。完了したら、[次へ]の矢印をクリックして簡単なアンケートにお答えください。残念ながら、理解度チェックに合格しませんでした。数分時間を取って、以下の各質問をクリックして結果を確認してください。確認し終わったら、[再挑戦]ボタンをクリックしてください。 |
| [Screen 72](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=167_C_199" \t "_blank) [167\_C\_199](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=167_C_199" \t "_blank)  | [3] As a result of this session, I have a better understanding of trade sanctions.Strongly DisagreeDisagreeNeutralAgreeStrongly Agree | [3] このセッションを受講した結果、私は貿易制裁についてより詳しく理解できるようになりました。全くそう思わないそう思わないどちらとも言えないそう思う強くそう思う |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=170_C_200" \t "_blank) [170\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=170_C_200" \t "_blank)  | Where to Get Help | サポートが受けられる場所 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=171_C_200" \t "_blank) [171\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=171_C_200" \t "_blank)  | MANAGER OR SUPERVISORIf you spot a red flag when dealing with a trade partner, have concerns related to attempts by anyone to circumvent sanctions, or if you have general questions about trade sanctions programs, always speak to your manager. Your manager knows you and your work environment and should be able to help you address the situation appropriately. You can also talk to your manager if you have questions on how this course applies to your specific job responsibilities. | マネージャーまたは監督者取引相手との交渉時に危険信号に気づいた場合、誰かが制裁を迂回しようとしていることに懸念を抱いている場合、制裁プログラムに関する一般的な質問がある場合は、常に上司に相談してください。上司は部下のことや職場環境をよく把握しているため、状況に即した対応ができるはずです。このコースがご自身の職務にどのように適用されるかについて質問がある場合にも、上司と話し合うことができます。 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=172_C_200" \t "_blank) [172\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=172_C_200" \t "_blank)  | WRITTEN STANDARDS* Review Abbott’s [Code of Business Conduct](http://www.abbott.com/investors/governance/code-of-business-conduct.html%22%20%5Ct%20%22_blank) for guidance on complying with all applicable trade regulations.
* Refer to the following corporate policies and procedures for processing and reviewing business activities that could be affected by sanctions programs. Click [here](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/Policies-and-Procedures.aspx%22%20%5Ct%20%22_blank) to access the documents on Abbott World.
* Corporate Legal Policy 60-3 – U.S. Foreign Embargo & Trade Control Laws
* CFM 8990 – Sanctions and Foreign Trade Controls
* CCTC8990.01.001 – Deemed Export Controls
* CCTC8990.03.001 – BIS Export / Reexport License Requests
* CCTC8990.09.001 – Denied Party Screening Procedure
* CCTC8990.10.001 -- OFAC Licensing Procedure
* CCTC8990.10.003 – Commercial Activities Involving OFAC General Licenses
* CCTC8990.10.004 – Interactions with Healthcare Professionals and Sanctioned Countries
* CCTC8990.11.001 – Export Control Classification Number Classifications
 | 基準書* 適用される全ての貿易規制の遵守に関するガイダンスについては、アボットの[ビジネス行動規範](http://www.abbott.com/investors/governance/code-of-business-conduct.html%22%20%5Ct%20%22_blank)を確認してください。
* 制裁プログラムの影響を受ける可能性がある業務の処理と検討については、以下の社内規定と手続を参照してください。Abbott Worldの文書には[こちら](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/Policies-and-Procedures.aspx%22%20%5Ct%20%22_blank)からアクセスしてください。
* コーポレートリーガルポリシー60-3 – U.S. Foreign Embargo & Trade Control Laws（米国の外国禁輸と貿易規制の法律）
* CFM 8990 – Sanctions and Foreign Trade Controls（制裁と外国貿易規制）
* CCTC8990.01.001 – Deemed Export Controls（見なし輸出規制）
* CCTC8990.03.001 – BIS Export / Reexport License Requests（BIS輸出／再輸出許可証の申請）
* CCTC8990.09.001 – Denied Party Screening Procedure（取引禁止対象者のスクリーニング手続）
* CCTC8990.10.001 – OFAC Licensing Procedure（OFAC許可証の発行手続）
* CCTC8990.10.003 – Commercial Activities Involving OFAC General Licenses（OFAC一般許可証に関連する商業活動）
* CCTC8990.10.004 – Interactions with Healthcare Professionals and Sanctioned Countries（医療専門家や制裁対象国家との関係）

CCTC8990.11.001 – Export Control Classification Number Classifications（輸出規制品目番号の分類） |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=173_C_200" \t "_blank) [173\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=173_C_200" \t "_blank)  | Global Trade ComplianceGlobal Trade Compliance is a corporate resource available to address your questions or concerns about trade sanctions programs. If you have any questions or would like to learn more about sanctions programs, please contact:Phone: +1-224-668-9585Email: exports@abbott.comWebsite:* Denied Party Screening details can be reviewed on Abbott World by clicking [here](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/DeniedPartyScreening.aspx%22%20%5Ct%20%22_blank) .
* If you have any concerns about a potential violation, immediately contact Global Trade Compliance at +1-224-668-9585 or Legal Regulatory & Compliance at +1-224-668-5635.
 | Global Trade Compliance部Global Trade Compliance部は、貿易制裁プログラムに関する質問や懸念がある場合に利用できる会社リソースです。制裁プログラムについて質問がある場合や、詳細を知りたい場合は、下記まで連絡してください。電話：+1-224-668-9585Eメール: exports@abbott.comウェブサイト：* 取引禁止対象者のスクリーニングの詳細は、Abbott World の[こちら](https://abbott.sharepoint.com/sites/AW-GlobalTradeCompliance/SitePages/DeniedPartyScreening.aspx%22%20%5Ct%20%22_blank)をクリックして確認することができます。
* 違反の可能性について懸念がある場合は、直ちにGlobal Trade Compliance部（+1-224-668-9585）、またはLegal Regulatory & Compliance部（+1-224-668-5635）に連絡してください。
 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=174_C_200" \t "_blank) [174\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=174_C_200" \t "_blank)  | Legal DivisionContact the Legal Division at +1-224-668-5635 with questions or concerns about legal implications of potential trade sanctions violations. | 法務部貿易制裁の潜在的な違反の法律上の意味について質問や懸念がある場合は、法務部（+1-224-668-5635）に連絡してください。 |
| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=175_C_200" \t "_blank) [175\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=175_C_200" \t "_blank)  | OFFICE OF ETHICS AND COMPLIANCE (OEC)The OEC is a corporate resource available to address your compliance questions or concerns, including interactions that may occur in connection with meals, travel, and entertainment.* Visit the [Contact OEC](https://icomply.abbott.com/Apps/ComplianceContacts/%22%20%5Ct%20%22_blank) page on the [OEC website](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance%22%20%5Ct%20%22_blank) on Abbott World.
