

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

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**HẢI PHÒNG - 2010**

**HAIPHONG PRIVATE UNIVERSITY  
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**GRADUATION PAPER**

**A STUDY ON ENGLISH TERMS RELATED TO  
INVESTMENT DOCUMENTS AND VIETNAMESE  
EQUIVALENCE**

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**HAI PHONG - 2010**

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

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**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

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Họ và tên:.....

Học hàm, học vị:.....

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Họ và tên:.....

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Cơ quan công tác:.....

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*

**HIỆU TRƯỞNG**

**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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**2. Đánh giá chất lượng của khóa luận (so với nội dung yêu cầu đã đề ra trong nhiệm vụ Đ.T. T.N trên các mặt lý luận, thực tiễn, tính toán số liệu...):**

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**3. Cho điểm của cán bộ hướng dẫn (ghi bằng cả số và chữ):**

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*Hải Phòng, ngày ..... tháng ..... năm 2010*

**Cán bộ hướng dẫn**  
*(họ tên và chữ ký)*

**NHẬN XÉT ĐÁNH GIÁ**  
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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 :  
*(Điểm ghi bằng số và chữ)*

Ngày..... tháng..... năm 2010

**Người chấm phản biện**

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Student

*Luu Thi Thuy Duong*

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# ABBREVIATIONS

Adj	Adjective
ESP	English for Specific Purposes
N	Noun
SL	Source language
ST	Source text
TL	Target language
TT	Target text
V	Verb

# Part I: INTRODUCTION

## 1. Rationale of the study

English nowadays is such a common language and it is learned and used everywhere. English is considered the first language at 28 countries and the second language at many others such as Singapore, India, Canada, Ireland, and so on. Furthermore, English becomes an international language which is used worldwide in many fields like Internet, Business, Education, Communication, Economy, and so on. When you look at the number of people who speak English and what English is used for, you can realize the importance of English in life.

Nowadays, Viet Nam economy is developing and opening for all the companies, factories, corporations and businesses in the world to invest in it. Therefore, teaching and learning English is quite necessary; especially, *English in Investment field* because this is the important field in Vietnam economy. *Investment* is a new field in Viet Nam integration process of the globalization. However, people working in Investment field do not have high standard in English. Thus, a number of Vietnamese learners get trouble in translating *Investment terms*, I myself often become confused with terminologies in this field whenever I meet them. Hence, it is very necessary for me to acquire certain accumulation of linguistic and cultural knowledge in both native language and foreign languages. Moreover, I am also interested in translation skills, especially in translation of *Investment terms*. That is the reason why I decide to carry out this research. More importantly, studying this theme offers me a chance to have thorough understanding about English specific purpose as well as improve knowledge about Investment field.

## 2. Aims of the study

I carry out the study on English terms related to Investment documents to figure out an overview on translation and translation strategies in general and translation of Investment terms in particular.

In details, the study is aimed at:

- Understanding thoroughly translation theory and translation of English specific purpose
- Collecting and presenting common English terms relating to Investment Documents and their Vietnamese equivalents

- Giving some suggestions to readers who pay attention to translation skill and Investment field

I hope that this study can help readers to understand about translation strategies in general and translation of Investment terms in particular, help them translate it effectively.

### **3. Scope of the study**

The terms used in Investment field would require a great amount of effort and time to study. However, due to limitation of time and my knowledge, my study could not cover all the aspect of this theme. I only focus the study on translation and translation strategies in general, and *translation of English terms relating to Investment documents*. But hopefully these will partly help readers have the general knowledge and understanding about these terms which are used in Investment field.

### **4. Method of the study**

To carry out and complete successfully this research, I used the following methods:

- ❖ Reading translation books to understand theoretical background.
- ❖ Asking my supervisors, teachers and friends
- ❖ Collecting documents and information related to Investment field from Internet, TV, references books, newspapers, Dictionary and so on.

### **5. Design of the study**

My graduation paper includes three main parts:

- **Part I**, INTRODUCTION includes reason of the study, aims of the study, scope of the study, method of the study, design of the study.
- **Part II**, DEVELOPMENT is the main part of the research paper and it is divided into 3 chapters:

*Chapter I* is THEORETICAL BACKGROUND providing the definition, type and strategies of translation in general and ESP translation in general and ESP in Investment terms.

*Chapter II* is AN INVESTIGATION OF ENGLISH TERMS RELATING TO INVESTMENT DOCUMENTS AND VIETNAMESE EQUIVALENCE

*Chapter III* is the MAIN FINDING of my research.

- **Part III** is CONCLUSION with the summary of what has been given in the previous parts and Reference.

