

BỘ GIÁO DỤC VÀ ĐÀO TẠO
TRƯỜNG ĐẠI HỌC QUẢN LÝ VÀ CÔNG NGHỆ HẢI PHÒNG



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NGÀNH : NGÔN NGỮ ANH

Sinh viên : Vũ Thị Diễm

Mã sinh viên : 1912752003

HẢI PHÒNG – 2023

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**A STUDY OF IMPORT AND EXPORT TERMS FOR
FOOD AND VEGETABLES**

KHÓA LUẬN TỐT NGHIỆP ĐẠI HỌC HỆ CHÍNH QUY
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Tên đề tài: **A study of import and export terms for food and vegetables**

NHIỆM VỤ ĐỀ TÀI

1. Nội dung và các yêu cầu cần giải quyết trong nhiệm vụ đề tài tốt nghiệp

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2. Các tài liệu, số liệu cần thiết

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3. Địa điểm thực tập tốt nghiệp

Công ty Cổ phần rau quả Việt Xô

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Họ và tên : TS. Trần Thị Ngọc Liên

Cơ quan công tác : Trường Đại học Quản lý và Công nghệ Hải Phòng

Nội dung hướng dẫn: A study of import and export terms for food and vegetables.

Đề tài tốt nghiệp được giao ngày tháng năm 2023

Yêu cầu phải hoàn thành xong trước ngày tháng năm 2023

Đã nhận nhiệm vụ ĐTTN

Sinh viên

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CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM

Độc lập - Tự do - Hạnh phúc

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Họ và tên sinh viên: Vũ Thị Điềm

Chuyên ngành: Ngôn ngữ Anh

Nội dung hướng dẫn: A study of import and export terms for food and vegetables.

1. Phần nhận xét của giảng viên chấm phản biện

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2. Những mặt còn hạn chế

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3. Ý kiến của giảng viên chấm phản biện

Được bảo vệ Không được bảo vệ Điểm phản biện

Hải Phòng, ngày tháng 02 năm 20

Giảng viên chấm phản biện

(Ký và ghi rõ tên)

ACKNOWLEDGEMENTS

Throughout the completion of this research paper, I have received a great deal of assistance, guidance, and instruction from my teachers, family, and friends.

First and foremost, I would like to express my deepest gratitude to my advisor, Dr. Tran Thi Ngoc Lien, Head of the Foreign Language Department, who has been incredibly supportive throughout the entire process. She has always been willing and enthusiastic in providing me with valuable directions, advice, constructive feedback, and editing my graduation thesis.

Next, I would like to extend my appreciation to all the professors of the Foreign Language Department at Hai Phong University of Public Affairs for their lectures over the past four years, which have greatly contributed to the completion of this research paper.

I would not forget to thank Dr. Vu Van Khuong, a linguistics Ph.D., who provided me with invaluable theoretical materials to complete Chapter I of this dissertation. I am also wholeheartedly grateful to Mr. Le Xuan Ninh, Deputy Director, and Mr. Vu Duc Hai Long, Logistics Manager of Viet Xo Fruit and Vegetable Joint Stock Company, for their support during the process of collecting materials and specialized terminology.

Lastly, but certainly not least, I would like to express my gratitude to my family and friends who have always encouraged, supported, and assisted me in completing this thesis.

Hai Phong, June 2023

Student

Vu Thi Diem

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ABBREVIATIONS

N	Noun
ADJ	Adjective
V	Verb
Pre	Preposition
E.g	Exempli gratia
Dr.	Doctor
Mrs.	Mistress
Mr.	Mister

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PART I - INTRODUCTION

1. Rationale

Terminology is the most important element of words in the scientific style. In every sphere of life, from medicine, engineering, economics to education and culture. etc. all have specialized terms associated with a separate definition of each concept, name. The use of specialized terminology helps experts and professionals in charge of the field understand and communicate information accurately and effectively.

In the period when the country's economy integrates and develops in our country, the import and export market is being paid much attention and thriving, especially the import and export industry of vegetables and food. But now, in the process of conducting import and export transactions, businesses and professionals often face difficulties in using and understanding specialized terms, especially when dealing with foreign partners. Failure to understand these terms can lead to mistakes and even missed business and negotiation opportunities. Therefore, in order to do a good job in this field, it is extremely necessary to cultivate the terminology of fruit and vegetable import. It helps us improve our vocabulary, ability to communicate, analyze and solve problems better.

However, reality shows that currently specialized students as well as people working in this field are still limited in understanding and using terms in the field of import and export of vegetables and fruits. In academic matters, the study of terms in this field has not been considered, leading to many difficulties in finding academic resources as well as professional references.

Choosing the research topic "Research on terms in import and export of vegetables and food", I wish to better my understanding of this terminology system and be able to apply what I have learnt to my job. In addition, I do hope that this study will be a valuable reference to those who have the same interest.

2. Aim, objectives and research questions

2.1 Aim

The main purpose of this research is through the process of analyzing the syntactic and semantic characteristics of terms used in the field of import and export of vegetables and food to help us understand and know how to apply the terms at work effectively, more professional. At the same time, giving some suggestions on using and learning the terms of import and export of fruits and vegetables effectively, as well as contributing to reference sources for future studies on terminology in general and terminology in the field of excellence importing vegetables and food separately.

2.2 Objectives

This research article consists of 2 specific research objectives as follows:

1. Analyze and survey the syntactic and semantic characteristics of terms related to the export and import of fruits and vegetables and foodstuffs.
2. To propose some suggestions for the application of terms related to the import and export of vegetables and foodstuffs.

2.3 Research questions

1. What are the syntactic and semantic characteristics of terms used in the import and export of vegetables and food?
2. What are the proposals for the application of terms used in the import and export of vegetables and food in study and work?

3. Scope of the study

Learning the terms in the import and export of vegetables and food is a big category. However, with limited time, resources and knowledge, this research paper focuses on a smaller but especially important category, namely understanding the syntactic and semantic characteristics of English terms for import and export of vegetables and food English used in fruit and vegetable import transaction records and food

4. Methods of the study

To complete this study, I approached by specific combination research as follows:

- *Quantitative method: Surveying, collecting and synthesizing data*

This method I use to collect data sources, rationale information, and collect numbers of terms. All my rationales are collected from: books/magazines/reference dictionaries, and the terms in my essay are collected from: internet, the logistics department manager of Viet Soviet Fruit and Vegetable Joint Stock Company provided me directly with the documents, A common term in import-export transaction records.

All comments, recommendations, and conclusions provided in the study are based on an analysis of the study's data.

- *Qualitative method:* I use this method to explain the formation of the term fruit and vegetable import, and analyze the syntax and semantics of the terms in the category.

* New, unique and innovative: In this research paper, the subjects studied are the lists of fruit and export terms used in contracts, complete dossiers of import-export orders and in transactional telegrams. This is an object that has not been interested by research experts while this field is an attractive hot spot. In addition, the classification of syntactic and semantic features of each list of import-export terms of vegetables and food is also a new form in the research paper to help products be clearer and easier to understand.

Through these combined forms of research, the results of the study are practical, easy to understand and highly effective.

5. Organization of the article.

In addition to the cover, comment sheet, table of contents, bibliography, recognition, this research paper is arranged in 3 parts, of which the 2nd part is the most important:

Part I is the INTRODUCTION which presents Rationale, Aim, Objectives and Research Questions; Scope of the study; Methods of the study; and Organization of the article.

Part II is DEVELOPMENT consisting of 3 chapters:

Chapter I- Literature review and theoretical basis

Focusing on the definition of terminology, distinguishing terms and some related units, defining the import and export of vegetables and food, the syntactic and semantic characteristics of terms in the import and export of vegetables and food, the application of the term import and export of vegetables and foodstuffs.

Chapter II- Syntactic and semantic characteristics of the term import and export of vegetables and food denoted in English.

Chapter III- Results and Discussion

Which presents the results of the two research methods conducted and discusses some suggestions and solutions to improve learning efficiency and use the terms import and export of vegetables and food.

Part III- Conclusion and Meaning.

1. Summarize the main results, stating the strengths and weaknesses of the thesis.
2. Suggest the next research direction.

PART II - DEVELOPMENT

CHAPTER I: LITERATURE OVERVIEW AND THEORETICAL BASIS

1. The concept and characteristics of scientific language

Terminology is part of the language of science. From the analysis of different perspectives of domestic and foreign researchers, we come to a common understanding that scientific language is a language used in a scientific discipline, a certain professional branch to denote scientific concepts, knowledge, etc expertise in specialized areas. With such an understanding, the thesis has deeply analyzed and pointed out the general characteristics of scientific language such as: abstraction, high revelation; strict logic and objective accuracy. Besides those general characteristics, when it comes to specificity, scientific language also has its own characteristics in form, wording, and syntax.

2. Terminology definition

2.1 Concept

So far, almost every researcher approaches the term from a variety of perspectives. So, there are also many different conceptions of the term. For example, in his 1970 paper, Golovin B.N. gave 7 different definitions; in 1977 in his book, Danilenko V.P. gave 19 definitions and said that not all, there can be more [Ibid. 1, 5]. Even Reformatxki A.A. claims to be able to write an entire book on what the term is [Ibid. 2, 100].

** From the perspective of linguistics: Traditional terminology.*

The whole range of terminology concepts traditionally conceived by researchers can be summed up into three main trends:

a. The term is defined in distinction from the usual word

Some foreign researchers when defining terminology have been interested in pointing out the difference between terms and *ordinary words*.

Kuz'kin N.P. (1962) argues: "If the word ordinary, the word non-technical corresponds to the common object, the word of the term capital corresponds to the object of specialization known only to a limited number of specialists" [Ibid. 3, 10].

Similarly, Moiseev A.I. (1970) asserts: "The very border between terminology and non-terminology lies not between different types of words and phrases but within each word and identifier" [Ibid. 3, 10,].

Kapanadze L.A. also emphasizes: "The term does not name the concept as the usual word, but rather the concept assigned to it seems to be attached to it along with the definition" [Ibid. 4, 4].

b. Terminology is defined in association with function

Besides, quite a few researchers when defining terms pay attention to the *function* that the term performs.