* Visit [Speak Up](http://speakup.abbott.com/%22%20%5Ct%20%22_blank) to voice your concerns about potential violations of our Code of Business Conduct or policies. [Speak Up](http://speakup.abbott.com/%22%20%5Ct%20%22_blank) is available globally, 24/7 in multiple languages.
* You can also email investigations@abbott.com.
 | エシックス アンド コンプライアンス オフィス（OEC）OECは、食事、旅行、娯楽に関連して発生する可能性のあるやり取りを含め、コンプライアンスに関する質問や懸念に対処するために利用できる企業リソースです。* Abbott Worldの[OECウェブサイト](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance%22%20%5Ct%20%22_blank)で、[OECに連絡する](https://icomply.abbott.com/Apps/ComplianceContacts/%22%20%5Ct%20%22_blank)ページにアクセスしてください。
* [Speak Up](http://speakup.abbott.com/%22%20%5Ct%20%22_blank)にアクセスして、当社のビジネス行動規範または潜在的な方針の違反について懸念を表明してください。[Speak Up](http://speakup.abbott.com/%22%20%5Ct%20%22_blank)は全世界で年中無休、複数の言語で利用できます。
* また、investigations@abbott.comにEメールを送信することもできます。
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| [Screen 73](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=176_C_200" \t "_blank) [176\_C\_200](http://www.learnex.co.uk/test/AbbottUTA/courses/EN-US/course/index.html?showScreen=176_C_200" \t "_blank)  | Course ResourcesTranscriptClick [here](file:///C%3A/dev/AbbottUTA/courses/EN-US/translation/reference/Transcript.pdf%22%20%5Ct%20%22_blank) for a full transcript of the course | コースのリソース文字に起こした全文コース内容の全文を読むには、[こちら](file:///C%3A/dev/AbbottUTA/courses/EN-US/translation/reference/Transcript.pdf%22%20%5Ct%20%22_blank)をクリックしてください。 |
| 177\_toc\_1 | Welcome | ようこそ |
| 178\_toc\_2 | Understanding Sanctions and Trade Compliance | 制裁および貿易コンプライアンスを理解する |
| 179\_toc\_3 | Our Philosophy | 当社の信条 |
| 180\_toc\_4 | Objectives | 目標 |
| 181\_toc\_5 | Table of Contents | 目次 |
| 182\_toc\_6 | Introduction to Trade Sanctions  | 貿易制裁の概要  |
| 183\_toc\_7 | Trade Sanctions Defined | 貿易制裁の定義 |
| 184\_toc\_8 | Purpose of Trade Sanctions | 貿易制裁の目的 |
| 185\_toc\_9 | Violating Trade Sanctions | 貿易制裁違反 |
| 186\_toc\_10 | Abbott’s Commitment | アボットの取り組み |
| 187\_toc\_11 | U.S. Persons Defined | 米国人の定義 |
| 188\_toc\_12 | Other Sanctions Programs | 他の制裁プログラム |
| 189\_toc\_13 | Quick Check | クイック・チェック |
| 190\_toc\_14 | Review | 確認 |
| 191\_toc\_15 | Table of Contents | 目次 |
| 192\_toc\_16 | Laws and Regulations  | 法律および規制  |
| 193\_toc\_17 | Introduction | はじめに |
| 194\_toc\_18 | Comprehensive Sanctions | 包括的制裁 |
| 195\_toc\_19 | Limited Sanctions | 限定的制裁 |
| 196\_toc\_20 | List-based Sanctions | リストベースの制裁 |
| 197\_toc\_21 | Quick Check | クイック・チェック |
| 198\_toc\_22 | Review | 確認 |
| 199\_toc\_23 | Table of Contents | 目次 |
| 200\_toc\_24 | The Impact on Our Business  | 当社のビジネスに与える影響  |
| 201\_toc\_25 | Introduction | はじめに |
| 202\_toc\_26 | Exportation and Re-exportation | 輸出と再輸出 |
| 203\_toc\_27 | Quick Check | クイック・チェック |
| 204\_toc\_28 | Importation | 輸入 |
| 205\_toc\_29 | Business Travel | 出張 |
| 206\_toc\_30 | Facilitation of Activities by Others | 他者による活動の斡旋 |
| 207\_toc\_31 | Quick Check | クイック・チェック |
| 208\_toc\_32 | Trying to Circumvent Sanctions | 制裁迂回の試み |
| 209\_toc\_33 | Review | 確認 |
| 210\_toc\_34 | Table of Contents | 目次 |
| 211\_toc\_35 | Our Responsibilities | 私たちの責任 |
| 212\_toc\_36 | Introduction | はじめに |
| 213\_toc\_37 | Importance of Screening Trade Partners | 取引相手のスクリーニングの重要性 |
| 214\_toc\_38 | Denied Party Screening System | 取引禁止対象スクリーニングシステム |
| 215\_toc\_39 | What to Do If You Find a Name on a Restricted Party List | 規制対象者リストに名前を見つけた場合の措置 |
| 216\_toc\_40 | Red Flags | 危険信号 |
| 217\_toc\_41 | Quick Check | クイック・チェック |
| 218\_toc\_42 | Consequences of Trade Sanctions Violations | 貿易制裁違反の結果 |
| 219\_toc\_43 | What to Do | やるべきこと |
| 220\_toc\_44 | Review | 確認 |
| 221\_toc\_45 | Table of Contents | 目次 |
| 222\_toc\_46 | Your Commitment | あなたの取り組み |
| 223\_toc\_47 | Your Commitment | あなたの取り組み |
| 224\_toc\_48 | Knowledge Check | 理解度チェック |
| 225\_toc\_49 | Introduction | はじめに |
| 226\_toc\_50 | Assessment | 評価 |
| 227\_toc\_51 | Feedback | 解説 |
| 228\_toc\_52 | Survey | アンケート調査 |
| 229\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit  | コースからは、LMSに連絡できません。続けてコースを確認するには、[OK]をクリックしてください。　 コース認定証を入手できない可能性があります。終了するには、[キャンセル]をクリックしてください  |
| 230\_string\_2 | All questions remain unanswered | 全問が未回答です |
| 231\_string\_3 | Questions | 問題 |
| 232\_string\_4 | Question | 問題 |
| 233\_string\_5 | not answered | 回答していません |
| 234\_string\_6 | That's correct! | 正解です！ |
| 235\_string\_7 | That's not correct! | 不正解です！ |
| 236\_string\_8 | Feedback:  | 解説： |
| 237\_string\_9 | Understanding Sanctions and Trade Compliance  | 制裁および貿易コンプライアンスを理解する  |
| 238\_string\_10 | Knowledge Check | 理解度チェック |
| 239\_string\_11 | Submit | 送信 |
| 240\_string\_12 | Retake | 再挑戦 |
| 241\_string\_13 | Course Description: As a healthcare company, it is critical that we always do what is right for the many people we serve. This includes complying with all applicable laws and regulations. In this course, employees will learn how to comply with U.S. trade sanctions, the types of activities covered and how to recognize the warning signs of potential violations. ​​​​​​This course will take approximately 30 minutes to complete. | コースの説明：医療会社として、サービスを提供する多くの人々に対して常に正しいことを行うことが非常に重要です。これには、適用される全ての法律と規制を遵守することが含まれます。社員はこのコースで、米国の貿易制裁を遵守する方法、対象となる活動のタイプ、違反の可能性を示唆する警告を識別する方法について学びます。このコースの所要時間は約30分です。 |
| 242\_string\_14 | Menu | メニュー |
| 243\_string\_15 | Resources | リソース |
| 244\_string\_16 | Reference Material | 参考資料 |
| 245\_string\_17 | Audio | 音声 |
| 246\_string\_18 | Exit | 終了 |
| 247\_string\_19 | Close | 終了する |
| 248\_string\_20 | Comment... | コメント... |

Interactions with Competitors

|  |  |  |
| --- | --- | --- |
| ID | Source | Target |
| [Screen 0](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1) [1\_C\_1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=1_C_1)  | Interactions with CompetitorsClick the forward arrow. | 競合他社との付き合い方[次へ]の矢印をクリックしてください。 |
