

**BỘ GIÁO DỤC VÀ ĐÀO TẠO
TRƯỜNG ĐẠI HỌC DÂN LẬP HẢI PHÒNG**



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FOREIGN LANGUAGES DEPARTMENT**

GRADUATION PAPER

**A STUDY ON ENGLISH – VIETNAMESE TERMS IN
REAL-ESTATE BUSINESS**

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HAI PHONG - 2010

**BỘ GIÁO DỤC VÀ ĐÀO TẠO
TRƯỜNG ĐẠI HỌC DÂN LẬP HẢI PHÒNG**

Nhiệm vụ đề tài tốt nghiệp

Sinh viên:Mã số:.....

Lớp:Ngành:.....

Tên đề tài:

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Nhiệm vụ đề tài

1. Nội dung và các yêu cầu cần giải quyết trong nhiệm vụ đề tài tốt nghiệp (về lý luận, thực tiễn, các số liệu cần tính toán và các bản vẽ).

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2. Các số liệu cần thiết để thiết kế, tính toán.

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3. Địa điểm thực tập tốt nghiệp.

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CÁN BỘ HƯỚNG DẪN ĐỀ TÀI

Người hướng dẫn thứ nhất:

Họ và tên:.....

Học hàm, học vị:.....

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Nội dung hướng dẫn:.....

Đề tài tốt nghiệp được giao ngày 12 tháng 04 năm 2010

Yêu cầu phải hoàn thành xong trước ngày 10 tháng 07 năm 2010

Đã nhận nhiệm vụ ĐTTN

Sinh viên

Đã giao nhiệm vụ ĐTTN

Người hướng dẫn

Hải Phòng, ngày tháng năm 2010

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GS.TS.NGƯT *Trần Hữu Nghị*

PHẦN NHẬN XÉT TÓM TẮT CỦA CÁN BỘ HƯỚNG DẪN

1. Tinh thần thái độ của sinh viên trong quá trình làm đề tài tốt nghiệp:

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1. Đánh giá chất lượng đề tài tốt nghiệp về các mặt thu thập và phân tích tài liệu, số liệu ban đầu, giá trị lí luận và thực tiễn của đề tài.

2. Cho điểm của người chấm phản biện :
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Ngày..... tháng..... năm 2010

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Student

Vu Thi Thu

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ABBREVIATIONS

SL	Source Language
TL	Target Language
ADJ	Adjective
N	Noun
V	Verb
ESP	English for Specific Purpose
ST	Source Text
TT	Target Text
ELT	English Language Teaching
EAP	English for Academic Purpose
EBE	English for Business Economics
EOP	English for Occupational Purpose
ESBP	English for Specific Business Purpose
ESS	English for Social Study
EST	English for Science and Technology

PART I: INTRODUCTION

1. Reason of the study

In the recent decays, English is more and more wisely used as well as has gradually proved itself in all fields in the society. Vietnam, in the process of integration and development, especially after joining the WTO, English is considered as the golden key to make us access to the world's civilization. It helps to connect people all over the world by using one language, to express their ideas. Thanks to translation texts, we can quickly update technical and scientific achievements, the international laws, daily news, art works, literatures, films and conversely exchange information, culture and trade to other countries in the world.

Translation is a special subject for students of Foreign Language Department who begin studying the theoretical background of translation from the third year the theoretical background of translation before experiencing English for Specific Purposes (ESP). However, the students certainly face difficulties in the translation process due to not only the variety of Vietnamese and English words, the differences of using specific English words but also the more and more appearance of new terms in human activities, especially terms related to Business English such as security, marketing, real estate and so on.

It is a common knowledge that, real-estate is a kind of business developing long time in the world, but it is a new field for Viet Nam. Together with securities market, land & housing market has made the Vietnam's economy hotter than ever before. The number of population is on the rise whereas the land & housing fund is limited, creating a great demand for such essential goods. Housing and land have today caused much concern of many people. The day by day accommodation is of a great demand. For knowing deeper about this field, in this research paper I would like introduce

to you some terms related to real- estate and some translation methods of these terms.

2. Aims of the study

In order to have a deeper investigation into real-estate business, a study on the English-Vietnamese terms in real-estate business is carried out.

A linguist Larson said that: “Good theory is based on information gained from practice. Good practice is based on carefully worked-out theory...”

(Larson , 1991:1)

Therefore, the aim of this study is firstly to gain a thoroughly understanding of theoretical translation and practice flexibly, creatively and exactly on ESP

Secondly, to enrich the knowledge as well as vocabularies of real-estate business is also the main purpose of this study. Besides, a large range of translation techniques applied in English-Vietnamese real-estate business are also worked out.

Thirdly, some suggested solutions to difficulties in studying and understanding the problems are generally mention. These mentioned above are main aims of this study.

3. Scope of the study

In general, real estate is a business field which related to housing, land, property, possession, etc. As real estate terms are various and complex. Due to the limitation of timeframe and knowledge, in this graduation paper, the English- Vietnamese terms related to general real-estate business are introduced and translation techniques are analysed.

4. Methods of the study

The following methods are used in the studying process:

- ❖ Data collection through reference books, dictionary, internet, TV, etc.
- ❖ Data analysis
- ❖ Discussion with supervisor, teachers and friends

5. Design of the study

The study includes 3 parts:

Part I: Introduction states the rationale, aims, scope, methods and design of the study.

Part II: Development consists of 3 chapters:

Chapter 1: Theoretical background

Chapter 2: The English-Vietnamese real-estate business terms

Chapter 3: Finding and discussions

Part III: Conclusion

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PART II: DEVELOPMENT

CHAPTER I: THEORETICAL BACKGROUND

I. Translation

1. Definitions of translation

There are many concepts of translation all over the world .Followings are some concepts:

Translation is rendering the meaning of a text into another language in the way that the author intended the text.

_ Peter Newmark, 1988_

Translation is producing in the receptor language the closet natural equivalent of the message of the source language, first in terms of meaning and second in terms of style

E.A.Nida , 1975

Translation is the process of changing something that is written or spoken into another language.

Avanced Oxford Dictionary

Translation is the transformation of a text originally in one language into an equivalent in the content of the message and the formal features and the roles of the original text

Bell, (1991:8)

Translation is process of communication whose objective is to import the knowledge of the original to the foreign reader.

_Levy (1967 :148) _

Translation is the act of transferring through which the content of a text is transferred from the SL into the TL.

_ Foster (1958:1)_

Translation is to be understood as the process whereby a message expressed in a specific source language is linguistically transformed in order to be understood by readers of the target language.

Houbert (1998:1)

Translation is an act of communication which attempts to relay, across cultural and linguistic boundaries, another act of communication.

Hatim ad Mason (1997:1)

Translation is a text with qualities of equivalence to a prior text in another language, such that the new text is taken as a substitute for the original.

David Frank (Wordpress.com)

Translation is a bilingual mediated of communication which ordinarily aims at the production of a TL text that is functionally equivalent to a SL text.

Ress, 1971

1.2. Equivalence

Equivalence-oriented translation is a procedure which replicates the same situation as in the original, whilst using completely different wording.

_Vinay and Darbelnet _

Translation equivalence exists between forms in a source language and a target language if their meaning matches. In other words, translation equivalence should answer the question “What do the speakers of this language actually say to express the desired meaning?”

Wayne Leman (Wordpress.com)

Equivalence, when applied to the issue of translation, is an abstract concept and actually refers to the equivalence relationship between the source text and the target text.

Asian social science (CCSE)

2. Types of translation

2.1. Literal translation

The SL grammatical constructions are converted to their nearest TL equivalents but the lexical words are again translated singly, out of context. As a pre-translation process, this indicates the problems to be solved.