Vinokur G.O. (1939) asserts that "*Terms are not special words, but only words with a special function*" and that they are "*name-calling functions*" [Ibid. 5, 4]. At the same time, he argued that any word is constructed to serve as a term. Vinokur G.O.'s conception shows that the basis of the term itself is language, namely lexical units.

Similarly, Gerd A.X. (1968) in his definition also emphasizes the defining function of the term: "*A term is a semantic lexical unit that has a defining function and is strictly differentiated by characteristics such as systematicism and simplicity*" [Ibid. 6, 19].

c. Terminology is defined in association with the concept

The majority of domestic and foreign researchers when defining terminology have focused on defining terms in relation to *concepts*. In Vietnam, Nguyen Van Tu (1960) and Do Huu Chau (1962) were the first linguists to give a definition of terminology, in which the authors specified that the term not only

denotes scientific concepts but also names scientific things and phenomena. Later, many other researchers (Ibid.[7], [15], [16], [17]], [19],...) also came up with definitions of the term. In general, definitions emphasize the *accuracy* of the concept and the subject of expertise that the term denotes: "*A term is a special verbal part of a language. It consists of fixed words and **phrases** that are the correct names of concepts and objects within the field of human expertise*" [Ibid. 7, 270].

Abroad, some Russian linguists when making definitions also emphasize the concept and object of specialization the term denotation. For example, Akhmanova O.S. (1966) defined in the "Russian Encyclopedia": "*A term is a word or phrase of a professional language (scientific language, technical language, etc.) are invented (received, borrowed, etc.) to accurately represent **professional concepts** and denote specialized **objects***" [Ibid. 8, 474].

In recent years in Vietnam, when discussing terminology issues in general or in research works on terminology in specific disciplines, most researchers have also proposed the definition of terms or accepted the view of defining terms in relation to the ***concepts and specialized objects*** that the term denotes (Ibid. [3], [20], [21], [63], [25]], [18]...).

** From the perspective of terminology: terminology according to the new conception*

Researchers from a deterministic glossuology point of view, the object of terminology is not just a term as a lexical unit of a specialized purpose, but a system of terms, whose meaning is not purely a linguistic category. Thus, the concept of terminology determined from the point of view of terminology is very much noticed. Of these, Leitchik's terminology is the most comprehensive: *Term is a multilayered combined product, consisting of a substratum of natural language and a logical superstructure. In particular, the superstratum above and the substratum below, envelop the nucleus of terminology, including the formal structure, the functional structure, the specialized conceptual structure. These*

three structures interact with the linguistic background and logical superstructure [Ibid. 9:23].

Speaking of natural language background, Leichik points out, linguistically, that a term is a word or combination of words from some natural language [Ibid. 9:25].

Similarly, talking about the role of the natural language base, Superanskaja argues that, since the term is in the form of a lexical unit, a linguistic unit, it can be affirmed that the lexical unit of natural language is the natural language background of the term. The term matures up from the lexical unit of a given natural language. The author asserts that with the above conception of the linguistic aspects of the term, we can solve many methodological problems of the term, first of all the traditional problem of the linguistic nature of the term, or the specific problem of the term.

Thus, defining terms in terms of terminology helps us to have a broad, comprehensive view of the nature of terms. The term is not only the category of linguistics but it is also the category of interdisciplinary logic and science. And the definition of terms in traditional conception helps us to have a specific view of terms: in form, terms are words and phrases; In terms of content, the term denotes specialized concepts or objects.

=> Conception of the *thesis*: This thesis is a research work that follows the approach from the syntactic and semantic characteristics of the terms fruit and export of vegetables and food, that is, mainly considers this term in terms of linguistics, so the research paper still understands the term in terms of traditional conception (from the perspective of linguistics) as the main one: "**A term is a word that expresses a concept or an object within a scientific or professional field.**" This is the definition raised by Nguyen Duc Exist and analyzed quite carefully in the work "*Topical issues of Vietnamese standardization (2010)*" and also quoted in "*Language Magazine*" No. 12/ 2010, page 4. [Ibid. 8, 4]. Therefore, we will take the above term definition as the

research basis of the thesis, and at the same time consider this as a criterion to determine the term in distinction from related units.

Although delving into the linguistic dimension of fruit and vegetable and food import and export terminology, to some extent this work still tries to approach the term fruit and vegetable and food import and export as part of terminology and trade. That is, recognizing the term fruit and vegetable import and export in an interdisciplinary relationship so as to make some comments highlighting the terminological characteristics in the import and export of vegetables and food.

2.2 Position of the term in language

On the whole, there can be seen two tendencies towards the term's place in language. According to the first tendency, the term is defined as part of the vocabulary (Ibid. [5], [7], [22]). According to the second tendency, terms are an independent system, they are the object of terminology, a science that has its own place (Ibid. [23], [9]). The thesis recognizes that terminology is one of the objects of study of terminology.

2.3 Distinguish terminology and some related units

2.2.1 Terminology and nomenclature

"It is necessary to distinguish between scientific terminology and nomenclature. The system of terminology is first of all associated with the system of concepts of a certain science. Nomenclature is all the names used in a particular discipline, it is not directly associated with the concepts of this science, but only the names of things in that science. Terms can be created on the basis of words or morphemes that have a specific meaning of things. The content of the term more or less corresponds to the meaning of the words that make up them. Nomenclature can be thought of as a succession of letters (VitaminA, VitaminB,...), a sequence of numbers (MA 65, Ma 68) or any other guessed way of naming." [Ibid: 7, 308 - 310]

2.2.2 Common terms and words

Most linguists believe that in language there is a dichotomous opposition between terminology and non-terminology.

First of all, *in essence the concept* of these two units is very different. Compared to ordinary words, terms have narrower externalities but deeper connotations and are expressed in a more rigorous logical manner [Ibid. 11, 261-262]. This also means that "The symbolic meaning of the term coincides exactly with the actual thing or phenomenon of the respective branch of engineering. And the symbolic meaning of the term is also that the concepts of these phenomenal things are as they exist in thought" [Ibid. 12, 241]. Therefore, although both of these units have an identification function, the designation in the common word is just the name of the thing, and in the term is the name of the concept.

Since the meaning of the term is conceptually logically defined, containing purely rational content, the term is non-expressive, denoting subjective human judgment, without synonyms, antonyms and functional style variations like ordinary words.

In terms of usage, Teresa [13; 136] argues that people who use common words are speakers of the language, while those who use the term are experts in a particular field. Common words are used in different situations, while the use of terms in a specialized field is limited to that specialized area. The term is often used to talk about professional topics, while the common word is used to talk about any topic in daily life, to express feelings....

However, in some cases the term can become the usual word and the ordinary word can be terminized (Ibid. [7], [16]...).

2.2.3 Career terms and words

First, in *terms of content*, occupational words and terms are unique names of phenomena in reality, and at the same time, both terms and occupational words

can be transformed into ordinary words when their concepts are commonly used in society, enriching the common vocabulary of the nation [7, 303].

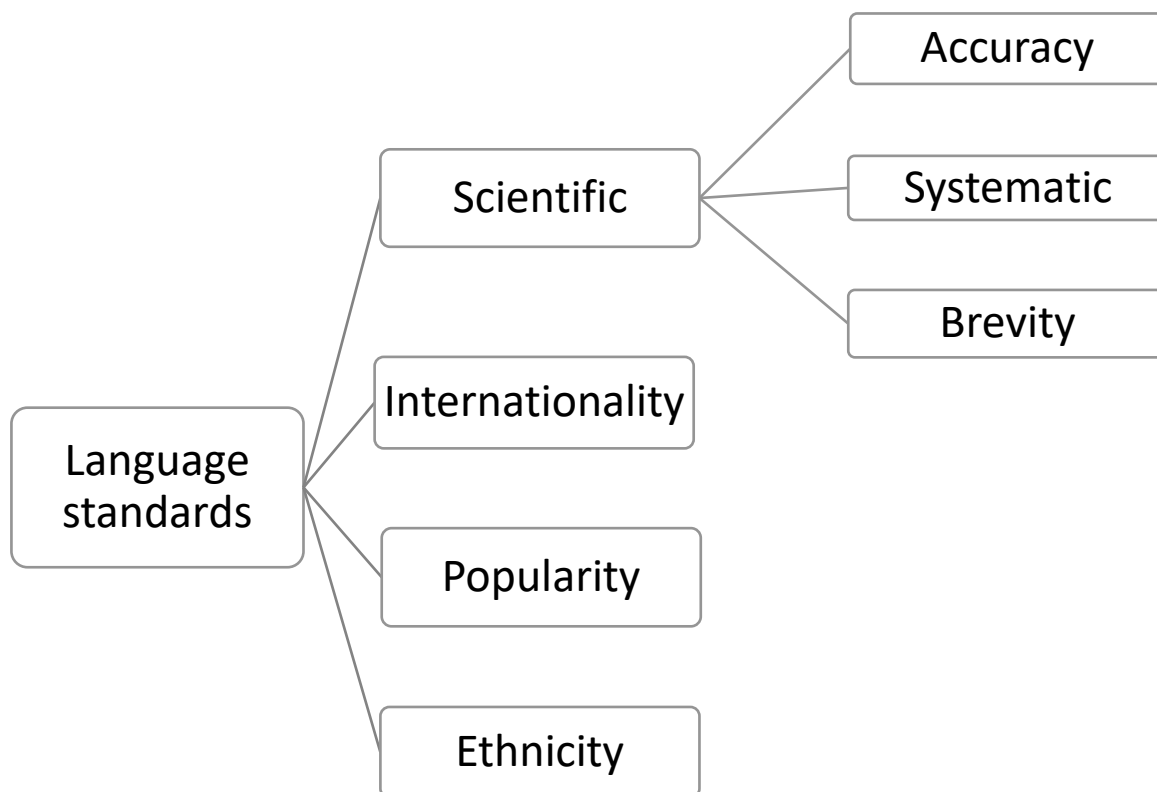
Second, *in terms of usage*, occupational words are the same as limited class words, they are only used extensively in a given profession [7, 303].