| [Screen 1](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2) [2\_C\_2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=2_C_2)  | At Abbott, we are committed to fair dealing and complying with competition laws.Competition benefits everyone, from businesses to consumers to the economy as a whole. Competition results in dynamic markets, leading to increased productivity and better value for consumers. | アボットでは、公正な取引と競争法の遵守に取り組んでいます。競争は企業、消費者、そして経済全体まで、すべての人に恩恵をもたらします。競争は活力に満ちた市場を生み出し、生産性の増大と消費者にとっての価値の向上につながります。 |
| [Screen 2](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3) [3\_C\_3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=3_C_3)  | Upon completion of this course, you will:* Be able to explain what anti-competitive behavior is, who it impacts, and how.
* Recognize that there are laws and regulations designed to prevent anti-competitive behavior.
* Understand Abbott’s expectations for conducting business globally in the right way.
* Know where to go for help and support.
 | このコースを完了すると、以下のことができるようになります。* 反競争的行為とは何か、それが誰にどのように影響するかを説明できる。
* 反競争的行為を阻止するための法律および規制があることを認識する。
* グローバルにビジネスを正しい方法で行うことへのアボットの期待を理解する。
* ヘルプやサポートの求め先を知る。
 |
| [Screen 3](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4) [4\_C\_4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=4_C_4)  | [1] Welcome1 minute[2] Introduction to Antitrust2 minutes[3] Laws and Regulations4 minutes[4] The Impact on Our Business and Our Responsibilities5 minutes[5] Your Commitment1 minute[6] Knowledge Check3 minutesLearning ProgressThis Topic is now available. | [1] ようこそ1分[2] 独占禁止の概要2分[3] 法律および規制4分[4] 当社のビジネスへの影響と責任5分[5] あなたの取り組み1分[6] 理解度チェック3分学習の進捗状況このトピックが学習可能になりました。 |
| [Screen 4](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5) [5\_C\_5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=5_C_5)  | In our day-to-day work activities, we sometimes interact with competitors.These interactions may take place in formal settings like when we are participating in tenders or trade association meetings, or in less formal settings like chance encounters in doctors’ offices. Regardless of the setting, any interaction with a competitor could potentially pose a risk to you and Abbott. | 日々の業務活動において、私たちは競合他社とやり取りする機会があります。こうしたやり取りは、入札に参加している時や業界団体の会議のような公式の場で起きることもあれば、病院などで偶然居合わせた非公式な場で起きることもあります。状況にかかわらず、いかなる競合他社とのやり取りは、社員とアボットにリスクをもたらす可能性があります。 |
| [Screen 5](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6) [6\_C\_6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=6_C_6)  | As a healthcare company, it is critical that we always do what is right for the many people we serve.This includes complying with antitrust laws designed to prevent unfair competition. | 医療会社として、サービスを提供する多くの人々に対して常に正しいことを行うことが非常に重要です。これには、不正競争を防止するために策定された独占禁止法の遵守が含まれます。 |
| [Screen 6](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7) [7\_C\_7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=7_C_7)  | Competition laws, also known as antitrust laws, exist to protect consumers from conduct that is anti-competitive, deceptive, or unfair.These laws prohibit agreements that eliminate or discourage competition and apply to many aspects of our business, including relationships with competitors, prices, marketing and trade practices, and terms of sale to distributors and other customers. | 独占禁止法とも呼ばれる競争法は、反競争的、欺瞞的、または不公正な行為から消費者を守るために導入されたものです。これらの法律は競争を排除または抑制する協定を禁止しており、競合他社との関係、価格、マーケティングや取引慣行、販売業者や顧客への販売条件など、多くの面で当社の事業に適用されます。 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8) [8\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=8_C_8)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8) [9\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=9_C_8)  | It is okay during an informal conversation to discuss product prices with competitors? | 非公式な会話の中で、競合他社と商品価格について話し合ってもよいでしょうか？ |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8) [10\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=10_C_8)  | TrueFalseSubmit | 正解誤り送信 |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8) [11\_C\_8](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=11_C_8)  | That's correct!That's not correct!We must always exercise caution when interacting with competitors. You should not discuss sensitive business topics such as prices, sales terms, business or marketing plans, margins, costs, production capacity, inventory levels or discounts with competitors. | 正解です！不正解です！競合他社とやり取りする際には、常に慎重な態度で望む必要があります。価格、販売条件、事業またはマーケティングプラン、マージン、コスト、生産能力、在庫レベル、割引などの事業に関する話題を競合他社と協議してはなりません。 |
| [Screen 9](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10) [13\_C\_10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=13_C_10)  | Most countries in which we do business have laws that prohibit unfair competition. | 当社が事業を行っているほとんどの国には、不正競争を禁じる法律があります。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11) [14\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=14_C_11)  | Abbott’s own standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.These standards can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards. | 公正な競争に関するアボットの基準は、正直、公正、誠実に事業活動を行うという当社のコミットメントと一致しています。これらの基準は、アボットのビジネス行動規範および事業規範に関する倫理コンプライアンス グローバル規定に記載されています。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11) [15\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=15_C_11)  | Ensuring Our Interactions with Competitors are AppropriateAgreements or discussions with competitors regarding price, volume, limiting or controlling production or sales volume, customer or market allocation, tenders, requests for proposal, or bids are strictly prohibited.Boycotts are also prohibited. Agreeing with a competitor not to deal with another company or supplier, or encouraging others to do so, could be construed as unfair competition. | 競合他社とのやり取りが適切であることを確認する価格、数量、生産量や販売数量の制限または制御、顧客や市場の割当、入札の勧誘、提案依頼書、または入札の参加に関して、競合他社と合意または協議することは厳しく禁じられています。