An interlinear translation is a completely literal translation. For some purposes, it is desirable to reproduce the linguistic features of the source text. Although these literal translations may be very useful for purposes related to the study of the source language, they are of little help to speakers of the receptor language who are interested in the meaning of the source language text. A literal translation sounds like nonsense and has little communication value. For example:

Vietnamese: Mời bạn về nhà tôi chơi.

Literal translation: Invite friend about house me play.

2.2. Word –for-word translation

The SL word order is preserved and the translated literally. The main use of this method is either to understand the mechanics of source language or to construe a difficult text as pre-translation process. For example:

Source text: The party A will incur liability for the victims.

Target text: Bên A sẽ chịu trách nhiệm pháp lý đối với các nạn nhân

2.3. Faithful translation

A faithful translation attempts to reproduce the precise contextual meaning of the original within the constraints of the TL grammatical structures. It “transfers” cultural words and preserves the degree of grammatical and lexical “abnormality” (deviation from SL norms) in the translation. It attempts to be completely faithful to the intentions and the text-realization of the SL writer. For example:

Source text: Early morning, Hung took his axe and set out to cut some wood. No sooner did he start the job then the axe suddenly flew from his hands into the river.

Target text: Sáng sớm tinh mơ Hung mang rìu vào rừng đốn củi. Vừa mới bắt đầu vào việc thì chiếc rìu tuột khỏi tay anh và rơi xuống sông.

(The Diamon Axe, Education Publishing House, p33)

2.4. Adaptation

This is the “freest” form of translation. It is used mainly for plays and poetry; the themes, characters, plots are usually preserved , the SL culture converted to the TL culture and the text rewrite.

“Adaptation has a property of lending the ideals of the original to create a new text used by a new language more than to be faithful to the original. The creating in adaptation is completed objective in content as well as form” _ Dung Vu (2004). For example:

Source text: We would like to inform you that the construction of the project is temporarily delayed due to bad weather.

Target text: Chúng tôi muốn thông báo với các ngài rằng do điều kiện thời tiết không thuận lợi nên việc thi công dự án tạm thời dừng lại.

2.5. Free translation

The translation is not close to the original, but the translator just transmits meanings of the SL in his own words. It reproduces the matter without the manner, or the content without the form of the original. Usually it is paraphrase much longer than the original. Therefore, the text in TL sounds more natural. On the contrary, translating is too casual to understand the original because of its freedom. For example:

Source text: Please let us know what quantities you are able to deliver at regular intervals.

Target text: Vậy kính đề nghị quý công ty cho chúng tôi biết số lượng là bao nhiêu mà các ngài có thể giao hàng đều đặn.

2.6. Idiomatic translation

Idiomatic translation is used for colloquialism and idioms whose literalism is the translation by which the translator does not transfer the

literalism of the original, uses the translation of colloquialism and idioms. For example :

Source text: Better late than never

Diamond cuts diamond

Target text: Thà muộn còn hơn không

Vỏ quýt dày có móng tay nhọn

2.7. Communicative translation

It attempts to render the exact contextual meaning of the original in such a way that both language and content are readily acceptable and comprehensible to readership.

“... But even here the translation still has to respect and work on the form of the source language text as the only material basic for his work”

_Peter Newark,(1982:39)

For example:

Source text: After discussion, both parties have agreed to sign this contract with the following terms and conditions:

Target text: Sau khi cùng bàn bạc thỏa thuận, các bên tham gia hợp đồng thống nhất ký kết hợp đồng mua bán xe ô tô theo các điều khoản và điều kiện sau:

2.8. Semantic translation

It differs from faithful translation only in as far as it must take more account of the aesthetic value of the SL text, compromising on meaning where appropriate so that no assonance, word play or repetition jars in the finished version. It does not rely on cultural equivalence and makes very small concession to the readership. While faithful translation is dogmatic, semantic translation is more flexible.

“...Semantic translating where the translator attempts, within the base syntactic and semantic constraints of the TL, to reproduce the precise contextual meaning of the author”.

Newmark(1982:22)

For example:

Source text: We hope you will enjoy your staying with us

Target text: Chúng tôi hy vọng ngài sẽ có một kì nghỉ tuyệt vời tại khách sạn này.

2.9. Other methods

Beside the above common methods of translation, some of the following methods are sometimes used during translation process. They include: Service translation, plain prose translation. Information translation, cognitive translation, academic translation.

3. Types of equivalence.

Based on Nida's theory, equivalents are divided into two kinds : formal equivalent and dynamic equivalent.

Formal equivalent focuses attention on the message in form. The message in the receptor language should match as closely as possible the different element in the source language.

Dynamic equivalent, or function equivalent follows the principle of equivalent effect, that is, the relationship between the receptor and the message should aim at being the same as that between the original receptor and the source language message. It attempts to render receptor's words from one language to another, and caters to the receptor's linguistic competence and cultural needs.

According to Koller (1979), there are five types of equivalents:

- ❖ Denotative equivalent: the SL and the TL words refer to the same thing in the real world. It is an equivalent of the extra linguistic content of a text.
- ❖ Connotative equivalent: This type of equivalent provides additional value and is achieved by the translator's choice of synonymous words or expression.
- ❖ Text-normative equivalent: the SL and the TL words are used in the same or similar context in their respective languages.

❖ Pragmatic equivalent: With readership orientation, the SL and TL text have the same effect on their respective readers.

❖ Formal equivalent: This type of equivalence produces an analogy of form in the translation by either exploiting formal possibilities of the TL, or creating new forms in TL.

Although equivalence translation is defined with different point of view of theorists, it is the same effective equivalence between SL and TL.

II. ESP

1. Definition of ESP

ESP is the abbreviation for English for Specific Purpose. It is defined in the other ways. Some people described ESP as simply being the teaching of English for any purpose that could be specified. Others, however, were more precise, describing it as the teaching of English used in academic studies or the teaching of English for vocational or professional purposes.

Jony Dudley- Evans, co-editor of the ESP Journal gives an extended definition of ESP in terms of “absolute” and “variable” characteristic.

Definition of ESP (Dudley-Evans, 1997):

1.1. Absolute characteristics

- ❖ ESP is defined to meet specific needs of the learners.
- ❖ ESP makes use of underlying methodology and activities of the discipline it serves.
- ❖ ESP is centered on the language appropriate to these activities in terms of grammar, lexis, register, study skills, discourse and genre.

1.2. Variable characteristics

- ❖ ESP may be related to or designed for specific disciplines.
- ❖ ESP may use in specific teaching situations, a different methodology from that of General English.

- ❖ ESP is likely to be designed for adult learners, either at a tertiary level institution or in a professional work situation. It could, however, be for learners at secondary school level.
- ❖ ESP is generally designed for intermediate or advanced students.
- ❖ Most ESP courses assume some basic knowledge of the language systems.

2. Types of ESP

David Carter (1983) identifies three types of ESP:

- ❖ English as a restricted language.
- ❖ English for Academic and Occupational Purposes.
- ❖ English with specific topics.

The language used by air traffic controllers or by waiters are examples of English as a restricted language. Mackay and Mountford (1978) clearly illustrate the difference between restricted language and language with this statement : “...the language of international air traffic control could be regarded as “special”, in the sense that the repertoire required by the controllers is strictly limited and can be accurately determined situationally, as might be the linguistic needs of a dining- room waiter or air-hostess”.