However, unlike terminology, because the word occupation is directly associated with specific production activities or industries, the word occupation is often specific and evocative. Therefore, the word occupation is also used in the style of literary and artistic language. In particular, researchers argue that their level of generalization of symbolic meaning is lower than scientific terminology. "Technical terminology includes terms from different branches of science, terms that define concepts, meaning these terms do not have any emotional or expressive elements. Occupations can be emotionally and expressively" [Ibid. 14:132-133]. In addition, Kapanadze (1965) points out that an important distinguishing feature of the word occupation from that term is that the word occupation "never forms a closed system, that is, discrete units that are not linked together" [5, 14&92].

In addition to the above similarities and differences, between terms and professional words there is also a mutual intrusion and transformation. The word occupation in the process of existence and development can be transformed into a term when those crafts are industrialized, modernized and become sciences. In addition, the handicrafts that exist in parallel with the respective industries can also adopt scientific terms to become occupational words to modernize and enrich their professions.

2.4 Terminology standards when developing and standardizing terminology

The formulation and unification of scientific terminology is closely related to defining the standards of terminology. Therefore, this is one of the issues that researchers are very interested in. As can be seen, researchers come up with quite a few standards for terminology. But they can be generalized into standards according to the following scheme:



Among these characteristics, characteristics such as scientificness (accuracy), systematicism, internationality are the most important and necessary characteristics that are indispensable, because without one of them, the term will need to be standardized. The remaining characteristics such as nationality, popularity, science (brevity, systematicism) are characteristics that need, but do not have necessarily, and the more the term satisfies these characteristics, the better

2.5 Terminological constituent elements

In the research literature on terminology, we found that the concept of "terminological constituent elements" has two different interpretations.

The first conception is represented by domestic researchers such as Vu Quang Hao (1991)[24], Nguyen Thi Bich Ha (2000)[3], Nguyen Thi Kim Thanh (2005)[25]. These authors have referenced the concept of terminology of previous linguists such as Nguyen Van Tu, Hoang Van Hanh, Le Kha Ke, Nguyen Thien Giap,... However, these authors are influenced by the concept of constructivism

when studying the term and assume that each element that constitutes the term is a word, a syllable. According to this view, the term "import" /'ɪm-pɔ:rt/ (import) in the import and export of vegetables and food would consist of two elements: "im" /'ɪm/ and "port" /pɔ:rt/

Soviet linguists had a different view of the construction of terminology. The concept of the term structural element was introduced by D.S. Lotte and later refined by V.P. Daninenko, T.L. Kandeljakij. Speaking about the linguistic basis of terms, Leitchik (2009) argues that "linguistically, a term is the word or word combination of some natural language. The analysis of the structure of the term includes not only describing the character of the word's structure, the French character and the semantics of the term, but also the linguistic aspect of the analysis, in order to evaluate and select the term. This view is clarified by Daninenko, Kandelijaki who asserts that the term element can be a morpheme in a single word, a word (even a word combination) in a term that is a compound word or phrase. A term may consist of one or more term elements. Each terminological element corresponds to the concept or criteria of the concept in a particular professional field." [21]

Stemming from the actual material gathered, we find that the Soviet linguists' view of the "terminology element" is very relevant to the analysis of terminological construction. So, in this treatise, we will apply that perspective to our inquiry. From the point of view of Soviet linguists, the term "import" in intellectual property law would have an element of "import" because "import" /'ɪmpɔ:rt/ (nhập khẩu) was a concept.

3. Definition of fruit and vegetable and food import and export industry

3.1 The concept of fruit and vegetable import and export activities

a) **Import and export:** is a common term of the purchase or sale of goods and/or services between one country and another, using currency as an exchange rate. Accordingly, it can be simply understood that import and export is a business activity between countries and territories. The country will buy goods and services that it cannot produce from other countries with currency and vice versa. The activity of a country buying goods into its territory is called importing, the activity of a country selling out products to another country is called exporting. Import and export activities were born very early and are developing strongly in all fields, in all economic conditions and the purpose is to benefit the participating countries.

b/ **Import and export of vegetables, fruits and foodstuffs** means the purchase and sale of vegetable, fruit and food items between countries.

* Categories of fruit and vegetable products in import and export activities are mentioned as follows:

- Fresh fruit and vegetable products: Rambutan, passion fruit, almond, dragon fruit, lemon, mango, coconut, pistachio, grapefruit, macadamia nuts, corn, straw mushroom, ginger, lemongrass, sweet potato, shiitake mushroom, myrrh, green beans, chili peppers,...
- Dried products and spices (additives): Agar-agar powder, dried copra,...
- Frozen products: Seafood, Buffalo meat, beef, chicken, pork,....
- Salt products and vinegar beams: Cucumber vinegar vinegar in glass bottles,...
- Canned products,.....: marinated walnuts, marinated almonds,

* Specific characteristics of fruit and vegetable import and export activities:

- Characteristics of fruit and vegetable import and export activities are associated with the specific characteristics of each type of item. For example, for vegetables and fruits that are agricultural products, they will be greatly affected by natural conditions, so the production and processing will be seasonal, leading to seasonal and cyclical import and export activities.

- Import and export activities of vegetables, fruits and foods are also associated with the characteristics of the culture of each country. In each country, there are separate regulations on procedures for importing and exporting an order of food.

3.2 About the import and export situation of vegetables and foodstuffs in Vietnam

The import and export situation of vegetables and foodstuffs in Vietnam has been making positive developments in recent years. Vietnam is one of the countries producing and exporting vegetables and foodstuffs with great potential in the world.

With the aim of bringing Vietnam's fruit and vegetable and food export products to the international market, managers, fruit and vegetable and food producers and exporters are focusing on improving product quality, improving production and transportation processes, strengthen competitiveness and invest in research and development. In addition, the State is also introducing many policies to support and create favorable conditions for enterprises producing and exporting vegetables and foodstuffs.

According to Vietnam's Ministry of Agriculture and Rural Development, in 2020, Vietnam's total export value of vegetables and seafood products reached more than 3.5 billion USD, up 13% compared to the previous year. In which, fruit

and vegetable exports reached more than 1.5 billion USD, up 9.5% and seafood products exports reached nearly 2 billion USD, up 16.5%.

Vietnam's main export products in the field of vegetables and food are coffee, cashews, pineapples, bananas, oranges, lemons, mangosteen, durian, green vegetables, shrimp, pangasius, basa, octopus, squid, crabs, crabs, oysters, clams, scallops, plums and many other fruits, in addition to additive products such as Agar-agar powder.... The main export markets of Vietnam are the US, China, Japan, South Korea, Russia and Europe.

Typically, the EU is the 4th largest fruit and vegetable export market of Vietnam. However, Vietnamese vegetables and fruits exported to the EU are basically still irrigated, raw and preliminarily processed products; Products that have been deeply processed are very few, so the added value is not high.

*(Magazine "Bộ công thương Vụ thị trường Châu Âu- Châu Mỹ"
_ Industry and Trade Publishing House)*

However, Vietnam's fruit and vegetable exports still face many challenges, such as poor product quality, constantly changing legal regulations, difficulties in price negotiation, competition from other producing countries and geopolitical factors, etc economy and environment at home and abroad.

Therefore, in order to develop Vietnam's fruit and vegetable export industry, it is necessary to increase investment in product research and development, ensure food quality and safety, strengthen product quality management and control, promote cooperation with trade partners around the world, and improve the competitiveness of this industry in the international market.

3.3 Import and export terminology of vegetables and foodstuffs

Import-export activities of vegetables and foodstuffs include the main contents of: import-export procedures, imported vegetables and foodstuffs, import and export terms, related units. Based on the theoretical basis of the basic terminology and content of the fruit and vegetable and food import and export industry we understand, the terms fruit and vegetable import and export are the words of the fruit and vegetable and food import and export industry denoting the concepts, and names of things and phenomena about social relations formed between subjects in the contents of: import-export procedures, food and vegetable items, required standards, units related to import and export activities....

3.4 Criteria for the formation of import and export terminology of vegetables and foodstuffs

Based on the concept of terminology in section 2.1 and the terminological composition of Soviet linguists in section 2.5, we have set out the structural, substantive and meaningful criteria that the terms import and export of vegetables and food must meet as a basis for identifying these terms.

According to the structure, based on the number of elements of each term, and the type word form of the language, the paper will classify the terms import and export of vegetables and foods into the following categories:

a) Single word terms (terms with one element): are terms that consist of only one word, e.g. Import, Import,..

b) Compound words (terms with two or more elements): are words consisting of two or more words, most of them are compound nouns, for example:

c) Phrases (terms with two or more elements): most are noun phrases, for example:

d) Acronym (short form of a word or phrase): VAT_ Value added tax,

4. Concluding remarks

In chapter one, the thesis made a presentation of scientific linguistics and some general terminology issues such as the concept of a term as a specific linguistic unit of a language, which is a word that expresses a concept or an object within a scientific or professional field; the place of the term in language ; characteristics of the term include criteria of scientific, international, popular and national; Distinguish terminology and some related concepts such as common vocabulary, nomenclature, and occupational words. The term is not the same as the nomenclature, common word or professional word, but it is a highly specialized word. To build and standardize a term, it is necessary to rely on the following criteria: scientific, international, popular and national.

The thesis also presented the concept of the fruit and vegetable and food import and export industry and the issue of the import and export terminology of vegetables and foodstuffs, some features of the import and export situation of vegetables and foodstuffs in Vietnam. Based on the theoretical basis of the basic terminology and content of the fruit and vegetable and food import and export industry, the author stated the concept of the term import and export of vegetables and food as the words of the fruit and vegetable and food import and export industry denoting the concepts, and names of things and phenomena about social relations formed between subjects in the contents of: import-export procedures, food and vegetable items, required standards, units related to import and export activities... and take that as a basis to work on for later chapters.

The study of terminology in the import and export of vegetables and foodstuffs needs more attention and investment because the correct and effective use of terminology in this field is very important to ensure the import and export process takes place smoothly and achieves high efficiency. The researchers have focused on analyzing, evaluating and studying terms in fruit and vegetable imports and exports, ranging from basic terms such as product names and units of

measurement to complex terms such as production processes and legal regulations.