ボイコットも禁止されています。競合他社との間で、特定の会社やサプライヤーと取引をしないことに合意した場合や、そのような行為を他社に奨励した場合は、不正競争と見なされる場合があります。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11) [16\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=16_C_11)  | Adhering to the LawsWe are committed to complying with competition laws in every country where we do business. | 法令遵守当社は事業を展開している各国の競争法の遵守に真摯に取り組んでいます。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11) [17\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=17_C_11)  | Fair, Merit-Based Tender ProcessesAbbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. | 公正で実力主義の入札プロセスアボットは、あらゆる入札の勧誘、提案依頼書、入札の参加において、公正に競争するよう取り組んでいます。競合他社との談合、入札談合、その他、選定プロセスの結果に不適切な影響を与える類似の行為は、厳しく禁じられています。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11) [18\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=18_C_11)  | Meetings with CompetitorsWhen meeting with competitors, it is important to review the agenda to ensure that only appropriate topics are covered. Never engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume.If someone begins to discuss these matters, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. | 競合他社との会合競合他社と会合を持つ際は、アジェンダをチェックし、対象となるのは適切なトピックのみであることを確認することが重要です。価格設定、入札、第三者のボイコット、顧客やテリトリーの割当、生産量や販売数量の制限に関する話し合いには絶対に参加しないでください。誰かがこのようなことについて話し始めたら、直ちに行動を起こしてください。会合への関与を中止し、自分が異議を唱えたことを記録するよう求めます。禁じられている議論の場からあなたが退席したことが他の出席者の記憶に残るよう、毅然とした態度で意見をはっきりと述べ立ち去ります。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11) [19\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=19_C_11)  | Competitors and the Labor MarketUnder competition laws, competitors include not only the companies with whom Abbott competes to sell our products, but also companies with whom we compete to hire employees.For example, discussing employee compensation with another company or agreeing with another company not to hire each other’s employees (no poach agreements) can also be viewed as anti-competitive. | 競合他社と労働市場競争法の下では、競合他社には、アボットが製品を販売する際に競合となる会社だけでなく、社員を雇用する際に競合となる会社も含まれます。たとえば、社員の報酬について他社と話し合うことや、互いの会社の社員を雇用しないよう他社と合意すること（人材引き抜き禁止の合意）も、反競争的と見なされる可能性があります。 |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11) [20\_C\_11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=20_C_11)  | Reporting Suspected ViolationsWe are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. | 違反の疑いの報告私たちは、不正競争に関連するアボットのポリシー違反の疑いがある場合には、必ず報告することを約束します。OEC、法務部、Speak Upを通して報告できます。 |
|  |  |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12) [21\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=21_C_12)  | Quick CheckTest your knowledge now! | クイック・チェックでは、理解度をテストします。 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12) [22\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=22_C_12)  | You are a Regional Sales Manager responsible for Abbott Vascular in Turkey. You are considering submitting a bid to supply product to a large public hospital in your area. You are aware that the contract is currently held by a local company. Before investing a lot of time into putting together the bid, you reach out to a counterpart at Medtronic to find out whether they are bidding. Is this okay? | あなたは、トルコにあるAbbott Vascularを担当する地域販売マネージャーで、担当地域にある大きな公立病院に製品を供給するために入札することを検討しています。現在、この契約は、ある現地企業が請け負っているようです。入札手続きに多大な時間を投資する前に、Medtronicで同じ立場にいる社員に連絡して、同社が入札するかどうかを探ります。これは問題ないでしょうか？ |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12) [23\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=23_C_12)  | Yes, as long as you do not discuss pricing, discounts, rebates or any other terms of the bid.Yes, since the objective of the call is simply to establish whether or not Medtronic would bid.No. Any discussion with competitors regarding pricing or bidding strategies is strictly prohibited.Submit | はい。価格設定、割引、リベートや、その他の入札条件について話し合わない限り、問題ありません。はい。電話の目的は、Medtronicが入札するかどうかを確認するだけです。いいえ。価格や入札の戦略について競合他社と話し合うことは固く禁じられています。送信 |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12) [24\_C\_12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=24_C_12)  | That's correct!That's not correct!While there is no indication that the purpose of the call is to engage in rigging the bid, any discussion with a competitor about the terms of a bid or bidding strategies could be perceived as harmful to competition.For instance, if both Medtronic and Abbott refrain from submitting competitive bids, it could leave the door open for a single firm to bid on the contract. This could result in the hospital paying more than would be expected in a competitive situation. This could subsequently be viewed by the authorities as a type of bid suppression. | 正解です！不正解です！電話の目的が入札談合に関わると示唆する情報はありませんが、入札の条件や戦略について競合他社と話し合うことは、競争を阻害すると見なされる可能性があります。例えば、Medtronicとアボットの双方が競争入札への参加を控えた場合、1社のみが契約に入札できるようになるかもしれません。その結果、病院の支払額は、競合状態で期待される額より高くなる可能性があります。これは後々、当局から一種の入札制限だと見なされる場合があります。 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13) [25\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=25_C_13)  |  |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13) [26\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=26_C_13)  | You are an Area Sales Director for Abbott’s Rapid Diagnostics business in East Africa. At a meeting with a local distributor who distributes diagnostic testing equipment for you and a leading competitor, you are provided with a list of customers who the distributor says you should target for rapid diagnostic marketing. It is explained that a similar length list with different customers has been given to your competitor, so that the two companies’ marketing efforts don’t overlap. Since the distributor is responsible for the final sale of the companies’ products, you agree to limit your marketing efforts to the customers on the list. Is this okay? | あなたは、東アフリカにあるアボットのRapid Diagnostics事業のエリア販売担当ディレクターだとしましょう。