However, such restricted repertoires are not languages, just as a tourist phrase book is not grammar. Knowing a restricted “language” would not allow the speaker to communicate effectively in novel situation, or in contexts outside the vocational environment. (pp. 4-5)

The second type of ESP identified by Carter (1983) is English for Academic and Occupational Purpose. In the “Tree of ELT” (Hutchinson & Waters, 1987), ESP is broken down into three branches:

- ❖ English for Science and Technology (EST)
- ❖ English for Business and Economics (EBE)
- ❖ English for Social and Studies (ESS)

Each of these subject areas is further divided into two branches:

- English for Academic Purpose (EAP)
- English for Occupational Purpose (EOP).

An example of EOP for the EST branch is the EST branch is “English for Technicians” whereas an example of EAP for the EST branch is English for Medical Studies.

The third and final type of ESP identified by Carter (1983) is English with specific topics. Carter notes that it is only here where emphasis shifts from purpose to topic. This type of ESP is uniquely concerned with anticipated future English needs of for example, scientists requiring English for postgraduate reading studies, attending conferences or working in foreign institutions.

According to the types of ESP above, real estate lies in English for Business and Economics.

3. Terms in real estate business field

3.1. Definition of a term

Term is the variation of language in a specific condition (Peter Newmark). The central difficulty is translation is usually the new terminology. Even then, the main problem is likely to be that of some terms in the source text which are relatively context-free, and appear only one. If they are context-bound, you are more likely to understand them by gradually eliminating the less likely versions.

3.2. The characteristics of terms

There is distinction between technical and descriptive terms. The original SL writer may use a descriptive term for a technical object for three reasons:

- ❖ The object is new and has not yet got a name.
- ❖ The descriptive term is being used as a familiar alternative, to avoid repetition.
- ❖ The descriptive term is being used to make a contrast with another one.

Normally, you should translate technical and descriptive terms by their counterparts and in particular, resist the temptation of translating a

descriptive by a technical term for showing off your knowledge, there by sacrificing the linguistic force of the SL descriptive term. However, if the SL descriptive term is being used either because of the SL writer's ignorance or negligence, or because the appropriate technical term does not exist in the SL, and in particular if an object strange to the SL but not to the TL culture is being referred to, then you are justified in translating a descriptive by a technical term.

3.3. Terms in real-estate business

A term, or a terminology unit, is the name of a concept in a particular subject field.

“Terminology is the technical used in particular subject or words used with particular specific meaning”. *_Oxford advanced learner's dictionary_*

It may be a word, an expression, a symbol, a chemical or mathematical formula, an acronym and so on. A term in a specialized language is distinguished from a word in general language by its single-meaning relationship (call monosemy) with the specialized concept that it texts solving this concept (call lexicalization). Other indications that you are dealing with a term are its frequency of use and its relatively fixed contextual surroundings (its co-occurents).

According to structure, real-estate business term consists of following types:

- ❖ Single terms are those that consist of just one word. For example: agreement, bidder, contract, project
- ❖ Compound terms are terms consisting of two or more word, most of them are compound nouns. For example : bid invitation letter, payment terms, procuring entity
- ❖ Abbreviation : ITC (Instructions To consultants), LCS (Least-Cost Selection), ARM (Adjustable-Rate Mortgage)

CHAPTER II :

ENGLISH – VIETNAMESE REAL-ESTATE

BUSINESS TERMS

I. Overview of Real-estate business

Real-estate is a legal term that encompasses land along with improvement to the land, such as building, fences, wells and other site improvement that are fixed in location-immovable. Real-estate law is the body of regulations and legal codes which pertain to such matters under a particular jurisdiction and include things such as commercial and residential real property transactions. Real-estate is often considered synonymous with real property (sometimes called realty), in contrast with personal property.

_Wikipedia _

However, in some situations term “real –estate” refers to the land and fixtures together, as distinguished from “ real property”, referring to ownership of land appurtenances, including anything of a permanent nature such a structures, trees, minerals, and interest, benefits, and inherent rights thereof. Real property is typically considered to be immovable property. The terms real estate and real property are used primarily in common law, while civil law jurisdictions refer instead to immovable property.

II. The popular construction of English real estate business terms

The term that make up the language of real estate business are quite available and its word building are also based on different ways but the majority of real estate business terminologies are in single terms and compound terms. This study will provide some basic usage in the real estate business terms.

1. Single terms

Most single terms in real estate business field can be broken down into one or more word parts such as: prefixes, root, suffixes, and so on. Also, the single term is mostly formed by the help of prefixes and suffixes, and that any given term may contain one or all of these parts.

1.1. Single terms that acts as the root

Assets and property

Anything of monetary value owned by an individual, including real property, personal property, and enforceable claims against others (bank accounts, stocks, mutual funds, etc.). Translating into Vietnamese as “tài sản”. For example:

Source text: Be careful not to damage other people’s property.

Target text: Cần thận đừng làm hỏng tài sản của người khác.

Clearance

Stemming from the propositional meaning of “*clearance*” which is an act or the process of clearing, removing or getting rid of something, equivalent into Vietnamese as “*Giải tỏa*”. However, the suitable meaning of “*clearance*” in each context will depend on the compound terms of which it forms an important part. Let’s consider an example:

ST: Slum clearance

TT: Sự giải tỏa nhà ổ chuột

It is common knowledge that what the term means often depends on its association with certain collocates. Therefore, it is useful for translators at the first stage of translation to take account of collocational meaning rather than to substitute individual words with their dictionary equivalents.

Default

In Oxford Modern English Dictionary, “*Default*” is defined as failure to do something, especially to pay a debt or appear in court. In this field, this word has meaning “*Không trả được nợ*”. For example:

Source text: His *default* on his bank loan gives him the 2 years’ sentence.

Target text: Anh ta bị tổng giam 2 năm do *không trả được khoản vay* ngân hàng.

Contract

We can easily get “*hợp đồng*” in Vietnamese equivalent by dictionary and in this area; the meaning of word has no change in TL. Contract is any written instrument or electronic document that referred to agreement between two parties to perform work or provide goods, including agreement or order for the procurement of supplies or services.

For example:

Source text: The *contract* shall state clearly the total amount, or ceiling, or fees to be paid to the consultant.

(*Guidelines for the Employment of Consultants under JBIC ODA Loans: 17*)

Target text: *Hợp đồng* sẽ được công bố rõ tổng giá trị hợp đồng hoặc giá trần, chi phí phải trả cho bên tư vấn

Project

It is a noun that means “a set of proposals for implementing part or the whole of work to achieve a particular objective or requirement in a pre-defined period of time, based on specified sources of fund” (Procurement law), and its meaning “*dự án*” in Vietnamese equivalent. Translators had better to use original meaning of word rather than attempting to find other equivalent because it will lead to confusion in translation process.

For example:

Source text: In order to ensure the efficient and proper execution of the *project* as specifically required by the Loan Agreement, it is essential that consultant employed on *projects* financed by ODA Loans of the Bank clearly possess the necessary competence.

(*Guidelines for the Employment of Consultants under JBIC ODA Loans: 5*)

Target text: Để đảm bảo thực hiện *dự án* một cách hiệu quả và hợp lý như yêu cầu cụ thể trong Hiệp định vay vốn, điều chủ yếu là các công ty tư vấn được

tuyển dụng cho các dự án do Ngân hàng tài trợ phải có đủ khả năng chuyên môn cần thiết.

Bid

The word “*Bid*” in this field, it carries meanings which one is understood as same as the term “procurement” (đấu thầu), other one is “ the action of joining in procurement process”(dự thầu) TL.

For example:

Source text: If *bids* based on alternative designs, materials, completion schedules, payment terms, etc, are permitted, conditions for their acceptability and the method of their evaluation shall be expressly stated.