According to the syntactic structure, the terms import and export of vegetables and food include types: terms are single words, terms are compound words, are phrases and abbreviations. According to the semantic structure, these terms are classified according to meaningful fields such as: A term referring to an important document in the transportation of goods, a term referring to the standards of food products that are processed and handled according to regulations, a term referring to the means of transporting goods, The term for vegetable and food products to be exported,....

This research will help improve and refine dictionaries and translation tools, helping users understand and use terminology properly in the process of importing and exporting fruits and vegetables. However, the study and analysis of terminology in fruit and vegetable import and export also poses many challenges, due to the characteristics of the industry and the import and export sector.

CHAPTER II - SYNTACTIC AND SEMANTIC CHARACTERISTICS OF DENOTED TERMS IN ENGLISH

1. Syntax characteristics

After gathering materials in the fruit and vegetable and food import and export records, I collected 160 units used as the term import and export of vegetables and food. In this Chapter II, I will draw conclusions on the results of an analysis of these 160 terms.

On the basis of factors involved in the construction of terminology, based on section 3.4, I classify these 160 terms into 4 main forms: Single words, compound words, phrases and acronyms.

1.1 Single terms

Here are the 40 most common terms in contracts or import and export documents of fruits and vegetables :

*Table 1.1: The terms for import and export of vegetables and food are
single words*

No.	Type	English	Vietnamese
1.	Noun	Customs	Hải quan
2.		Foods	Thực phẩm
3.		Vegetable	Rau quả
4.		Tariff	Thuế quan
5.		Duty	Thuế
6.		Quota	Hạn ngạch
7.		Demurrage	Phí trì hoãn tàu
8.		Detention	Phí trì hoãn hàng
9.		Insurance	Bảo hiểm
10.		Weight	Trọng lượng
11.		Volume	Thể tích

12.		Packaging	Bao bì
13.		Labeling	Nhãn
14.		Pesticides	Thuốc trừ sâu
15.		Fertilizers	Phân bón
16.		Container	Thùng chứa Container
17.		Supplier	Nhà cung cấp
18.		Customer	Khách hàng
19.		Declaration	Tờ khai
20.		Advance	Tiền đặt cọc
21.		Exporter	Người xuất khẩu
22.		Importer	Người nhập khẩu
23.		Consignee	Người nhận
24.		Merchandise	Hàng hóa
25.		Frontier	Biên giới
26.		Freight	Cước
27.		Shipper	Người (đơn vị) chuyển hàng
28.		Consignment	Lô hàng
29.		Endorsement	Ký hậu (Ký xác nhận)
30.		Cost	Chi phí
31.		Presentation	Xuất trình
32.		Remittance	Chuyển tiền
33.		Credit	Tín dụng
34.		Subcontracting	Hợp đồng phụ
35.	Verb	Import	Nhập khẩu
36.		Export	Xuất khẩu
37.	Adjective	Organic	Hữu cơ
38.		Chilled	Được làm lạnh
39.		Perishable	Dễ hỏng

40.		Frozen	(sản phẩm/ thực phẩm) Đông lạnh
41.		Fresh	(sản phẩm/ thực phẩm) Tươi
42.		Dried	(sản phẩm/ thực phẩm) Khô
43.		Canned	(sản phẩm/ thực phẩm) Đóng hộp
44.		Conventional	Bình thường (Quy ước)

Among these terms, there are terms that serve as roots, terms with the addition of prefixes, suffixes to constitute Nouns, Verbs, Adjectives,...

Example:

+ Terms acting as roots: Cost (Chi phí), *Import (Nhập khẩu)* , *Export (Xuất khẩu)*,...

+ The term is composed by the prefixes: Subcontracting (Hợp đồng phụ) , Incoterms (Các điều khoản thương mại Quốc Tế)...

+ The term is composed of suffixes: Detention (Phí trì hoãn hàng), Customer (Nhà cung cấp) , Perishable (*Dễ hỏng*) ,....

=> Thus, out of a total of 160 terms for import and export of vegetables and foodstuffs indicated in this essay, 44 terms are single words, accounting for 27.5% of the total. Specifically, Single word is a Noun with 34 terms accounting for the majority of the total number of single terms used in import and export records (77.3%), single word is Verb with 2 terms (4.5%) is the least and single word is Adjective word has 8 terms (18.2%).

These results show that single terms in the field of fruit and vegetable import and export play an important role in the process of transaction and information transmission. They are used a lot in import and export dossiers because these terms have a simple syntactic structure but meet the requirements in terms of content and form that the dossiers, invoices and vouchers require. These requirements are: accuracy, brevity, uniformity and expertise of a term, compliance with legal regulations to help us receive information accurately, clearly, easily and quickly. in communication and commercial transactions. In import and export transaction documents, invoices, and terms, single terms can stand alone without being placed in a sentence, because of their meaningful nature, they can independently help recipients of information. information to understand the general properties, regulations and processes, commercial transactions, properties of goods.

1.2 Compound terms

Compound terms are forms of terms formed by putting together word components, semantically related to each other and complementing each other to form a word with a new meaning.

Example:

+ Form "Hyphenated compound words" (compound words are joined by hyphens):

The compound word "cold-stored" was created by combining the words "cold" and "stored".

- "Cold" is an adjective (ADJ) indicating the condition or attribute of cold, often used to describe low temperatures.
- "Stored" is the verb past part of the verb ("store", denoting the act of storing or storing.

When combined, "cold-stored" is an N meaning "được lưu trữ lạnh" indicating that a material or product has been stored in cold conditions, usually for preservation and quality. This refers to the use of low temperatures to keep the product fresh, prevents the growth of bacteria and the consumption of nutrients. For example:

- Text source: Cold-stored fruits and vegetables have a longer shelf life and retain their nutritional value.
- Vietnamese translation: Rau quả được lưu trữ trong điều kiện lạnh có thời hạn sử dụng lâu hơn và giữ nguyên giá trị dinh dưỡng của chúng.

+ Form "Closed compound words" (formed when two unique words are connected and there is no space between them):

The compound word "Airfreight" is made up of the combination of the words "air" and "freight".

- "Air" is the noun (N) for zero air or journey.
- "Freight" is the noun (N) for goods being shipped.

Combined, "Airfreight" is a term (N) meaning "Vận chuyển hàng không", referring to the transportation of goods by air. It refers to the use of aircraft to transport goods from one location to another in a short time. For example:

- Text source: The company opted for airfreight to ensure fast and efficient delivery of their products.
- Vietnamese translation: Công ty đã chọn vận chuyển hàng bằng đường hàng không để đảm bảo giao hàng nhanh chóng và hiệu quả.

+ Form "Open compound words" (with spaces between words):

The compound word "packing list" is made up of a combination of the words "packing" and "list":

- "Packing" is the noun (N) indicating packing activity.

- "List" is the noun (N) indicating list.

When combined, "Packing list" is a noun meaning "Danh sách đóng gói", referring to a list of items that need to be packed or sorted. This is usually a document or a list of items, products, or goods that need to be packed before shipping or shipping. Packing lists usually contain information such as cargo name, quantity, weight, dimensions and other details related to packing and shipping goods. For example:

- Text source: The shipping company requires a packing list to accompany the shipment.

- Vietnamese translation: Công ty vận chuyển yêu cầu có một danh sách đóng gói đi kèm với lô hàng.

In the total of 160 terms of import and export of fruits and food collected in the thesis, there are 57 compound terms, accounting for 35.6% of the total terms. Specifically, there are 8 compound terms in the form of open compounds with hyphens (14%), 1 compound term in the form of closed compounds, accounting for 1.8%, which is the least, and there are 48 compound terms in the form of open compounds with spaces, accounting for a significant 84.2%.

The analysis results show that compound terms are widely used in the documentation of fruit and food import-export transactions. Among them, open compound terms are used most frequently. The reason is that open compound terms are flexible and adaptable in their usage, and they are more diverse and easier to remember. However, closed compound terms and open compound terms with hyphens also play an important role in certain special cases, creating distinct characteristics and unique value for specialized terminology.

The table below I have given the compound terms used in fruit and food import and export records:

Table 1.2: The terms for import and export of vegetables and food are compound word

No.	Type	Structure	English	Vietnamese
45.	Hyphenated compound words (được nối với nhau bằng dấu gạch nối)	ADJ + V	Cold-stored	Được lưu trữ lạnh
46.			Quick-frozen	Đông lạnh nhanh
47.			Deep-frozen	Đông lạnh sâu
48.			Air-dried	Sấy khô bằng không khí
49.			Freeze-dried	Sấy khô bằng đông lạnh
50.	Closed compound words (được hình thành khi hai từ duy nhất được nối với nhau và không có khoảng cách nào giữa chúng)	ADJ + N	High-quality	Chất lượng cao
51.			Low-fat	Ít chất béo
52.		Past participle + N	Vacuum-packed	Đóng gói hút chân không
53.		N+ V	Airfreight	Vận chuyển hàng không

54.	Open compound words (có khoảng cách giữa các từ)	N + N	Proforma invoice	Hóa đơn giá trị hàng hóa
55.			Commercial invoice	Hóa đơn thương mại
56.			Export license	Giấy phép xuất khẩu
57.			Insurance certificate	Chứng chỉ bảo hiểm
58.			Export license	Giấy phép xuất khẩu
59.			Exemption clause	Điều khoản miễn trừ trách nhiệm
60.			Packing list	Danh sách đóng gói hàng hóa
61.			Proforma invoice	Hóa đơn giá trị hàng hóa
62.			Organic Certificate	Chứng nhận hữu cơ
63.			Food additives	Chất phụ gia thực phẩm
64.				
65.			Phytosanitary Certificate	Giấy chứng nhận kiểm dịch thực vật
66.			Road transport	Vận chuyển đường bộ
67.			Customs declaration form	Tờ khai hải quan