アボットと大手競合他社の代理店として診断検査装置を販売している現地の販売業者と行った会合で、販売業者から顧客リストを渡され、これらの顧客に的を絞って迅速検査装置のマーケティング活動を行うことを提案されました。競合他社にも同じ長さの別の顧客リストを渡し、両社のマーケティング活動が重複しないようにしているとの説明を受けました。最終的には、この販売業者が両社の製品を販売することになるので、提供されたリストの顧客だけを対象にマーケティング活動を行うことに同意しました。これは問題ないでしょうか？ |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13) [27\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=27_C_13)  | YesNoSubmit | はいいいえ送信 |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13) [28\_C\_13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=28_C_13)  | That's correct!That's not correct!Market or customer allocation is almost always illegal. The fact that the arrangement is being organized by a third party, in this case a local distributor, does not change the fact that dividing customers or geographic areas to avoid competition may result in customers paying more for their diagnostic equipment.When communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. | 正解です！不正解です！ほとんどの場合、市場や顧客の割当は違法です。第三者（この場合は現地の販売業者）が取り決めのお膳立てをしたとはいえ、競争を避けるための顧客や地理的エリアの分割によって、顧客が診断装置のために支払う金額が高くなるという事実は変わりません。第三者サプライヤーや販売業者とやり取りする際は、競争を制限していると見なされる可能性のある取り決めに注意することが重要です。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14) [29\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=29_C_14)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14) [30\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=30_C_14)  | Competition LawsMost countries in which we do business have laws that prohibit unfair competition. | 競争法当社が事業を行っているほとんどの国には、不正競争を禁じる法律があります。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14) [31\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=31_C_14)  | Fair, Merit-Based Tender ProcessesAbbott is committed to competing fairly in all tenders, requests for proposals, and bids. Collusion with competitors, bid rigging, and similar actions which might inappropriately impact the outcome of selection processes are strictly prohibited. | 公正で実力主義の入札プロセスアボットは、あらゆる入札の勧誘、提案依頼書、入札の参加において、公正に競争するよう取り組んでいます。競合他社との談合、入札談合、その他、選定プロセスの結果に不適切な影響を与える類似の行為は、厳しく禁じられています。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14) [32\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=32_C_14)  | Meetings with CompetitorsNever engage in any discussion regarding pricing, tenders, boycotting of third parties, customer or territory allocation, or limiting production or sales volume. | 競合他社との会合価格設定、入札、第三者のボイコット、顧客やテリトリーの割当、生産量や販売数量の制限に関する話し合いには絶対に参加しないでください。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14) [33\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=33_C_14)  | Responding to Anti-competitive DiscussionsIf someone begins to discuss sensitive business topics, take immediate action. End your involvement in the meeting and ask that your objections be recorded. Leave and make a loud, dramatic gesture as you depart, so others remember your departure from the prohibited discussion. | 反競争的な議論への対応誰かが微妙なビジネスのトピックについて議論し始めたら、すぐに行動を起こしてください。会合への関与を中止し、自分が異議を唱えたことを記録するよう求めます。禁じられている議論の場からあなたが退席したことが他の出席者の記憶に残るよう、毅然とした態度で意見をはっきりと述べ立ち去ります。 |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14) [34\_C\_14](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=34_C_14)  | Reporting Suspected ViolationsWe are committed to reporting any suspected violation of Abbott’s policies related to unfair competition. We can do so through OEC, Legal, or Speak Up. | 違反の疑いの報告私たちは、不正競争に関連するアボットのポリシー違反の疑いがある場合は、必ず報告することを約束します。ＯＥＣ、法務部、Speak Upを通して報告できます。 |
| [Screen 15](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16) [36\_C\_16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=36_C_16)  | Abbott’s global standards on fair competition are consistent with our commitment to conduct business with honesty, fairness, and integrity.They outline at a high-level Abbott’s commitment to comply with the competition laws in every country in which we do business. | 公正な競争に関するアボットの世界的基準は、正直、公正、誠実に事業活動を行うという当社のコミットメントと一致しています。それらは、アボットが事業を行うすべての国の競争法を遵守するためのアボットの取り組みを概説するものです。 |
| [Screen 16](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17) [37\_C\_17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=37_C_17)  | Governments around the world have pursued actions against competitors who have colluded to limit competition.The penalties for anti-competitive behavior have increased significantly over recent years. | 世界中の政府が、競争を制限するために結託した企業に対して訴訟を起こしています。反競争的行為に対する罰金は、ここ数年間で大幅に増えています。 |
| [Screen 17](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18) [38\_C\_18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=38_C_18)  | Besides civil and criminal penalties, there are other consequences.Since anti-competitive conduct usually results in higher prices or reduced selection for consumers, a company that commits such crimes risks seriously damaging its reputation in the eyes of its customers. | 刑事・民事罰のほかに、他の影響もあります。通常、反競争的行為の結果、価格が上昇したり消費者の選択肢が狭まったりするため、このような犯罪に関与した会社は、顧客の目から見れば深刻な信用失墜につながるリスクがあります。 |
| [Screen 18](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19) [39\_C\_19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=39_C_19)  | As an Abbott employee, it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate.An employee who commits anti-competitive acts is violating company policies and can face disciplinary action, including termination. | アボットの社員は、自分が業務を行う国や地域で競争に適用される法令を知り、それらに従うことが重要です。反競争的行為を犯した社員は、会社のポリシーに違反することになり、解雇などの懲戒処分を受ける可能性もあります。 |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20) [40\_C\_20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=40_C_20)  | When facing a difficult decision, always take time to think things through.* Think about what laws, policies, and procedures might be compromised.
* Think about the risks to you and the company.
* Think about what effect your decision will have on others.
* But, most of all, think about your options. Because you always have options.