(*Guidelines for procurement under JBIC ODA Loans: 11*)

Target text: Nếu các hồ sơ dự thầu dựa trên cơ sở các thiết kế, nguyên vật liệu, tiến độ hoàn thành, các điều khoản thanh toán theo phwong án phụ...được cho phép, thì các điều kiện có thể chấp nhận hồ sơ dự thầu này và những phwong án đánh giá chúng sẽ phải được nêu rõ

1.2. Single terms are formed by the help of prefixes

There are many types of Real estate business prefixes, of which some typical prefixes are illustrated as follows:

Prefixes : “*sub*”, “*pre*”, “*re*”, “*non*”, “*un*”, *in*

a) Prefix “pre”

The word with the affix “*pre*” often bring themselves meaning of “*before*”, “*prior*” or “*tiền*”, “*trước*” in Vietnamese. For example:

Pre-approval

The word “*Approval*” is agreement; means “*sự tán đồng*”. The prefix “pre” creates the word “*Pre-approval*”, a commitment from a lender to loan a certain amount of money to a specified period of time, It gives the buyer advantage in competing to purchase real-estate or a home. Translating into Vietnamese is “*Được chấp thuận trước*”.

Pre-qualification

When adding the prefix “pre” creates the word “pre-qualification” is the process by which the amount of loan a prospective buyer will be eligible to borrow is determined, based on his or her income and expenses, which can be used to demonstrate the buyer’s financial capability to the seller. Its meaning into Vietnamese is “Xác nhận trước là đủ điều kiện”

b) Prefix “Re”

The word added prefix “Re” creates meaning “again” as equivalent into Vietnamese “lại”

For example:

Refinance

The word “*Finance*” means “*tài chính*”, when adding prefix “re” creates “*Refinance*” to obtain a new mortgage loan on a property already owned. Its equivalent into TL is “*Vay lại*”.

c) Prefix “Sub”

The word with affix “*Sub*” has meaning “*addition*” as equivalent “*dưới*” or “*phụ*”. For example:

Subdivision

“*Subdivision*” refers to a tract of property that is divided into streets and individual lots. Translating into Vietnamese is “*Phân lô*”

Subagent

Agent is an office that acts in business, its meaning in Vietnamese equivalent is “*đại diện, đại lý*”. Meaning of this word is changed when added prefix “sub”. With creating the word “*Subagent*” is a small agent, translating into TL is “*chi nhánh phụ*”

d) Prefix “Post”

The word added affix “*post*” have the opposite meaning with the affix “pre”, “sau”, “hậu” as following: “*Post-evaluation*” equivalent as “*đánh giá sau cùng*” or “*Post-qualification*” equivalent as “*hậu tuyển*”

e) Prefix “non”, “un”, “in”

The prefix “non”, “un” also has the same meaning like the prefix “in” and it is translated “không” in Vietnamese equivalent.

Here comes the list of some typical terms:

English terms	Vietnamese equivalents
Repayment	Trả nợ
Recording	Vào sổ
Remainder	Số dư
Reversion	Sự hoàn lại
Revolving	Chu chuyển tuần hoàn
Redemer	Sự chuộc lại
Pre-investment	Tiền đầu tư
Preliminary	Mở đầu, sơ bộ
Prepayment	Thanh toán trước hạn
Subagent	Chi nhánh phụ
Subdivision	Phân lô
Subcontracting	Hợp đồng phụ
Subsidized	Trợ cấp
Subcontractor	Nhà thầu phụ
Sub-borrower	Người vay lại
Non-business	Phi kinh doanh
Non-profit	Phi lợi nhuận
Unplanned	Không theo kế hoạch
Replacement	Tái định cư
Rebidding	Đấu thầu lại
Inadmissible	Không thể chấp nhận
Insufficient	Không đủ
Non-responsive	Không phù hợp
Non-recourse	Không hoàn trả
Non-eligible	Không hợp lệ

1.3. Single terms are formed by the help of suffixes

a) **Noun-forming suffixes: “er”, “or” that refer personal pronouns. For example**

Assessor

Verb “*Assess*” is action that evaluates the value of a property for taxation purposes. Its means “*giám định*”, when adding suffix “or” forms the word “*Assessor*” which is personal pronoun with Vietnamese equivalent “*giám định viên thuế*”

Assignor

Verb “*Assign*” means “*chuyển nhượng*”, when adding suffix “or” forms noun “*Assignor*” the one is one who makes an assignment or transfers of rights to another. Vietnamese equivalent is “*người chuyển nhượng*”

Realtor

The suffix “or” creates “*Realtor*” who is a real-estate professional holding active membership in a local real-estate board, it means “*nhà kinh doanh bất động sản*” in TL.

Bidder

Bidder is an organization or individual has eligibility in accordance with requirement of the Employer and participate in procurement activities. “*Nhà thầu*” is the closest Vietnamese equivalent.

For example:

Source text: If there has been no pre-qualification of bidders, the borrower shall determine whether the bidder whose bid has been evaluated the lowest has the capability and resources to carry out the contract concerned effectively.

(*Guidelines for procurement under JBIC ODA Loans: 19*)

Target text: Nếu không có sơ tuyển nhà thầu thì bên vay phải xác định xem nhà thầu có hồ sơ dự thầu được đánh giá là thấp nhất có khả năng và năng lực để thực hiện hợp đồng một cách hiệu quả.

Appraiser

Appraiser is an individual educated to estimate the value of real property and personal property. Translating into Vietnamese equivalent “*Định giá viên*”

Followings are the list of some typical examples:

English terms	Vietnamese equivalents
Debtor	Người mắc nợ
Buyer	Người mua
Investor	Nhà đầu tư
Broker/jobber/dealer	Người môi giới/buôn bán chứng khoán
Administrator	Người đại diện quản lý
Appraiser	Định giá viên
Creditor	Chủ nợ/bên cho vay
Executor	Người thừa hành/thi hành
Grantor	Người chuyển nhượng
Lender	Người cho vay
Owner	Chủ sở hữu
Assessor	Người định giá tài sản
Seller	Người bán
Recorder	Lục sự
Realtor	Nhà kinh doanh bất động sản
Stakeholder	Bên tham gia góp vốn
Offeree	Bên mời thầu
Tenderer	Người bỏ thầu
Engineer	Kỹ sư
Borrower	Bên vay
Shareholder	Cổ đông

b) Noun-forming suffixes : “tion”, “ent”, “y”

Payment

Payment is understood as the action of paying something or being paid something. Translating into Vietnamese as equivalent *thanh toán*. Let’s look at the examples in Oxford Modern English Dictionary where the word is translated :

Source text : We would be grateful for prompt *payment* of your account

Target text : Chúng tôi sẽ rất biết ơn nếu ngài *thanh toán* ngay các khoản tiền phải trả.

Assignment

Assignment is a general word for transfer. Neither the rights and duties under this contract nor the contract itself may be assigned by either party, iether in whole or in part, without the prior written approval of the other party. Its Vietnamese equivalent as *chuyển nhượng*. For example :

Source text : In principle, try to forbid *assingment* without the consent of both parties. (*International Trade Contract-Nguyễn Trọng Đản*)

Target text : Về nguyên tắc, ngăn cấm việc *chuyển nhượng* mà không có sự đồng ý của cả hai bên.

English	Vietnamese	Example
Currency	Tiền tệ lưu hành	Foreign Currency (ngoại tệ)
Redemption	Thanh toán hết nợ	Redemption of the government's debts (thanh toán hết nợ của chính phủ)
Inflation	Lạm phát	Inflation rate (tỉ lệ lạm phát)
Document	Chứng từ	Document against payment (Chứng từ giao khi thanh toán)
Taxation	Hệ thống thuế	Increase in taxation (tăng thuế)
Amortization	Thời gian trả dứt nợ/tiêu hủy nợ	Amortization schedule (lịch trả dứt nợ)
Transaction	Giao dịch	Purchase money transaction (chuyển giao tiền mua)
Assignment	Chuyển nhượng	
Maturity	Đáo hạn	

2/Compound terms

Real estate terms are majority in compound terms which are formed by joining two or more words together. It is important to be able to recognize how such compounds are formed in order to understand what they mean.