68.			Freight forwarder	Hãng giao nhận vận tải
69.			Shipping Lines	Hãng tàu
70.			Customs clearance	Hoàn thuế
71.			Export declaration	Tờ khai xuất khẩu
72.			Import declaration	Tờ khai nhập khẩu
73.			Food safety regulations	Quy định về an toàn thực phẩm
74.			Debit note	Phiếu báo nợ
75.			Phyto certificate	Giấy chứng nhận kiểm dịch thực vật
76.			Packing list	Bảng kê hàng hóa
77.			Proforma Invoice	Hóa đơn chiếu lệ
78.			Fumigation Certificate	Giấy chứng nhận khử trùng
79.			Cargo insurance policy	Hợp đồng bảo hiểm hàng hóa
80.			Payment request	Đề nghị thanh toán
81.			Sea Waybill	Vận đơn đường biển
82.			Analysis Certificate	Chứng chỉ phân tích

83.			Shipping specification	Thông số vận chuyển
84.			Customs inspection	kiểm tra hải quan
85.			Expiration date	Điều khoản thanh toán
86.			Structural fee	Phí công trình
87.			Service charge	Phí dịch vụ
88.			Paid on behalf of	Phí trả hộ
89.			Fumigation fee	Phí hun trùng
90.			Consignee	Người nhận
91.			Sales person	Nhân viên bán hàng
92.			Manufacturer	Nhà chế tạo
93.			Additional declaration	Khai báo bổ sung
94.			Identification and number	Ký hiệu và số hiệu
95.			Electronic invoice	Hóa đơn điện tử
96.			Electronic declaration	Khai báo điện tử
97.			Customs agent/broker	Đại lý Hải Quan
98.			Customs declaration form	Tờ khai hải quan

99.		ADJ + N	Phytosanitary inspection	Kiểm tra vệ sinh thực vật
100.		V + V	Temporary import	Tạm nhập
101.			Clean collection	Nhờ thu phiếu tron

1.3 Phrases

A phrase is a group of words arranged in a certain order to create meaning or describe a specific concept.

There are 3 main types of phrases: Noun Phrase, Verb Phrase and Adjective Phrase. In which these phrases are usually composed of a combination of a main word, Noun, Verb or Adjective and one or a group of surrounding words. Accompanying combination words can be: articles, adjectives indicating numbers, prepositions, adverbs,.....

The table below is a common term in the record of import and export transactions of vegetables and foodstuffs in the form of a phrase:

Table 1.3: The terms for import and export of vegetables and food is the phrases

No.	Type	Structure	English	Vietnamese
102.	Noun Phrase	N + Pre + N	Port of loading	Cảng xuất hàng
103.			Port of discharge	Cảng nhập hàng
104.			Bill of exchange	Séc
105.			Bill of entry	Giấy tờ nhập khẩu
106.			Letter of credit	Thư tín dụng
107.			Said to weight	Trọng lượng khai báo
108.			Certificate of analysis	Chứng nhận phân tích
109.			Means of conveyance	Phương tiện vận chuyển
110.			Place of Delivery	Địa điểm giao hàng
111.			Place of Receipt	Địa điểm nhận hàng
112.			N + Pre + N + N	Test of cargo fee
113.		Declaration of export goods		Tờ khai hàng hóa xuất khẩu (Thông quan)
114.		Specification of processing goods		Tiêu chuẩn kỹ thuật

115.		N + Pre + N + Pre	Paid on behalf of	Phí trả hộ
116.		N + Pre + N + N + N	Lifting on empty cont fee	Phí nâng vỏ cont
117.		N + N	Lifting off laden cont fee	Phí hạ cont hàng
118.		Article + N +N	The Purchase Contract	Hợp đồng mua bán
119.			The Processing Contract	Hợp đồng gia công
120.			The Plant Protection Organization	Cơ quan bảo vệ thực vật
121.	Adjective Phrase	ADJ + Conjunctions +N	Sanitary and phytosanitary requirements	Yêu cầu vệ sinh và thực vật
122.		ADJ + N + N	Complete customs clearance	Hoàn thành thủ tục hải quan
123.	Verb Phrase	V + Pre + N	Apply for phytosanitary certificate	Đề nghị cấp chứng chỉ vệ sinh thực vật
124.		V + N + N	Handle customs duties	Xử lý thuế hải quan

=> There are 23 terms (14.4%) of the total. In which there are specific forms: Noun phrases have 19 terms (82.6%), Adjective phrases and phrasal verbs each have 2 terms (accounting for 8.7% in each form).

1.4 Abbreviated terminology

There are three main forms of abbreviated terms in English:

- **Initialism:** This is the abbreviated form in which each letter is capitalized and pronounced individually.

Example: The term "COO" or "C/O"

- Full form: Certificate of Origin

- Vietnamese meaning: Chứng nhận xuất xứ

- **Acronym :** This is an abbreviated form in which the initials of the words that make up a new word can be pronounced as a proper word.

Example: The term "Incoterms"

- Full form: International Commercial Terms

-Full form: Điều khoản thương mại quốc tế

- **Abbreviation:** This is an abbreviation form that involves briefly writing a word or phrase by omitting some parts of that word or phrase.

In the field of import and export of vegetables and food, abbreviated terms are used to help save time and space for those who study and work in the field of import and export of vegetables and food, in translating and handling the import and export of vegetables and food.

Because these abbreviated terms are uniform, each letter or symbol corresponds to a certain word. Whatever the novelty context, translated versions of these abbreviated terms need to follow the same criteria. That is, whether in the context of a contract or in a transactional document, invoice or email, the wording of the abbreviated term must remain the same.

Of the 160 terms analyzed in this essay, 36 (22.5%) are abbreviated. These acronyms, when in their full form, can be a single word or compound word or phrase:

Table 1.4: Terms of import and export of vegetables and food in abbreviated form

No.	Symbol	Full form	Vietnamese
125.	B/L	Bill of lading	Vận đơn đường biển
126.	FOB	Free on Board	Giao lên tàu
127.	DAP	Delivered at Place	Giao tại nơi đến
128.	DAT	Delivered at Terminal	Giao tại bến
129.	EXW	Ex Work	Giao hàng tại xưởng
130.	COO (C/O)	Certificate of Origin	Chứng nhận xuất xứ
131.	BOM	Bill of materials	Hóa đơn vật liệu
132.	CI	Commercial Invoice	Hóa đơn thương mại
133.	COC	Certificate of Conformity	Giấy chứng nhận hợp quy
134.	Incoterms	International Commercial Terms	Điều khoản thương mại Quốc tế
135.	CFR	Cost and Freight	Chi phí và cước phí
136.	CIF	Cost, Insurance, and Freight	Chi phí, bảo hiểm và vận chuyển
137.	LoC (L/C)	Letter of Credit	Thư tín dụng
138.	SPS	Sanitary and phytosanitary measures	Biện pháp vệ sinh và kiểm dịch thực vật

139.	O/F	Ocean Freight	Cước biển
140.	GMO	genetically modified foods	Thực phẩm biến đổi gen
141.	HACCP	Hazard Analysis and Critical Control Point System	Hệ thống phân tích mối nguy hiểm và kiểm soát điểm tới hạn
142.	FSMS	Food Safety Management System	Hệ thống quản lý an toàn thực phẩm
143.	FSSC	Food Safety System Certification	Chứng nhận hệ thống an toàn thực phẩm
144.	GlobalGAP	Global Good Agricultural Practices	Thực hành nông nghiệp tốt toàn cầu
145.	HS Code	Harmonized Commodity Descriptions and Coding System	Mã HS
146.	LO-LO	Lift On-Lift Off	Phí nâng hạ Container
147.	CQ	Certificate of Quality	Giấy chứng nhận chất lượng
148.	S/O	Sales contract	Hợp đồng mua hàng
149.	THC	Terminal handling Charges	Phí xếp dỡ hàng tại bến bãi
150.	P/O	Purchase Order	Đơn đặt hàng
151.	COD	Cash on Delivery	Phương thức giao hàng nhận tiền ngay
152.	P/I	Pro Forma Invoice	Hóa đơn chiếu lệ
153.	AWB	Airway Bill	Vận đơn hàng không

154.	ETD	Estimated Time of Departure	Thời gian dự kiến khởi hành
155.	G.E	Gross Weight	Trọng lượng tịnh
156.	Vsl	Vessel	Tàu
157.	POL	Port of Loading	Cảng xuất hàng
158.	POD	Port of Discharge	Cảng nhập hàng
159.	HBL	House Bill of Lading	Vận đơn chi tiết (do bên vận chuyển cấp)
160.	ETA	Estimated Time of Arrival	Thời gian dự kiến đến nơi

1.5 Discussion

The above is an overview of the structural characteristics of the term import and export of vegetables and food. In this section, I would like to give a general overview and comment on the syntactic characteristics of the terms import and export of vegetables and food:

- In terms of the syntactic form of the 160 terms of import and export of vegetables and food surveyed in the research paper, it is shown that: Single terms are those that stand alone with a factor of 27.5% of the total is not much. Simple terms are mostly created with the help of auxiliary elements such as prefixes and suffixes, which help to quickly detect and recognize the meaning of terms in context. Meanwhile, the terms of import and export of vegetables and food are composed of 2 or more elements including compound words, phrases and acronyms, totaling 72.5%.

- The terms fruit and export of vegetables and food in abbreviated form are used a lot in the set of invoices (36 terms - 22.5%), for the purpose of quick and concise information.

- In terms of syntactic construction, most of the terms fruit and vegetable imports and exports are nouns or noun phrases. There are 34 nouns, corresponding to 21.25% of the total 160 terms, and there are 83 nouns combining to form noun phrases, corresponding to 51.86%. while the terms are Verbs or phrasal verbs are the least. And terms that are adjectives or adjective phrases are not many either.

- Based on the terminology construction model, we find that the order of the elements that make up a term with many elements usually follows a certain principle and each has a primary and secondary element. The secondary element will complement the main element, to make the classification and identification of terms easier to afford.

+ In compound word form, the main factors are behind secondary factors.

For example, "Insurance certificate" has 2 elements. The main element is "Certificate" and the secondary element is "Insurance". The "Insurance" factor is more specific than the "Certificate" factor.