 | 難しい決断を迫られた時は、時間をかけて物事をじっくりと考えてください。* どのような法律、ポリシー、手順に違反することになるのか、考えてみてください。
* 自分や会社にもたらすリスクについて考えてください。
* 自分の決断が他者に与える影響を考えてください。
* 何より、自分に与えられた選択肢について考えてください。なぜなら、あなたには常に選択肢があるのです。
 |
| [Screen 20](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21) [41\_C\_21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=41_C_21)  | Remember, no matter what happens, if you make the right choice, Abbott will be there to support you. | 何が起きても、正しい選択を行った場合には、アボットがあなたをサポートすることを忘れないでください。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22) [42\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=42_C_22)  | Remember, any conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. | 価格設定、市場、顧客、サプライヤー、卸・販売業者などに関する競合社間の会話は、違法な協力と見なされる可能性があるため、避ける必要があることを忘れないでください。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22) [43\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=43_C_22)  | Discussions around PricingAny conversation between competitors regarding pricing, such as price differentials, list prices, or free services, could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 価格設定に関する話し合い価格格差、定価、無料サービスなどの価格設定に関する競合社間の会話は、違法な協力と見なされる可能性があるため、避けなければなりません。競合他社と正式な合意に至らなくても、このような会話が反競争的と見なされる場合があります。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22) [44\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=44_C_22)  | Discussions around Public TendersAny discussion between competitors regarding public tenders, bids, and Requests for Proposals (RFPs) could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 公開入札に関する話し合い公開入札の勧誘、入札への参加、提案依頼書（RFP）に関する競合社間の話し合いは、違法な協力と見なされる可能性があるため、避けなければなりません。競合他社と正式な合意に至らなくても、このような会話が反競争的と見なされる場合があります。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22) [45\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=45_C_22)  | Discussions around Market or Customer AllocationAny discussion between competitors around market or customer allocation could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 市場または顧客の割当に関する話し合い市場や顧客の割当に関する競合社間の話し合いは、違法な協力と見なされる可能性があるため、避けなければなりません。競合他社と正式な合意に至らなくても、このような会話が反競争的と見なされる場合があります。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22) [46\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=46_C_22)  | Discussions around Group BoycottsAny discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors or retailers could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 共同ボイコットに関する話し合いサプライヤー、販売業者、小売業者などの第三者のボイコットに関する競合社間の話し合いは、違法な協力と見なされる可能性があるため、避けなければなりません。競合他社と正式な合意に至らなくても、このような会話が反競争的と見なされる場合があります。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22) [47\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=47_C_22)  | Discussions around Limiting or Controlling Production or Sales VolumeAny discussion with competitors around limiting or controlling production or sales volumes could be viewed as illegal collaboration and should be avoided. These conversations do not have to result in a formal agreement with a competitor to be considered anti-competitive. | 生産量/販売量の制限または調整に関する話し合い生産/販売数量の制限または調整に関する競合他社との話し合いは、違法な協力と見なされる可能性があるため、避けなければなりません。競合他社と正式な合意に至らなくても、このような会話が反競争的と見なされる場合があります。 |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22) [48\_C\_22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=48_C_22)  | Third Parties and IntermediariesWhen communicating with third party suppliers and distributors, it is important for you to be alert to any arrangements that might be construed as limiting competition. | 第三者と仲介者第三者サプライヤーや販売業者とやり取りする際は、競争を制限していると見なされる可能性のある取り決めに注意することが重要です。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23) [49\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=49_C_23)  | Click the arrow to begin your review.ReviewTake a moment to review some of the key concepts in this section. | 矢印をクリックして、確認を開始してください。確認このセクションの主要なコンセプトを確認してみましょう。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23) [50\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=50_C_23)  | Your ResponsibilitiesAs an Abbott employee it is important for you to know and follow the laws and regulations that govern competition in the countries and regions in which you operate. | あなたの責任アボットの社員は、自分が業務を行う国や地域で競争に適用される法令を確認し、それらに従うことが重要です。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23) [51\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=51_C_23)  | Knowing What Constitutes Anti-competitive BehaviorAny conversation between competitors regarding pricing, markets, customers, suppliers, distributors, etc. could potentially be viewed as an illegal collaboration and should be avoided. | 何が反競争的行為と見なされるかを知る価格設定、市場、顧客、サプライヤー、卸・販売業者などに関する競合他社間の会話は、違法な協力と見なされる可能性があるため、避けるべきです。 |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23) [52\_C\_23](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=52_C_23)  | Thinking Things ThroughWhen facing a difficult decision, always take time to think about:* What laws, policies, and procedures might be compromised.
* The risks to you and the company.
* The effect your decision will have on others.
* Your options.
 | 周到に考える難しい決断を迫られた時は、時間をかけて考えてください。* どのような法律、ポリシー、手順に違反する可能性があるか。
* 自分や会社にもたらすリスク。
* 自分の決定が他者に与える影響。
* 自分の選択肢。
 |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25) [54\_C\_25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=54_C_25)  | Take a moment to confirm your agreement with both statements.I know and understand Abbott’s standards on Interactions with Competitors and how they relate to the environment in which Abbott operates.I understand that I must comply with Abbott’s standards on Interactions with Competitors, which can be found in Abbott’s Code of Business Conduct and Ethics and Compliance Global Policy on Business Standards.Confirm | ここで、以下の両方の記載内容に同意することをご確認ください。私は、競合他社とのやり取りに関するアボットの基準、およびそれらがアボットの事業環境にどのように関連するかを知り、理解しました。私は、競合他社とのやり取りに関するアボットの基準を遵守しなければならないこと、ならびにアボットの基準はアボットのビジネス行動規範および事業規範に関する倫理コンプライアンス グローバル規定に記載されていることを理解しました。確認 |
| [Screen 25](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26) [55\_C\_26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=55_C_26)  | The Knowledge Check that follows consists of 5 questions. You must score 80% or higher to successfully complete this course.WHEN YOU ARE READY, CLICK THE KNOWLEDGE CHECK BUTTON. | 以下の理解度チェックでは5問が出題されます。このコースを修了するには、80％以上を正解する必要があります。準備ができたら、[理解度チェック]ボタンをクリックしてください。　 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27) [56\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=56_C_27)  |  |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27) [57\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=57_C_27)  | [1] You are responsible for the manufacturing of reagents in the United States. During a conference, you and a few of your counterparts at competitors have an “off-the-record” discussion about one of your suppliers. Although no formal agreement is reached, a number of these counterparts indicate they will no longer be using a particular supplier because this supplier has near monopoly power and is using its dominant position to raise prices. Could your participation in the discussion be considered anti-competitive? | [1] あなたは、米国で試薬の製造に携わっています。カンファレンスの最中に、あなたと競合他社から出席した同じ立場の数人が、アボットの特定のサプライヤーについて「オフレコ」で議論を交わしました。