Below are the discussions how these Real estate compound nouns are formed:

2.1. Compound nouns

a) Noun + noun

Balloon mortgage

Balloon and mortgage are two nouns which combined to creating compound noun “*Balloon mortgage*” that unlike a traditional mortgage, a balloon mortgage leaves a balance remaining at the end of the loan term. At that time the borrower must pay the balance-called balloon payment-refance or convert to a traditional loan at current interest rates. Translating into Vietnamese as “*thế chấp ngắn hạn*” or “*thế chấp bong bóng*”

Bridge loan

Bridge loan also known as a swing loan or interim financing, a bridge loan is a short-term loan used until permanent financing is secured. Vietnamese equivalent is “*vốn vay bắc cầu*”.

English terms	Vietnamese equivalents
Barter agreement	Hợp đồng đổi lưu hàng hóa
Barter arrangement	Thỏa thuận đổi lưu hàng hóa
Barter system	Hệ thống kinh tế hàng đổi hàng
Barter trade	Mậu dịch hàng đổi hàng
Debit column	Cột ghi nợ
Debit note	Giấy nợ
Commercial bank	Ngân hàng Thương Mại
Deposit accounts	Tài khoản tiền gửi
Fiscal agent	Cơ quan quản lý tài khóa

Consumer credit	Tín dụng khách hàng
Fund management	Quản lý vốn
Inflation accounting	Hạch toán có tính đến lạm phát
Index number	Số liệu theo chỉ số
Money supply	Lượng tiền cung ứng
Investment income	Lãi đầu tư
Investment credit	Tín dụng đầu tư
Corporation ownership	Sở hữu công ty
Loan contract	Khế ước nợ
Conversion issue	Sự chuyển đổi
Brokerage functions	Chức năng môi giới
Finance market	Thị trường tài chính
Documentary credit	Tín dụng chứng từ
Registration tax	Thuế trước bạ
Refinance transaction	Giao dịch vay lại
Adjustment date	Ngày điều chỉnh
Eminent domain	Quyền trưng mua

b) Adjective + Noun

English terms	Vietnamese equivalents
Inflated prices	Gía lạm phát
Simple interest	Lãi đơn
Compound interest	Lãi kép
Accrued interest	Lãi cộng dồn
Back interest	Lãi chưa thanh toán
Fixed interest	Lãi cố định
Deferred interest	Lãi trả chậm
Graduated interest	Lãi lũy tiến
Outstanding interest	Dư lãi
Mutual fund	Quỹ tín thác tương hỗ
Accelerated redemption	Lấy tài sản thế chấp(sau khi trả hết nợ)

Affiliated companies	Báo cáo tài sản
Forward market	Thị trường giao dịch kì hạn
Initial capital	Vốn ban đầu
Real capital	Vốn bằng hiện vật
Dead capital	Vốn ứ đọng
Variable cost	Chi phí biến đổi
Fixed cost	Chi phí cố định
Retained earning	Chi phí tái định cư
Appraised value	Giá trị được định
Risk capital	Vốn có độ rủi ro cao
Sealed bid auction	Đấu giá kín
Geographical pricing	Định giá theo vị trí địa lý

c) Verb + Noun

English terms	Vietnamese equivalents
Reserve funds	Quỹ dự trữ
Exchange hall	Sở giao dịch
Exchange floor	Phòng giao dịch
Purchase decision	Quyết định mua

2.2. Common Real- estate business Abbreviations

APR

The total cost of credit, including one-time fees, is known as the annual percentage rate of a loan. It can be considered the effective, or true, annual interest rate for a borrower and is used to standardize how rate are expressed and to compare loan options. *APR* is abbreviated by “*Annual Percentage Rate*” has Vietnamese equivalent “*tỉ suất tín dụng hàng năm*”.

ARM

A mortgage with interest rates that may fluctuate based on market conditions; the lender is permitted to adjust the mortgage’s interest rate periodically, though most ARM’s are limited in the amount that the interest rates can vary.

The full form is “*Adjustable-rate mortgage*” as Vietnamese equivalent “*khế ước cầm cố có lãi suất điều chỉnh*”

RESPA

Abbreviation for the *Real Estate Settlement Procedures Acts*, which is a federal law that requires lenders to provide information on estimated settlement costs, is consumer protection law that requires certain disclosures of lenders to consumers relative to mortgage loans. Vietnamese equivalent as “*Luật về thủ tục kết thúc địa ốc*”.

Followings are list of abbreviations:

Abbreviation	Full form	Vietnamese
ECOA	Equal Credit Opportunity Act	Luật Công Bằng Cơ Hội Tín Dụng
GNMA	Government National Mortgage Association	Hiệp Hội Thế Chấp Quốc Gia
HECM	Home Equity Conversion Mortgage	Thế Chấp Đảo Ngược Theo Giá Trị Nhà
LTV	Loan-To-Value	Tỉ Lệ Vay-Trị Giá
P.M.I	Private Mortgage Insurance	Bảo Hiểm Thế Chấp Tư Nhân
ARM	Adjustable-Rate Mortgage	Khế Ước Cầm Cố Có Lãi Suất Điều Chỉnh
CRV	Certificate of Reasonable Value	Chứng Chỉ Giá Trị Hợp Lý
COFI	Cost of Funds Index	Chỉ Số Vay Vốn
FCRA	Fair Credit Reporting Act	Luật Báo Cáo Tín Dụng Trung Thực
FHA	Federal Housing Administration	Cơ Quan Quản Lý Nhà Liên Bang
MI	Mortgage Insurance	Bảo Hiểm Thế Chấp
MIP	Mortgage Insurance Premium	Phí Bảo Hiểm Thế Chấp
PITI	Principal, Interest, Taxes, and Insurance	Tiền gốc, Lãi, Thuế và Bảo Hiểm
RESPA	Real Estate Settlement Procedures Act	Luật Về Thủ Tục Kết Thúc Địa Ốc
VA	Veterans Administration	Cơ Quan Quản Trị Cựu Chiến Binh
BEA	Break-Even Analysis	Phân Tích Hòa Vốn
BEP	Break-Even Point	Điểm Hòa Vốn
ENP	Expected Net Profit	Lợi Nhuận Ròng Dự Tính

ROA	Return On Total Assets	Tỷ Số Lợi Nhuận Ròng Trên Tài Sản
ROI	Return On Investment	Lợi Nhuận Trên Vốn Đầu Tư
RPM	Resale Price Maintenance	Án Định Giá Bán Lại
VAT	Value Added Tax	Thuế Giá Trị Gia Tăng
ERM	Exchange Rate Mechanism	Tỉ Giá Hối Đoái
ICB	International Competitive Bidding	Đấu thầu cạnh tranh Quốc tế

It can be denied that the central difficulty in translation is the terminology; therefore, in order to translate terms in a text which you are not an expert in its technology or topic you have to understand that text and temporarily know the vocabularies it uses. I suggest that whenever there is a term in a document which you have never met, you not only look it up in a good dictionary but also do not hesitate to ring relevant persons or firms and ask for its information because of a good understanding of terminology will result in better translation.

III. Translation techniques of English-Vietnamese Real-estate business terms

1. Shift or transportation translation

This is the translation procedure reflects the grammatical change that occurs in translation from SL to TL. It is one of the most popular strategies applied of the compound term. Transposition is translation procedure involving a change in the grammar from SL to TL, including automatic translation and rank-shift translation.