+ In phrase form, the main elements usually come first then the other secondary elements.

For example, "Letter of credit" has 3 elements. "Letter" is the main element, "of" is the first secondary element to connect the main element and the 2nd secondary element "credits". "credits" are more specific to "Letter".

This means that, for the term, many key elements are generalized and subsequent secondary factors gradually make specific and the characteristics, properties and attributes of the term.

Below is a table of specific statistics of the terms of import and export of vegetables and foodstuffs in terms of grammatical relations and characteristics from the types of 160 terms studied in the article.

Table 1.5: Statistical table of grammatical relations and characteristics of the terms of import and export of fruits and vegetables and food

Type of term		Total terms		Percent (%)	
Single word	Noun	34	44	77,3	27,5
	Verb	2		4,5	
	Adjective	8		18,2	
Compound word	Combined nouns	49	57	14	35,6
	Conjugated verbs	7		1,8	
	Combined adjectives	1		24,2	
Phrase	Noun phrase	19	23	82,6	14,4
	Verb Phrase	2		8,7	
	Adjective Phrase	2		8,7	
Acronyms	Initialism	35	36	97	22,5
	Acronym	1		3	
Total			160		100

Thus, in terms of syntactic characteristics, the terms of import and export of vegetables, fruits and food are usually terms composed of two elements and mainly belong to the category of nouns and noun phrases. In the set of import and export documents, vouchers or invoices use many abbreviations terms to help keep the documents short, concise but easy to understand and convey information quickly.

2. Semantic features

In this section I will present the semantic characteristics of the 160 terms that I have collected in the fruit and vegetable and food import and export records as listed in "Section 1. Syntactic properties."

From the analysis of semantic features, the term fruit and vegetable import and export is viewed from different angles in terms of origin, expression concept, type and characteristic identification model.

First of all, by studying and classifying the expression classes of terms, I can draw conclusions about the origin of terms used in the field of import and export. Then, learn about the concept and action of each term to come to the conclusion that each term has its own concept and action that denotes the usage of each term. language. Based on the content of terms expressed through conceptual analysis and effects of each term, combined with the syntactic structure in Section 1, it is possible to classify the terms of import and export of vegetables, fruits, foods into categories, each of which has something in common in terms of syntactic structure and conceptual meaning. Finally, applying the identification theory of the preceding scientist and based on the origins, concepts, actions, and types of classified terms to identify identical models with semantic categories forming a terms of import and export of vegetables and food.

2.1 Terminology classes used in the field of import and export of vegetables and foodstuffs

The import and export term of vegetables and food includes the terminology of the fruit and vegetable and food sectors of their own import and export, and the terminology of other scientific disciplines that the import and export of vegetables and food uses. Specific terms of fruit and vegetable import and export are specific terms referring to general, basic and typical concepts of the field of import and export of vegetables and foodstuffs. In addition, the terms of other sciences are entered into combined use.

The terminology classes used in the professional field of import and export of fruits and vegetables include industry-specific terms (32/160 terms, accounting for 20%) e.g. food, Food Safety System Certification, and fruit and vegetable import and export terminology that reuse terms in other areas such as trade economics, finance, geographical culture, literature and art, transportation,... 128 term (80%), e.g. Airfreight, Proforma Invoice,..... In particular, the general term of the trade economy in general accounts for the largest number of 35% (56 term).

2.2 Concept and action of the term import and export of vegetables and food

Each import and export term expresses a unique concept and designation that is scientific and universal. It may contain both the origin and definition of that term. The concept of each term and is closely related to its specific action. The action that each term expresses guides their usage.

Example:

+ The term "Import" (Nhập Khẩu)

Concept: Is a verb in English, indicating the act of bringing goods, products, or services from one country (exporting country) to another country (importing country). It involves buying goods from another country to bring into their own country.

Action: Refers to the act of purchasing goods from another country to bring into your country. This is the import process in which goods or services are transferred from the exporting country to the importing country through customs and forwarding processes.

+ The term " Harmonized System (HS) code " (Mã HS code)

Concept : HS code is a numerical code system used to classify goods in international import and export activities. This code consists of 6 numbers and is applied simultaneously in countries all over the world, making the classification of goods more uniform and accurate. HS codes were developed by the World Customs Organization (WCO) and are used to determine the import and export duties and regulations for goods. When exporting or importing goods, businesses need to choose the right HS code for each type of goods to ensure compliance with legal regulations and avoid risks related to the classification of goods.

Action: HS codes are used in international trade to determine the type of goods and apply relevant tax, safety regulations, transportation and customs procedures. When importing or exporting goods, enterprises must determine the correct HS codes for their goods to comply with the regulations and customs procedures of countries participating in trade. HS codes are also used in trade statistics, market research, and data analysis to help track and evaluate international trade activity.

+ The term "The Plant Protection Organization" (Tổ chức bảo vệ thực vật)

Concept: Is a governmental or non-governmental agency responsible for protecting crop health and preventing the invasion and spread of pests that can harm agricultural crops, forests and natural ecosystems. The main task of the Plant Protection Organization is to ensure the implementation and promotion of phytosanitary measures and phytosanitary regulations.

Action: Implement actions to protect crop health, ensure food security, and support sustainable agricultural practices by implementing phytosanitary

measures and regulations to prevent the entry and spread of pests and diseases that can harm crops and ecosystems.

2.3 Classification of import and export terms of vegetables and food.

In terms of expressive content, the term import and export of vegetables and food has 3 types:

- The first type is single-factor terms, and there are no relevant identifiers, e.g. *Invoice, Insurance*. Type 1 terms have 36 terms, accounting for 22.5%

- The second category is single-factor terms but have related identifiers, e.g. *container, exporter,....* Type 2 terminology has 8 terms, accounting for 5%

- The third category consists of an element of type one and others corresponding to characteristics, e.g. *utility solution author, trademark, dependent invention*, Type 3 term accounts for 72.5% (116/160).

2.4. Designation models of fruit and vegetable and food import and export terms

The designation model is established on the basis of terms of type 3, since only new type 3 terms have features added to the designation. Applying Ch.J. Fillmore's theory of frame structures and aligning them with the specifics of the field that the terms fruit and vegetable import and export reflect, we found and identified a set of fruit and vegetable and food import and export terms with five models corresponding to five semantic content categories: Terms related to customs regulations and procedures, Terms related to products and quality, Terms related to shipping and forwarding, Terms related to transactions and payments, Terms related to insurance.

- In the category of import and export terminology of vegetables and foodstuffs in terms of customs regulations and procedures, there are 2 identifying characteristics: objects, fields and forms of activity. (*There are 42/160 terms*)

- In the category of products and quality in the import and export of vegetables and foodstuffs, there are 3 characteristics identified as objects, the impact on objects, characteristics and requirements on objects. (*There are 33/160 terms*)

- In the category of transportation and forwarding in the import and export of vegetables and foodstuffs, there are only 2 identifying characteristics: subject, object, form of activity. (*There are 36/160 terms*)

- In the category of finance and services in the import and export of vegetables and food, there are 3 identifying characteristics: subject of activity, form of activity, requirements on objects. (*There are 40/160 terms*)

- In the category of insurance in the import and export of vegetables and foodstuffs, there are 2 characteristics: the object and form of the activity. (*There are 9/160 terms*)

Below is a table summarizing the model ratio of fruit and vegetable and food import and export terms:

Table 2.4: Table summarizing the model ratio of fruit and vegetable and food import and export terms

Identity model	Terms number	Percent (%)
Customs regulations and procedures	42	26,3
Product and quality	33	20,6
Shipping and forwarding	36	22,5
Finance and services	40	25
Insurance	9	5,6
Total	160	100%

2.5 Comments and evaluations

- Based on the results of analysis of semantic classes of terms, I would like to draw conclusions about the origin of terms that are: the term import and export of vegetables and fruits does not have many separate terms (20%), most of them is a general term in the field of import and export (35%) and a term borrowed from other professional fields (45%).

- Each term has its own concept of identity, between the concept and the action of a term is closely linked.

-By studying 160 terms of import and export of vegetables and foodstuffs, from the characteristics of the expressive content of each term and based on Ch.J. Fillmore's theory of frame structure, associated with the characteristics of the field of import and export of vegetables and food; I have derived five semantic categories: Customs regulations and procedures, Products and quality, transportation and forwarding, finance and services, insurance. At the same time, it is pointed out that At the same time, it is pointed out that the characteristics used as the basis of the designation

of this term system are: The subject's subject, the object's characteristics, the form of operation and the requirements on the object.

3. Difficulties encountered and some solutions

3.1 Some difficulties and limitations

a) Structure and semantics:

- Existence of synonyms in the term import and export of vegetables and foodstuffs

For example, "import duties" and "customs duties" are two synonym terms, both referring to taxes payable when importing goods into a country. Similarly, "import tariffs" is an equivalent term, referring to taxes imposed on imported goods.

- Some long terms lead to difficulty remembering.

b) Translation:

English terms for import and export of vegetables and food are general scientific terms used globally, but in order to use effectively in another country, users need to translate according to the language of that country. In the process of surveying and translating the terms import and export of vegetables and foodstuffs into Vietnamese, I encountered some of the following problems:

+ The first difficulty is the lack of knowledge of mother tongue - the language related to import and export of vegetables and food. This is a very important foundation for effective translation but no one seems to focus on improving their native language knowledge. It explains why most translators find it easier for them to translate from Vietnamese to English than to reserve directions. Translators do not find suitable words in their mother tongue for applicable translation in their translation documents even though they understand that the material is very good.

For example, "Export" could be translated as “Xuất (bán) ra nước ngoài” but it would be much better to translate as "Xuất Khẩu"

For that reason, translators are prone to word by word translation, which affects the accuracy of the term.

For example, "Letter of credit" means "thư tín dụng" But when translating word for word to understand will be "thư của tín dụng" . Thus, the original meaning of the term "Letter of credit" has been lost and completely wrong

In addition to translating word by word, users also have another translation method that is also easy to misinterpret the content of the document, which is translation without paying attention to the word type or context. A term can also take on one or more meanings when they switch from type or in a different context.