正式な合意には達していないものの、ある特定のサプライヤーは独占に近い力を持ち、その支配的地位を利用して価格を上げているため、競合他社から出席した同じ立場の多くの人が、このサプライヤーを使わないことにすると言っています。この話し合いに参加したことは、反競争的と見なされるでしょうか？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27) [58\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=58_C_27)  | [1] No, the concerns raised are valid. In fact, the supplier’s dominant position in the marketplace is anti-competitive. | [1] いいえ。提起された懸念は理に適っています。実際、市場におけるサプライヤーの支配的地位こそ反競争的です。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27) [59\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=59_C_27)  | [2] No, as long as there is no written agreement among the parties. | [2] いいえ。参加者の間で書面による合意がない限り、その可能性はありません。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27) [60\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=60_C_27)  | [3] Yes. Any discussion with respect to boycotting third parties could be viewed as anti-competitive. | [3] はい。第三者のボイコットに関する話し合いは、反競争的と見なされる可能性があります。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27) [61\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=61_C_27)  | [4] Yes, but only if you sign an agreement to boycott the supplier with the other parties.Next | [4] はい。ただし、他の関係者と共に、当該サプライヤーをボイコットする契約書に署名した場合に限ります。次へ |
| Screen 26Question 1: Feedback62\_C\_27 | Any discussion that takes place between competitors with respect to boycotting third parties such as suppliers, distributors, or retailers could be viewed as anti-competitive by government authorities. | サプライヤー、販売業者、小売業者などの第三者のボイコットに関する競合社間の話し合いは、政府当局に違法な協力と見なされる可能性があります。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27) [63\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=63_C_27)  | [2] How should you end your participation in a meeting or conversation with a competitor that begins to veer towards a pricing discussion or some other prohibited topic? | [2] 競合他社との会議中や会話中に、価格設定やその他の禁じられている話題に脱線し始めた場合は、どのように退席すればよいでしょうか？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27) [64\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=64_C_27)  | [1] Calmly and respectfully. | [1] 落ち着いて敬意をもって |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27) [65\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=65_C_27)  | [2] Loudly and dramatically and request that your objection be documented in meeting minutes, if applicable. | [2] 毅然とした態度で意見をはっきりと述べ、該当する場合は、異議を唱えたことを議事録に記録するよう求める |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27) [66\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=66_C_27)  | [3] Quickly and quietly.Next | [3] 速やかに静かに次へ |
| Screen 26Question 2: Feedback67\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. | 競合他社との会議中または会話中に、価格設定やその他の禁じられている話題に脱線し始めた場合は、退席の様子が他の出席者の記憶に残るように、毅然とした態度で意見をはっきりと述べ立ち去る必要があります。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27) [68\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=68_C_27)  | [3] You recently attended a dinner with competitors at which product pricing and upcoming bids were discussed. In this case what should you do? Check the correct answer. | [3] 最近、あなたは競合他社の人と夕食会に出席し、そこで価格設定と、近く行われる入札について議論しました。この場合、どうすればよいでしょうか？ 正解にチェックを入れてください。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27) [69\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=69_C_27)  | [1] Call the competitors that were present at the dinner to discuss your understanding of the event. | [1] 夕食会に参加した競合他社の担当者に電話をかけ、その出来事を自分がどのように理解したか話し合います。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27) [70\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=70_C_27)  | [2] Do nothing, since you didn’t sign any document that could be interpreted as anti-competitive. | [2] 反競争的と見なされかねない、いかなる文書にも署名しなかったので、何もしません。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27) [71\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=71_C_27)  | [3] Write an email to all the dinner participants detailing the discussions that occurred at dinner and stating that you did not agree with any anti-competitive practices, so your position is documented. | [3] 夕食会の参加者全員にEメールを書き、そこで行われた議論の詳細を記載したうえで、自分の立場を記録するため、自分はいかなる反競争的行為にも合意しなかった旨を述べます。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27) [72\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=72_C_27)  | [4] Contact your manager and OEC as soon as possible.Next | [4] できるだけ早急に上司とＯＥＣに連絡します。次へ |
| Screen 26Question 3: Feedback73\_C\_27 | You should always end your participation in a meeting or conversation that begins to veer towards a pricing discussion or some other prohibited topic loudly and dramatically, so others remember your departure from the prohibited discussion. Report the issue to your manager, OEC, Legal, or call SpeakUp. | 競合他社との会議中または会話中に、価格設定やその他の禁じられている話題に脱線し始めた場合は、退席の様子が他の出席者の記憶に残るように、毅然とした態度で意見をはっきりと述べ立ち去る必要があります。上司、ＯＥＣ、法務部に問題を報告するか、もしくはSpeakUpに電話をかけます。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27) [74\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=74_C_27)  | [4] Three distributors meet to discuss an upcoming series of tenders at a local public hospital and agree to take turns winning the contracts by intentionally manipulating the prices presented at each bid. | [4] 3社の卸・販売業者が会合を持ち、近く行われる地元の公立病院における一連の入札について話し合った結果、各入札時に提示する価格を意図的に操作し、順番に契約を獲得することに合意します。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27) [75\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=75_C_27)  | [1] The scenario describes an unfair and illegal competition practice known as “bid-rigging.” | [1] このシナリオは、「入札談合」と呼ばれる、不公正かつ違法な競争慣行を示しています。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27) [76\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=76_C_27)  | [2] There are no issues with the presented scenario. Because each company won a contract, no harm was done. | [2] 提示されたシナリオには問題がありません。各社が契約を獲得し、何の被害も発生していないからです。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27) [77\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=77_C_27)  | [3] The described issue is a legitimate agreement and is not illegal.Next | [3] 説明されている問題は合法的な契約で、違法ではありません。次へ |
| Screen 26Question 4: Feedback78\_C\_27 | Bid rigging is a serious offense with real-world consequences. Agreements on price or tenders are strictly prohibited. | 入札談合は実社会に悪影響を及ぼす重大な犯罪です。価格または入札に関する合意は、厳しく禁じられています。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27) [79\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=79_C_27)  | [5] You are responsible for overseeing the sales and marketing team for Abbott Nutrition in the US. A competitor hires your top performing sales representative. You call your counterpart at the competitor and suggest that the two companies agree to stop poaching each other’s employees. Could this discussion be considered anti-competitive? | [5] あなたは、米国におけるAbbott Nutritionの販売とマーケティングの監督を担当しています。競合他社が、あなたの会社で働いていたトップセールスマンを雇用しました。そこで、競合他社にいる同じ立場の担当者に電話をかけ、両社が相手方の社員の引き抜きを止めることに合意するよう提案します。この話し合いは、反競争的と見なされる可能性がありますか？ |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27) [80\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=80_C_27)  | [1] Yes, the two companies compete to hire employees and an agreement between two employers to limit this competition may be viewed as anti-competitive. | [1] はい。この2社は社員を雇用するために競争しており、この両社間における競争を制限するための合意は、反競争的と見なされる可能性があります。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27) [81\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=81_C_27)  | [2] No, because employees of the two companies are subject to non-compete provisions in their respective employee agreements. | [2] いいえ。この2社の従業員には、各社の従業員契約にある競業避止条項が適用されるからです。 |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27) [82\_C\_27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=82_C_27)  | [3] No, because the arrangement has no effect on the price paid by consumers.Next | [3] いいえ。この取り決めは、消費者が払う価格に影響を与えないからです。次へ |