One type, the change in the word order is named “**Automatic translation**” and offers translators no choice. For example:

English term	Vietnamese equivalent
Amortization schedule	Lịch trả dứt nợ

“*Amortization*” is the process of payment of a debt of mortgage loan over time by installments. Its equivalent in Vietnamese is “*Sự trả dứt nợ*”.

“*Schedule*” is period of time carried out a plan or a job. When translating into the TL, it means “*kế hoạch, lịch*”.

“*Amortization schedule*” is a timetable for repayment of a debt or mortgage loan, showing the amount of each payment, what portion is applied to interest

and principal and the remaining balance. Its equivalent in Vietnamese is “*Lịch trả dứt nợ*”. When translating this compound noun, you can see the position of two nouns is changed contrast with SL.

English term	Vietnamese equivalent
<u>Alienation clause</u>	<u>Điều khoản chuyển nhượng</u>
N N	N V

“*Alienation*” is the act of transferring property to another, either voluntarily or involuntarily. “*Alienation clause*” is the clause in a mortgage or deep of trust which asserts the lender’s option to require that the balance of the secured debt becomes immediately due and payable if the property is sold by the borrower. As you can see, these are two nouns but when translating into TL; “*Alienation*”, a noun in English shifts a verb “*chuyển nhượng*” in Vietnamese. The other term “*Alienation clause*” is known as “*điều khoản chuyển nhượng*” in Vietnamese. There is also a change in the order of these words, in English the word “*Alienation*” stand before the noun “*Clause*”, however, when it is translated into Vietnamese, the word “*Alienation*” comes after the noun.

Looking at these terms, it is realizable that automatic shift is applied in translating flexibly, and all words in these terms are naturally converted from English into Vietnamese without adding any expression. Thank for automatic shift technique application, translators can feel more simple and unconfused when dealing with some redundants or additional words during the translation process of these terms. The following examples are also translated with the application of this technique.

English terms	Vietnamese equivalents
Amortization schedule	Lịch trả dứt nợ
Adjustment date	Ngày điều chỉnh
Appraised value	Giá trị được định
Economic bubble	Bong bóng kinh tế
Profit margin	Biên lợi nhuận
Repayment term	Kì hạn thanh toán nợ
Acceptable price range	Hạn mức giá có thể chấp nhận được

Short-run average cost	Chi phí trung bình trong ngắn hạn
Bond market	Thị trường trái phiếu
Bridge loan	Cho vay bắc cầu
Common areas	Khu vực chung
Community property	Tài sản chung
Condominium hotel	Khách sạn chung cư
Construction loan	Khoản cho vay kiến thiết
Industrial investment	Đầu tư công nghiệp
Private investment	Đầu tư tư nhân
Competition power	Khả năng cạnh tranh
Capital market	Thị trường vốn
Finance market	Thị trường tài chính

The other case of “Shift translation” called “Rank-shift translation”, also involves the change in the grammar from SL to TL.

English term	Vietnamese equivalent
<u>Competition power</u>	Khả năng <u>cạnh tranh</u>
N	V

“*Competition power*” refers to ability and chance of companies or organizations compete on the market. This compound noun means “*Khả năng cạnh tranh*” in TL. Obviously, “competition” is a noun in English. Its equivalent in Vietnamese is noun, too: “*Sự cạnh tranh*”. However, in this case translation applied Shift and transposition procedure to translate and its equivalent in Vietnamese becomes a verb: “*Cạnh tranh*”. It means that after the translation process, product is changed in terms of part of speech (from N to V) because of the Shift between term in SL and TL.

Therefore, by a change in the grammar of the word from SL to TL, translator can make his work become more sufficient and standard.

English terms	Vietnamese equivalents
Cash-out refinance	Tái thế chấp vay không tiền mặt
Closing costs	Chi phí để kết thúc
Fixed-rate mortgage	Thế chấp có mức lãi cố định
Ability to pay principle	Nguyên tắc người có khả năng (nộp thuế)
Debt convertible bond	Trái khoán có thể chuyển đổi thành nợ
Forward contract	Hợp đồng mua bán có kì hạn
Exchange cross rate	Tỷ giá hối đoái chéo
Markup pricing	Định giá cộng lời vào chi phí
Alternative close	Kết thúc bằng lựa chọn

2. Translation by paraphrase using related words

English term	Vietnamese equivalent
Non-price competition	Cạnh tranh phi giá cả

This technique tends to be used when the concept expressed by the source item is lexicalized in the target language but in a different form, and when the frequency with which a certain form is used in the source text is significantly higher than would be natural in TL. SL “*non-price competition*”, for instance, is known as “*cạnh tranh phi giá cả*” in TL. Taking translated on of the word “*non-price*”, it can be seen that the prefix “non” indicate negative meaning, and it is known as “*không*” in Vietnamese. In contrast, this real estate term is not translated as “*cạnh tranh không giá cả*”. Hence the word “*non-price*” in English is lexicalized when it is transferred into Vietnamese. If this term is transferred word by word from English into Vietnamese, translation result may be more redundant. In order to avoid poor translation, related words are used in transference in case of this term.

This strategy can also be used when translating an English word or concept that exists in Vietnamese.

English terms	Vietnamese equivalents
Balloon payment	Thanh toán chót nợ
Currency swap	Thỏa thuận hợp đồng thay đổi ngoại tệ
Accounting policies	Hợp đồng hạch toán
Financial statements	Bản kê khai tài chính
Brokerage functions	Chức năng môi giới chứng khoán
Biweekly mortgage	Thế chấp trả hai tuần một lần

3. Translation by paraphrase using unrelated word

If the concept expressed by the source item is not lexicalized at all in the TL, the paraphrase might be based on modifying a super or simply on unpacking the meaning of the source item, particularly if the item in the question is semantically complex. For example, SL “*securities market*” into TL is “*thị trường an ninh*” but in this case, it is “*thị trường chứng khoán*”. It is clear that this term is translated by using unrelated work based on unpacking the meaning of the source item.

The following is the list of Real estate business terms which are translated into Vietnamese by this Strategy.

English terms	Vietnamese equivalents
Deed-in-lieu	Chứng thư ngăn ngừa tịch biên
Due –on-sale provision	Điều khoản quy định lúc bán
Lock-in period	Thời gian khóa thế chấp
Lock-in	Thế chấp khóa lãi suất(có thời hạn)
Cooperative	Gia cư hợp tác
Deed of trust	Chứng thư ủy thác
Default	Không trả được nợ
Easement	Quyền địa dịch
Examination of title	Báo cáo kiểm tra chủ quyền

Fair market value	Giá trị thực sự
Fee simple	Chủ quyền tuyệt đối
Multidwelling units	Đơn vị cư trú nhiều gia đình
No cash-out refinance	Cho vay lại không đưa tiền mặt
Notice of default	Thông báo trễ nợ
Futures & options exchange	Thị trường tự chọn và trao đổi chứng khoán
Going-rate pricing	Định giá theo thị trường
Blue-chip investment	Cổ phiếu thượng hạng(không rủi ro)

4. Translation of abbreviations by using loan word

An abbreviation is a shortened form of a word or phrase. It consists of a letter or group of letters taken from the word or phrase. This strategy is particularly common in dealing with culture-specific items, modern concept and buzzwords. Using loan word loan word is dramatically strong method applied for the word which have foreign origin or have no equivalent in TL. Taking following example:

It can be that following the loan words with an explanation is very useful when the word in question is repeated several times in the text. Once explained, the loan words can be used on its own; the reader can understand it and is not distracted by further lengthy explanation. For example:

PUD (Planned Unit Development)	Sự Phát Triển Quy Hoạch
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This is a multi-unit property or subdivision that includes common property that is owned and maintained by a homeowners' association, for the use of the individual owners.