+ The second difficulty is that the translator does not understand English deeply. Reality has proven that it is a completely wrong thinking about the field of import and export. So, they can't translate import/export terms in different contexts correctly or sometimes, they translate it well but they don't understand it well and the reader may ask them about the terminology explanation, they won't be able to answer.

c) Usage:

Users are sometimes confused in the use of terms in each context, which leads to inappropriate use and misinterpretation of meaning.

For example, the word "Volume" when standing in the context of " hãy bật to âm lượng của loa lên giúp tôi " will be interpreted as " Âm lượng", but in the list of imports and exports of vegetables and food, used in invoices " Volume of containers ", the term "volume" means "Thể tích".

Another problem when using these terms is that the user is confused with ordinary words, sometimes not recognizing it as a term, so in the process of using

it has changed the equivalent synonym according to the understanding. This leads to a loss of consistency, accuracy and professionalism of an invoice or document.

3.2 Some solution suggestions

I would like to provide some suggestions to help users of the term fruit and vegetable and food imports to use these terms correctly.

+ *About translation:*

- First of all, translators should take time to improve their native language, which revolves around the import and export of vegetables and food. There are many methods to do that; We can read books, newspapers, magazines related to import and export of vegetables and food. By doing that, we can not only collect many specialized words, their meanings, their uses, but also understand more about the fruit and vegetable import and export industry in Vietnam and around the world. Therefore, one will be able to translate real estate business documents not only accurately but also fluently and understandably.

- Secondly, in addition to theoretical background knowledge, translators must have interpreting experience. The experience must be gathered from reality. There will be no good translation if the translator does not know what he is translating. Therefore, achieving good intentions requires translators to study these terms deeply as well as translations for them.

- Finally, translators as well as people working in the field of import and export of vegetables and food should buy some dictionaries related to industries related to import and export of vegetables and fruits such as import and export, food, production,... so that we can not only look up new words but also improve the level of understanding of import and export terminology of vegetables and food.

- Refer to and learn standard translation methods, avoid translating each word.

+ *About use:*

- It is necessary to learn all information and style before using according to a fixed template.

- In the case of non-specialists, it is recommended to memorize the most basic and common terms in the cases so that they can be applied as quickly and accurately as possible. (However, this approach is not much recommended for research or work in the field of import and export of fruits and vegetables.

+ Regarding the school's side:

- For specialized fields of study such as economics, commerce, and business English, it may be beneficial to provide students with specialized knowledge of slang words and industry terminology so that they have the opportunity to familiarize themselves and remember them during their classroom learning process and be able to apply them proficiently after graduation."

4. Proposals

4.1 Proposal: Optimizing the use of terminology in the import and export of vegetables and food.

In the field of fruit and vegetable import and export, the use of correct and appropriate terminology is extremely important to ensure consistent understanding and accurate communication in documents, invoices and certificates. from. However, choosing and using the right terminology can present some challenges due to the diversity and complexity of the industry.

To optimize the use of terminology in the import and export of vegetables and food, we recommend the following measures:

1. Building and complying with a glossary: To ensure consistency and accuracy in the use of terms, it is necessary to establish and maintain a specialized dictionary containing the corresponding terms and definitions. . This dictionary

will help stakeholders understand and use consistent terminology in documents, invoices and vouchers.

2. Training and enhancing terminology knowledge: For the employees and experts involved in the import and export of fruits and vegetables and food, it is necessary to organize training courses and training sessions to improve the knowledge of the terminology. specialized language. This enhances the ability to use terminology correctly and consistently in everyday work.

3. Implementation of guidance and standardization: It is necessary to establish guidelines and standardize the use of terms in import and export documents, invoices and documents. These guidelines will provide guidelines and specific rules for choosing and using appropriate terminology, helping to ensure consistency and effective communication.

4. Links with specialized organizations: To grasp new trends and access advances in the import and export of fruits and vegetables and food, it is necessary to establish links and cooperation with specialized organizations , such as the Food Import and Export Association, the Customs Department, and international organizations such as the World Trade Organization (WTO) and the United Nations Food and Agriculture Organization (FAO). This helps to ensure that the terminology used is consistent with international regulations and standards.

Optimizing the use of terminology in the import and export of fruits and vegetables and food not only enhances the consistent and accurate understanding in communication, but also contributes to the sustainable development of this industry. We call for the cooperation and support of the stakeholders to implement the above measures and ensure the correct and uniform use of terminology in the import and export of fruits and vegetables and food.

4.2 Proposal: Improve teaching and learning on import and export terminology of vegetables and food in universities

Understanding, improving and using the correct terminology is very important to ensure success and effectiveness at work. In particular, major students need to be equipped with a solid knowledge of these terms to be able to adapt and meet the requirements of the fruit and vegetable and food import and export industry in the future - a typical industry of the country. our country.

In order to improve teaching and learning about import and export of vegetables and food in universities, we propose the following solutions:

1. In-depth study program design: The university should review and update the curriculum to include an in-depth course on terminology, especially the terminology on import and export of fruits and vegetables and food for foreign countries. students majoring in English commerce, commerce or economics. This course will help students master key terms, understand relevant international regulations and standards, and apply the terminology to real-life situations.

2. Using a variety of teaching methods: Instead of relying only on theory and traditional lectures, lecturers should use a variety of teaching methods such as group discussion, practical practice, document study, and actual activities related to the import and export of fruits and vegetables and food. This helps students put terminology into practice and develop specialized communication skills.

3. Create rich references and resources: Universities can develop and provide extensive reference materials, textbooks, e-learning and online resources on terminology. import and export vegetables and food. This helps students master the basics and be able to research, self-study and work independently after graduation.

4. Build specialized website: Build a specialized website with domain name and content related to import and export of vegetables and food. This website

provides detailed information on industry terminology, regulations, standards and related references. In addition, the website may also contain the latest articles, analysis and industry news to update students' knowledge.

5. University Libraries: Strengthening documents on import and export of vegetables, fruits and food in particular and other fields in general in university libraries. Place textbooks, reference materials, research reports and specialized articles in accessible areas for students. Simultaneously, providing a quiet and convenient study space for students to learn and research on specialized terms

6. Strengthen linkages with businesses and organize specialized seminars: Universities should establish links with businesses and specialized organizations to create opportunities for internships, exchanges and participation in practical activities. in the field of import and export of vegetables and food. This is an opportunity for students to come into direct contact with professionals, businesses and the industry community. Students can meet, exchange and learn from people who have real experience in the field, thereby improving the application of terminology and specialized knowledge.

Taken together, improving teaching and learning in the terms of import and export of vegetables and food in universities requires collaboration between universities, faculty, students and other stakeholders. By applying the above solutions, we can ensure that majors are equipped with the necessary knowledge and skills to effectively participate and contribute to the fruit, vegetable and food import and export industry and professional.

5. Concluding remarks

In this chapter 2, we have examined and presented the syntactic and semantic characteristics of terms related to the import and export of fruits and food.

In section one, based on the elements involved in term formation, the study classified import and export terms into four main types: single words, compound words, phrases, and abbreviations. The analysis revealed that the majority of these terms are composed of two or more elements, with noun phrases being the most prevalent form.

In section two, the thesis presented the classes of terms used in the specialized field of import and export of fruits and food based on the theoretical foundation of referential semantics. I discovered that each term concept has a close connection to its corresponding action. By applying the theory of Frame structure by Ch.J. Fillmore and aligning it with the characteristics of the field that these terms reflect, I found that it is possible to identify the corresponding identity model for five semantic content domains: customs regulations and procedures, products and quality, transportation and logistics, finance and services, and insurance. Furthermore, I derived four distinctive features that serve as the basis for identifying new terms.

Through the process of analyzing and evaluating the syntactic and semantic characteristics, the thesis presents the positive aspects and challenges encountered when using import and export terms related to fruits and food in section three. I identified some limitations in the translation perspective as well as the practical application for users of these terms.

In section 4, I give some positive suggestions in optimizing the use of terminology in the field of fruit and vegetable import and export, and some suggestions to improve the quality of teaching and learning of students majoring in Business English and related disciplines in the university.

In conclusion of Chapter II, we hope that the research findings and evaluations will contribute to establishing scientific directions for learning, recognizing, and utilizing import and export terms related to fruits and food in the best possible way.

PART III - CONCLUSION

1. Recapitulation

In the context of international economic integration, the import and export of fruits and food in Vietnam is receiving increasing attention and is experiencing strong development. During the process of establishment and growth, this terminology system still has many shortcomings that need to be studied and adjusted. Therefore, the purpose of this thesis is to explore the structural and semantic characteristics of import and export terms related to fruits and food in order to propose solutions towards standardizing this terminology system and applying the terms in learning and work.

In this conclusion section, I would like to present two points: First, the strengths and weaknesses of the thesis are discussed. Second, suggestions for further research and a final comment are provided.

Although there are numerous books, articles, and reference materials on the field of import and export, terminology, and food, very few of them discuss English terminology in the context of fruit and food import and export, along with relevant examples. My research is organized in a scientific and coherent manner, with accompanying examples that help readers easily search for and observe information to gain a general understanding.

However, despite my efforts, it is likely that some errors have been made during the process of conducting this thesis. I acknowledge certain limitations that may affect the final results. Firstly, due to limited research time, this thesis only investigates commonly used basic terms found in the documents of the fruit and food export dossier from Vietnam to foreign countries, and not all terms are analyzed in specific contexts or in greater depth. Therefore, the analysis may not provide a comprehensive approach to the issue. Secondly, due to the constraints of my knowledge in the fields of linguistics and translation research, scientific analysis errors are difficult to avoid. Finally, the thesis only focuses on two

aspects of terminology, namely syntax and semantics, which may affect the overall quality and comprehensiveness of the conclusions.

2. Suggestions for further research and final remarks:

In the coming years, Vietnam will further integrate into the global cultural and economic landscape. The fruit and vegetable export industry is a growing field of interest in the Vietnamese market, which means there are ample development opportunities in this sector for the upcoming generation. Therefore, enhancing knowledge, particularly understanding specialized terminology, is crucial. Hence, after this thesis, I hope to continue developing further research on related topics. The closest topic may be standardizing the translation terminology of English terms in fruit and food import and export.