| Screen 26Question 5: Feedback83\_C\_27 | Agreeing with another company to restrict competition in the labor market is considered in many jurisdictions unlawful, just like price fixing or similar agreements impacting the products we sell. | 価格協定や、販売する製品に影響を与えるような合意と同様に、労働市場における競争を制限するために他社と合意することは、多くの法域において違法と見なされます。 |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28) [84\_C\_28](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=84_C_28)  | No results are available, as you have not completed the Knowledge Check.Congratulations! You have successfully passed the Knowledge Check.Please review your results below by clicking on each question.Once you’re done, click the forward arrow to take a short survey.Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.When you are done, click the Retake button. | 理解度チェックを完了していないため、結果を表示できません。おめでとうございます！理解度チェックに合格しました。以下の各質問をクリックして結果を確認してください。完了したら、[次へ]の矢印をクリックして簡単なアンケートにお答えください。残念ながら、理解度チェックに合格しませんでした。数分時間を取って、以下の各質問をクリックして結果を確認してください。確認し終わったら、[再挑戦]ボタンをクリックしてください。 |
| [Screen 28](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=88_C_199) [88\_C\_199](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=88_C_199)  | [3] As a result of this session, I have a better understanding of how to interact with competitors.Strongly DisagreeDisagreeNeutralAgreeStrongly Agree | [3] このセッションを受講した結果、私は競合他社との付き合い方についてより詳しく理解できるようになりました。全くそう思わないそう思わないどちらとも言えないそう思う強くそう思う |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200) [91\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=91_C_200)  | Where to Get Help | サポートが受けられる場所 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200) [92\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=92_C_200)  | ManagerIf you have questions about your interactions with those outside of Abbott, the best place to start is with your manager. | マネージャー社外の人とのやり取りについて質問がある場合は、まず上司に相談してください。 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200) [93\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=93_C_200)  | Written Standards* For our company’s fundamental set of expectations about interactions with others, consult our [Code of Business Conduct](http://www.abbott.com/investors/governance/code-of-business-conduct.html).
* Consult Abbott’s Ethics and Compliance Global Policy on Business Standards for further guidance on Abbott’s requirements.
* Click [here](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance/SitePages/anti-corruption-policy.aspx) to access the Standards on the OEC website on Abbott World.
 | 基準書* 外部とのやり取りに関する当社の基本的な期待については、[ビジネス行動規範](http://www.abbott.com/investors/governance/code-of-business-conduct.html)を参照してください。
* アボットの期待に関するガイダンスの詳細については、アボットの事業規範に関する倫理・コンプライアンスグローバル規定を参照してください。
* Abbott WorldのOECウェブサイトに掲載されている規範にアクセスするには、[ここ](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance/SitePages/anti-corruption-policy.aspx%22%20%5Ct%20%22_blank)をクリックしてください。
 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200) [94\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=94_C_200)  | OFFICE OF ETHICS AND COMPLIANCE (OEC)* The OEC is a global resource available to address your questions or concerns about interactions with competitors.
* Visit the [Contact OEC](https://icomply.abbott.com/Apps/ComplianceContacts/) page on the [OEC website](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance) on Abbott World.
* If you have any concerns about anti-competitive business activities, either within the company or in your dealings with competitors or other third parties, you can report your concerns to the OEC (investigations@abbott.com),Legal, or by visiting [Speak Up](http://speakup.abbott.com/), which is available globally, 24/7 in multiple languages.
 | エシックス アンド コンプライアンス オフィス（OEC）* OECは、競合他社とのやり取りに関する質問や懸念に対処する会社のリソースの1つです。
* Abbott Worldの[OECウェブサイト](https://abbott.sharepoint.com/sites/AW-Ethics_Compliance%22%20%5Ct%20%22_blank)で、[OECに連絡する](https://icomply.abbott.com/Apps/ComplianceContacts/)ページにアクセスしてください。
* 社内で、または競合他社その他の第三者に対応する中で発生する反競争的な事業活動について懸念がある場合は、OEC（investigations@abbott.com）または法務部に報告するか、毎日24時間世界のどこからでも利用できる多言語対応の[Speak Up](http://speakup.abbott.com/%22%20%5Ct%20%22_blank)まで連絡してください。
 |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200) [95\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=95_C_200)  | Legal DivisionContact the Legal Division with questions or concerns about competition law issues.* Click [here](https://abbott.sharepoint.com/sites/AW-Abbott-Legal) to access the Legal home page on Abbott World.
 | 法務部競争法の問題について質問や懸念がある場合は、法務部まで連絡してください。* Abbott Worldの法務部ホームページにアクセスするには、[こちら](https://abbott.sharepoint.com/sites/AW-Abbott-Legal%22%20%5Ct%20%22_blank)をクリックしてください。
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| [Screen 29](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200) [96\_C\_200](http://www.learnex.co.uk/test/AbbottCompete/courses/EN-US/course/index.html?showScreen=96_C_200)  | Course ResourcesTranscriptClick [here](file:///C%3A/dev/AbbottCompete/courses/EN-US/translation/reference/Transcript.pdf) for a full transcript of the course | コースのリソース文字に起こした全文コース内容の全文を読むには、[こちら](file:///C%3A/dev/AbbottCompete/courses/EN-US/translation/reference/Transcript.pdf%22%20%5Ct%20%22_blank)をクリックしてください。 |
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| 98\_toc\_2 | Interactions with Competitors | 競合他社との付き合い方 |
| 99\_toc\_3 | Our Philosophy | 当社の信条 |
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| 104\_toc\_8 | The Importance of Antitrust | 独占禁止の重要性 |
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| 125\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit  | コースからは、LMSに連絡できません。続けてコースを確認するには、[OK]をクリックしてください。　コース認定証を入手できない可能性があります。終了するには、[キャンセル]をクリックしてください  |
| 126\_string\_2 | All questions remain unanswered | 全問が未回答です |
| 127\_string\_3 | Questions | 問題 |
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| 137\_string\_13 | Course Description: At Abbott we are committed to fair dealing and complying with competition laws. In this course, we will help you understand and recognize anti-competitive behavior and how to promote fair competition and avoid anti-competitive practices. This course will take approximately 15 minutes to complete.  | コースの説明：アボットでは、公正な取引と競争法の遵守に取り組んでいます。このコースでは、反競争的な行動の内容だけでなく、そのような行動を避け、公正な競争を促進する方法を理解し、認識できるようサポートします。このコースの所要時間は約15分です。 |
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| 143\_string\_19 | Close | 終了する |
| 144\_string\_20 | Comment... | コメント... |