ODA (Official Development Assistant)	Hỗ trợ phát triển chính thức
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Eg:

Source text: “The Bank requires that consultants, as well as borrowers, under contracts funded with ODA Loans of the Bank and other Japanese ODA, observe the highest standard of ethics during the procurement and execution of such contracts”.

(*Guidelines for the Employment of consultants under JBIC ODA Loans: 28*)

Target text: Ngân hàng yêu cầu bên tư vấn cũng như bên vay theo các hợp đồng được Ngân Hàng tài trợ vốn ODA hoặc các vốn ODA khác của Nhật Bản, phải tuân thủ chuẩn mực tối đa các nguyên tắc về đạo đức trong quá trình đấu thầu và thực hiện hợp đồng.

In the above example, “ODA” is abbreviated in both ST and TT. If a repetitive term is in a text using initialism of this term will more convenient and faster for translators. However, it is not easy to distinguish what it is or what it means if the readers have not any knowledge of specific field. In this case, ODA is the group of initial letter of compound word “Official Development Assistant” which is translated into Vietnamese as “Hỗ trợ phát triển chính thức”.

English terms	Vietnamese equivalents
SAC(Short-run Average Cost)	Chi phí trung bình trong ngắn hạn
AML(Adjustable Mortgage Loans)	Tiền vay thế chấp có điều chỉnh
APPLE Loan(Accelerating Payoff Progressive Equity Loan)	Vốn vay lũy tiến trả từng phần
ROE(Return On Equity)	Lợi nhuận trên vốn chủ sở hữu
IPO(Initial Public Offering)	Phát hành cổ phiếu ra công chúng lần đầu
CPD(Commercial Paper Discounting)	Chiết khấu thương phiếu
EPC(Engineering Procuring Construction)	Thiết kế, cung cấp vật tư thiết bị và xây lắp
GCC(General Conditions of Contract)	Điều kiện chung của hợp đồng
FBS(Selection under a Fixed Budget)	Tuyển chọn tư vấn theo một ngân sách cố định

LCS(Least-Cost Section)	Tuyển chọn tư vấn có chi phí thấp nhất
NGO(Non-Government Organization)	Tổ chức phi chính phủ
QBS(Quality-Based Selection)	Tuyển chọn tư vấn trên cơ sở chất lượng
QCBS(Quality and Cost Based System)	Tuyển chọn tư vấn trên cơ sở chất lượng và chi phí
SCC(Special Conditions of Contract)	Điều kiện cụ thể của hợp đồng
L/C(Letter of Credit)	Tín dụng thư

5. Literal translation

To translate a word or an expression word for word, it means word-for-word translation that is the one where is the one where the resulting TL text is grammatically correct and idiomatic and where the translator has not needed to make any changes other than those that are obviously required by the TL grammar itself. For example:

English term	Vietnamese equivalent
Net worth	Giá trị ròng

Net worth is the total value of all an individual's assets, minus all liabilities or debts. The first prominent feature if this term is that its meaning directly transferred from English unto Vietnamese. In SL, Net worth is a compound noun which is created from the combination of two nouns Net and Worth. We can see that TL is grammatically correct and translator doesn't need to make any changes other than those that are obviously required added into transference product in TL. In other words, Vietnamese equivalent used the same expression to translate this term. Because of this feature, we call this strategy as Literal translation.

English terms	Vietnamese equivalents
Line of credit	Hạn mức tín dụng
Liquid asset	Tài sản lưu động
Net worth	Giá trị ròng
Acceleration clause	Điều khoản tăng tốc độ trả
Assessed value	Giá để chịu thuế
Comparable sales	Giá có thể so sánh được
Escrow account	Tài khoản bảo chứng
Escrow analysis	Phân tích bảo chứng
Legal description	Bản mô tả pháp lý
Liability insurance	Bảo hiểm trách nhiệm
Mortgage banker	Ngân hàng thế chấp
Mortgage insurance	Bảo hiểm thế chấp
Partial payment	Trả một phần
Payment change date	Ngày thay đổi khoản tiền trả
Periodic rate cap	Mức tối đa khoản trả định kì
Personal property	Tài sản cá nhân
Promissory note	Giấy cam kết thanh toán nợ
Purchase agreement	Hợp đồng mua bán
Purchase money transaction	Chuyển giao tiền mua
Rate lock	Khóa lãi suất
Real estate agent	Đại diện địa ốc
Rent loss insurance	Bảo hiểm thiệt hại tiền thuê
Replacement reserve fund	Quỹ dự trữ để thay thế

The terms above are added to new meanings to reflect new concepts. Their rules are based on the nearest connection about any aspects. These notions used in Vietnam and Vietnamese provide new meaning for equivalent words with the same rule.

6. Translation by addition

Addition is the translation in which additional information is supplied in a TL on order to help the readers understand it exactly. For example the term “*Mail questionnaire*” can be translated into “*Bảng câu hỏi gửi thư*”, but if it is translated as “*Phương pháp điều tra bằng câu hỏi gửi thư*”. It will be more clearly, and the readers will be able to understand it more deeply when meeting it in Real estate document.

The following is the collection of Real estate business terms which are translated by this strategy:

English terms	Vietnamese equivalents
Economic environment	Yếu tố môi trường kinh tế
Location pricing	Định giá theo vị trí và không gian mua
Political legal environment	Yếu tố môi trường chính trị pháp lý
Title company	Công ty xác minh quyền sở hữu
Creditor account	Tài khoản thanh toán với người mua
Checkable deposits	Các khoản kí thác tại ngân hàng
Luxury tax	Thuế đánh vào hàng xa xỉ
Differential tariff	Thuế quan phân biệt đối xử

CHAPTER III:

FINDINGS AND DISCUSSIONS

1. Difficulties in translation of English-Vietnamese Real-estate business terms.

Translation is evaluated as a field which requires learners and researchers not only study hard but also try their best to improve knowledge in every sector in daily life. Especially, translations of a specialist field like Real-estate business will be much more difficult and complicated. The followings are some problems I have in the process of translation from English into Vietnamese.

The first difficulty is the lack of knowledge about mother tongue language related to Real-estate business. This is a very critical background for translating effectively but it seems to be that nobody focuses on improving their mother tongue language knowledge. It explains why most of translators find it easier for them to translate from Vietnamese to English than reverse direction. Translator cannot find a suitable word in mother tongue language to apply in their translation document despite of their understanding that document very well. For instance “*Repositioning*” can be translated as “*định vị lại*” but it will be much better if we translate as “*tái định vị*”.

The popular thinking is that Vietnamese people are supposed to be the best at Vietnamese, so translators just focus on improving their knowledge of English. The fact proved that it is a completely wrong thinking.

The second difficulty is that the translator does not understand deeply about Real-estate business field. Therefore, they cannot translate Real-estate business terms in different contexts precisely or sometimes, they translate it well but they don not understand it well and the reader might ask them for the term’s explanation, they will not able to answer.

The third difficulty is the scope of Real-estate business. The scope of real-estate business is large, having many terms in this field so the translator can not cover all terms in this field. So, in this research the translator focus on the form of structure of terms and some translation techniques applied when translate the English-Vietnamese terms in Real-estate business.

2. Suggested solutions for Real-estate business translation

In the process of studying, I myself have to face up with the above difficulties and the followings are some suggestions for those problems.