In summary, I aspire to contribute to the scientific research on terminology, specifically in the field of English for international trade. I hope that my research will contribute to the university's efforts in guiding teaching activities and help students enhance their knowledge in this field. I also hope that readers of this thesis find it useful and consider it as a reference document in their own learning and research endeavors.

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**APPENDIX: THE IMPORT AND EXPORT TERMS VEGETABLES AND
FOOD USED AS THE RESEARCH OBJECT OF THE THESIS**

NO.	English	Vietnamese
1.	Customs	Hải quan
2.	Foods	Thực phẩm
3.	Vegetable	Rau quả
4.	Tariff	Thuế quan
5.	Duty	Thuế
6.	Quota	Hạn ngạch
7.	Demurrage	Phí trì hoãn tàu
8.	Detention	Phí trì hoãn hàng
9.	Insurance	Bảo hiểm
10.	Weight	Trọng lượng
11.	Volume	Thể tích
12.	Packaging	Bao bì
13.	Labeling	Nhãn
14.	Pesticides	Thuốc trừ sâu
15.	Fertilizers	Phân bón
16.	Container	Thùng chứa Container

17.	Supplier	Nhà cung cấp
18.	Customer	Khách hàng
19.	Declaration	Tờ khai
20.	Advance	Tiền đặt cọc
21.	Exporter	Người xuất khẩu
22.	Importer	Người nhập khẩu
23.	Consignee	Người nhận
24.	Merchandise	Hàng hóa
25.	Frontier	Biên giới
26.	Freight	Cước
27.	Shipper	Người (đơn vị) chuyển hàng
28.	Consignment	Lô hàng
29.	Endorsement	Ký hậu (Ký xác nhận)
30.	Cost	Chi phí
31.	Presentation	Xuất trình
32.	Remittance	Chuyển tiền
33.	Credit	Tín dụng
34.	Subcontracting	Hợp đồng phụ

35.	Import	Nhập khẩu
36.	Export	Xuất khẩu
37.	Organic	Hữu cơ
38.	Chilled	Được làm lạnh
39.	Perishable	Dễ hỏng
40.	Frozen	(sản phẩm/ thực phẩm) Đông lạnh
41.	Fresh	(sản phẩm/ thực phẩm) Tươi
42.	Dried	(sản phẩm/ thực phẩm) Khô
43.	Canned	(sản phẩm/ thực phẩm) Đóng hộp
44.	Conventional	Bình thường (Quy ước)
45.	Cold-stored	Được lưu trữ lạnh
46.	Quick-frozen	Đông lạnh nhanh
47.	Deep-frozen	Đông lạnh sâu
48.	Air-dried	Sấy khô bằng không khí
49.	Freeze-dried	Sấy khô bằng đông lạnh
50.	High-quality	Chất lượng cao
51.	Low-fat	Ít chất béo
52.	Vacuum-packed	Đóng gói hút chân không

53.	Airfreight	Vận chuyển hàng không
54.	Proforma invoice	Hóa đơn giá trị hàng hóa
55.	Commercial invoice	Hóa đơn thương mại
56.	Export license	Giấy phép xuất khẩu
57.	Insurance certificate	Chứng chỉ bảo hiểm
58.	Export license	Giấy phép xuất khẩu
59.	Exemption clause	Điều khoản miễn trừ trách nhiệm
60.	Packing list	Danh sách đóng gói hàng hóa
61.	Proforma invoice	Hóa đơn giá trị hàng hóa
62.	Organic Certificate	Chứng nhận hữu cơ
63.	Food additives	Chất phụ gia thực phẩm
64.		
65.	Phytosanitary Certificate	Giấy chứng nhận kiểm dịch thực vật
66.	Road transport	Vận chuyển đường bộ
67.	Customs declaration form	Tờ khai hải quan
68.	Freight forwarder	Hãng giao nhận vận tải
69.	Shipping Lines	Hãng tàu
70.	Customs clearance	Hoàn thuế

71.	Export declaration	Tờ khai xuất khẩu
72.	Import declaration	Tờ khai nhập khẩu
73.	Food safety regulations	Quy định về an toàn thực phẩm
74.	Debit note	Phiếu báo nợ
75.	Phyto certificate	Giấy chứng nhận kiểm dịch thực vật
76.	Packing list	Bảng kê hàng hóa
77.	Proforma Invoice	Hóa đơn chiếu lệ
78.	Fumigation Certificate	Giấy chứng nhận khử trùng
79.	Cargo insurance policy	Hợp đồng bảo hiểm hàng hóa
80.	Payment request	Đề nghị thanh toán
81.	Sea Waybill	Vận đơn đường biển
82.	Analysis Certificate	Chứng chỉ phân tích
83.	Shipping specification	Thông số vận chuyển
84.	Customs inspection	kiểm tra hải quan
85.	Expiration date	Điều khoản thanh toán
86.	Structural fee	Phí công trình
87.	Service charge	Phí dịch vụ
88.	Paid on behalf of	Phí trả hộ

89.	Fumigation fee	Phí hun trùng
90.	Consignee	Người nhận
91.	Sales person	Nhân viên bán hàng
92.	Manufacturer	Nhà chế tạo
93.	Additional declaration	Khai báo bổ sung
94.	Identification and number	Ký hiệu và số hiệu
95.	Electronic invoice	Hóa đơn điện tử
96.	Electronic declaration	Khai báo điện tử
97.	Customs agent/broker	Đại lý Hải Quan
98.	Customs declaration form	Tờ khai hải quan
99.	Phytosanitary inspection	Kiểm tra vệ sinh thực vật
100.	Temporary import	Tạm nhập
101.	Clean collection	Nhờ thu phiếu tron
102.	Port of loading	Cảng xuất hàng
103.	Port of discharge	Cảng nhập hàng
104.	Bill of exchange	Séc
105.	Bill of entry	Giấy tờ nhập khẩu
106.	Letter of credit	Thư tín dụng

107.	Said to weight	Trọng lượng khai báo
108.	Certificate of analysis	Chứng nhận phân tích
109.	Means of conveyance	Phương tiện vận chuyển
110.	Place of Delivery	Địa điểm giao hàng
111.	Place of Receipt	Địa điểm nhận hàng
112.	Test of cargo fee	Phí giám định hàng hóa
113.	Declaration of export goods	Tờ khai hàng hóa xuất khẩu (Thông quan)
114.	Specification of processing goods	Tiêu chuẩn kỹ thuật
115.	Paid on behalf of	Phí trả hộ
116.	Lifting on empty container fee	Phí nâng vỏ container
117.	Lifting off laden container fee	Phí hạ container hàng
118.	The Purchase Contract	Hợp đồng mua bán
119.	The Processing Contract	Hợp đồng gia công
120.	The Plant Protection Organization	Cơ quan bảo vệ thực vật
121.	Sanitary and phytosanitary requirements	Yêu cầu vệ sinh và thực vật
122.	Complete customs clearance	Hoàn thành thủ tục hải quan
123.	Apply for phytosanitary certificate	Đề nghị cấp chứng chỉ vệ sinh thực vật

124.	Handle customs duties	Xử lý thuế hải quan
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No.	Symbol	Full form	Vietnamese
125.	B/L	Bill of lading	Vận đơn đường biển
126.	FOB	Free on Board	Giao lên tàu
127.	DAP	Delivered at Place	Giao tại nơi đến
128.	DAT	Delivered at Terminal	Giao tại bến
129.	EXW	Ex Work	Giao hàng tại xưởng
130.	COO (C/O)	Certificate of Origin	Chứng nhận xuất xứ
131.	BOM	Bill of materials	Hóa đơn vật liệu
132.	CI	Commercial Invoice	Hóa đơn thương mại
133.	COC	Certificate of Conformance	Giấy chứng nhận hợp quy
134.	Incoterms	International Commercial Terms	Điều khoản thương mại Quốc tế
135.	CFR	Cost and Freight	Chi phí và cước phí
136.	CIF	Cost, Insurance, and Freight	Chi phí, bảo hiểm và vận chuyển
137.	LoC (L/C)	Letter of Credit	Thư tín dụng
138.	SPS	Sanitary and phytosanitary measures	Biện pháp vệ sinh và kiểm dịch thực vật
139.	O/F	Ocean Freight	Cước biển

140.	GMO	genetically modified foods	Thực phẩm biến đổi gen
141.	HACCP	Hazard Analysis and Critical Control Point System	Hệ thống phân tích mối nguy hiểm và kiểm soát điểm tới hạn
142.	FSMS	Food Safety Management System	Hệ thống quản lý an toàn thực phẩm
143.	FSSC	Food Safety System Certification	Chứng nhận hệ thống an toàn thực phẩm
144.	GlobalGAP	Global Good Agricultural Practices	Thực hành nông nghiệp tốt toàn cầu
145.	HS Code	Harmonized Commodity Descriptions and Coding System	Mã HS
146.	LO-LO	Lift On-Lift Off	Phí nâng hạ Container
147.	CQ	Certificate of Quality	Giấy chứng nhận chất lượng
148.	S/O	Sales contract	Hợp đồng mua hàng
149.	THC	Terminal handling Charges	Phí xếp dỡ hàng tại bến bãi
150.	P/O	Purchase Order	Đơn đặt hàng
151.	COD	Cash on Delivery	Phương thức giao hàng nhận tiền ngay
152.	P/I	Pro Forma Invoice	Hóa đơn chiếu lệ
153.	AWB	Airway Bill	Vận đơn hàng không

154.	ETD	Estimated Time of Departure	Thời gian dự kiến khởi hành
155.	G.E	Gross Weight	Trọng lượng tịnh
156.	Vsl	Vessel	Tàu
157.	POL	Port of Loading	Cảng xuất hàng
158.	POD	Port of Discharge	Cảng nhập hàng
159.	HBL	House Bill of Lading	Vận đơn chi tiết (do bên vận chuyển cấp)
160.	ETA	Estimated Time of Arrival	Thời gian dự kiến đến nơi