First of all, the translator should spend time on improving their mother tongue language in Real-estate business terms. There are many methods to do that; we can read books, newspapers, magazines related to Real-estate business. By doing that , we can not only collect many Vietnamese real-estate business terms, their meaning ,their using but also understand more and more about real-estate business in Vietnamese and in the world. Therefore, we will be able to translate Real-estate business documents not only precisely but also smoothly and easy to understand.

Secondly, besides the theoretical background knowledge, translator must have experiences of translation. The experiences must be collected from the fact. There will be not any good translation if translator does not know what he is translating. Therefore, in order to achieve the aim of having good translation of Real-estate business, translator is required to have deep studies on those terms as well as the translation for them.

Finally, translator should buy some Real-estate business dictionaries so that we not only can look up for new words but also improve our Real-estate business vocabulary understanding.

Through the chapter II, –Into Real estate business terms and their equivalent study on the popular construction of Real estate business terms and specially the popular strategies applied in translating Real estate business terms, we find that different translation procedures are employed to translate technical

terms in Real estate business field, such as : Shift or transposition translation, translation by paraphrase using related word, translation by paraphrase using unrelated word, translation by using loan word loan word plus explanation, literal translation and translation by addition.

Among them, we should pay attention to translation by using loan word or loan word plus explanation because during translating Real estate business documents from English into Vietnamese, we often face the words which have foreign origin or have no equivalent in TL or are popularly used in international transactions. In this case when translating we often use them as a loan word in Vietnamese.

For example:

SWOT analysis is the most important step in process of analyzing your competitors.

SL	TL
SWOT analysis : strength, weakness, opportunities, threats	Phân tích điểm mạnh, điểm yếu, các cơ hội và các mối đe dọa của đối thủ cạnh tranh.

PART III: CONCLUSION

I. Major findings

It can not deny that today English is the most widely spoken language in the world, and English has acquired the largest vocabulary of the world's language. The important role of English is illustrated in all fields such as politics, science, economy, culture, and so on. Therefore, translation of terms in ESP plays an important role, especially in the age of globalization.

Being aware of the importance of translation in specific field, I made up my mind on “A study on the English-Vietnamese terms in Real estate business” including three parts in this graduation paper.

In part I Introduction, the reason, aims, scope, methods and design of the study are present.

Part II is local point with three chapters. Chapter I is theoretical background providing the readers general view of translation, and some knowledge about ESP for each student know deeper terms. In chapter II, the readers can know a lot of real estate business terms and some techniques applied in translation are effective to translate terms in real estate business. To classify the terms follow to each of technique of translation is caused difficulties to me. But this thing really helped me know more about structure of word and techniques of them. Next, chapter III is Finding and Implication, the writer found some difficulties which translator usually mention in the translation process. Therefore, the writer gave some effective suggestions to overcome these problems.

And Part III is Conclusion to summarize the study.

I hope that this study can help readers and learners, especially those who study in business field related to real estate business terms.

II. Implication for ELT and Learning

English Language Teaching and Learning context in Vietnam show that the demand for English is very great. This is clearly seen in the multitude of

institutions and centers that offer English courses as well as in the great number of learners who go to English classes.

The learners may study English for a variety of reasons but they all do so because they want to or need to. For some students, the motivation may be in the form of integrative motivation because they wish to integrate themselves into the culture of an English-speaking country like Britain, Canada, or Australia. For others, the motivation is instrumental in the sense that the mastery of the English language is seen as an instrument that can bring them a better job or position. With all these reasons which became motivation helping learners study well and gain necessary skills in English.

As you know, English is more and more popular in every fields of social life. Especially, English in Business field plays an important role in economy.

It is a common knowledge that, real-estate is a kind of business developing long time in the world, but it is a new field for Viet Nam. Together with securities market, land & housing market has made the Vietnam's economy hotter than ever before. Housing and land have today caused much concern of many people. The day by day accommodation is of a great demand. So, my research paper in Real-estate business that helps learners having vocabularies in this field which can be taught as a matter of translation for English majors, as ESP for Finance & Banking Colleges and Universities, as ESP for students of Business Administration Department.

III. Suggestion for further study

In the time to come Vietnam will further integrate into the world economy and culture. Real-estate business therefore will become more and more important and interpretation concerning Real-estate business field is more interesting. This progress requires translation of high quality. Thus, more study should be carried out so that translating Real-estate business documents will become easier. These studies should touch upon translation

from different perspectives, especially the impacts of the translations on their readers because it is the readers that are the final and most important assessors of translations.

In conclusion, I would like to contribute to the study of English-Vietnamese translations in Universities and on the media this thesis.

In my opinion, it can be considered a companion of all people who are seeking to improve their English-Vietnamese translation skills as well as the quality of their translations. Hopefully, readers of this thesis can find it useful in their future work and study or at least see it as a reference worth looking at. Due to limitation of time and reference sources as well as the author's ability, all aspects of Real-estate business cannot be touched. The author hopes that she would go further with her research on other subjects of translation such as:

- An English –Vietnamese translation on landing market
- An English- Vietnamese translation on housing market
- An English-Vietnamese translation on securities market

There are certainly weaknesses in this research paper, constructive comments, suggestions & recommendations are most welcomed.

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APPENDIX OF EQUIVALENTS

English terms	Vietnamese equivalents
Rate lock	Khóa lãi suất
Right of first refusal	Quyền ưu tiên mua
Adverse Possession	Sở hữu đối nghịch
Bankruptcy	Phá sản, vỡ nợ
Collateral	Vật thế chấp
Common areas	Khu vực chung
Credit repository	Tổ chức thu thập hồ sơ tín dụng
Delinquency	Đề nợ quá hạn
Eminent domain	Quyền trưng mua
Examination of title	Báo cáo kiểm tra chủ quyền
Fee simple estate	Bất động sản quyền tuyệt đối
Firm commitment	Cam kết chắc chắn
Home equity line of credit	Mức tín dụng theo trị giá nhà
Leasehold estate	Bất động sản cho thuê
Codominium	Nhà chung cư
Condominium hotel	Khách sạn chung cư
Contingency	Điều khoản dự phòng
Depreciation	Giảm giá, khấu hao
Equity	Trị giá tài sản
Loan servicing	Nghiệp vụ cho vay
Lock-in period	Thời gian khóa lãi suất
Refinance transaction	Giao dịch tái đầu tư
Survey	Trắc địa
Commercial paper discounting	Chiết khấu thương phiếu
Interest rate ceiling	Lãi suất trần

Bid discounts	Giảm giá dự thầu
Bid closing	Đóng thầu
Bidding documents	Hồ sơ mời thầu
Disbursement	Giải ngân
Cost estimate	Ước tính chi phí
Funding source	Nguồn vốn
Mezzanine Financing	Tài trợ tổng hợp
Settlement of disputes	Giải quyết tranh chấp
Reimbursable	Có thể hoàn trả
Eligible bidder	Nhà thầu hợp lệ
National procurement network	Hệ thống mạng đấu thầu quốc gia
Contract standard	Quy chuẩn hợp đồng
Open tender	Đấu thầu rộng rãi
Evaluated price	Giá dự tính
Time-based contract	Hợp đồng tính theo thời gian
Tax-free	Miễn thuế
Ownership and disposal of equipments	Quyền sở hữu và xử lý các thiết bị
Liability of the central bank	Trách nhiệm thanh toán của NHTW
Bank draft	Hối phiếu ngân hàng
Fiscal agent	Cơ quan quản lý tài khóa
Consumer credit	Tín dụng khách hàng
Demand-pull inflation	Lạm phát do chi phí đẩy
No-cost loan	Khoản vay không phí
Sale-leaseback	Bán-thuê lại
Secondary market	Thị trường thứ cấp