## **Part II: DEVELOPMENT**

### **Chapter I: THEORETICAL BACKGROUND**

#### **1. Translation theory**

##### **1.1 Definitions of translation:**

There are many definitions of translation all over the world. Following is some typical definitions :

The first definition is “*Translation* is the replacement of textual material in one language by equivalent textual material in another language”

\_Catford (1965: 20)\_

Very much similar to this definition is “*Translation* is made possible by an equivalent of thought that lies behind its different verbal expressions”

\_Savory (1968: 37)\_

Next, the process of translating as follows.

“*Translating* consists of reproducing in the receptor language the closest natural equivalent of the source language message, first in terms of meaning and secondly in terms of style.”

\_Nida and Taber (1959: 19)\_

In *Translation: Applications and Research*, defines translation as:

“The general term referring to the transfer of thoughts and ideas from one language (source) to another (target), whether the languages are in written or oral form; whether the languages have established orthographies or do not have such standardization or whether one or both languages is based on signs, as with sign languages of the deaf”

\_ Brislin (1976: 1)\_

Identical with the above definition is "**Translation** is a process of finding a TL equivalent for an SL utterance"

\_ Pinhhuck (1977: 38)\_

In 1980, McGuire defined translation as “**Translation** involves the rendering of a source language (SL) text into the target language (TL) so as to ensure that the surface meaning of the two will be approximately similar and the structure of the SL will be preserved as closely as possible, but not so closely that the TL structure will be seriously distorted”

\_McGuire (1980: 2)\_

Some scholars defined translation as an art / craft:

“**Translation** is a craft consisting in the attempt to replace a written message and/or statement in one language by the same message and/or statement in another language”

\_Newmark (1981: 7)\_

Wills defines translation more or less similarly as follows.

“**Translation** is a transfer process which aims at the transformation of a written SL text into an optimally equivalent TL text, and which requires the syntactic, the semantic and the pragmatic understanding and analytical processing of the SL”

\_Wills in Noss (1982: 3)\_

According to Bell:

“**Translation** is the transformation of a text originally in one language into an equivalent text in a different language retaining, as far as possible, the content of the message and the formal features and functional roles of the original text”

\_Bell (1991: xv)\_

“**Translation**, as process of conveying messages across the linguistic and cultural barriers, is an eminently communicative activity, one whose use could be well considered in a wider range of teaching situation than may currently be the case”

\_Tudor, cited in Duff (1989: 5)\_

Although these definitions are different in expression, they share common features about finding the closest equivalence in meaning by the choice of appropriate target language's lexical and grammatical structures, communication situation, and cultural context. Some sort of movement from one language to another depends on translation types that will be shown in the next part.

## 1.2 Translation types:

There are some translation types as following:

<u>SL Emphasis</u>	<u>TL Emphasis</u>
<i>Word-for-word translation</i>	<i>Adaptation</i>
<i>Literal translation</i>	<i>Free translation</i>
<i>Faithful translation</i>	<i>Idiomatic translation</i>
<i>Semantic translation</i>	<i>Communicative translation</i>

**a) Word-for-word translation:** In which the SL word order is preserved and the words translated singly by their most common meanings. Cultural words are translated literally. The main use of this method is either to understand the mechanics of the source language or to construe a difficult text as pre-translation process

Example: This house was built by my grandfather.

*Căn nhà này được xây bởi ông nội tui*

**b) Literal translation:** This is a broader form of translation, each SL word has a corresponding TL word, but their primary meaning may differ. The SL grammatical forms are converted to their nearest target language equivalents. However, the lexical words are again translated out of context. Literal translation is considered the basic translation step, both in communication and semantic translation, in that translation starts from there. As pre-translation process, it indicates problems to be solved.

Example: My sister put all her whole savings to buy this car

*Chị gởi tui đó dựng toàn bộ số tiền tiết kiệm để mua chiếc xe này.*

**c) Faithful translation:** This method tries to reproduce the precise contextual meaning of the original within the constraint of the TL grammatical structures. It transfers cultural



words and preserves the degree of grammatical and lexical deviation from SL norms. It attempts to be completely faithful to the intentions and the text-realization of the SL writer

Example: Sụng HƯƠNG

Faithful translation: *The Perfume River*

**d) 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.

Example: Today the Vietnamese are, almost no exception, extremely friendly to Western visitors

*Ngày nay, người Việt Nam đều rất thân thiện với các khách du lịch nước ngoài.*

(Text book for Translation 1-Haiphong private university)

**e) Free translation:** This method of translation produces the translated text without the style, form, or content of the original text.

Example:

*“On the bright moonlit nights, standing on the bridge you can see myriads of stars reflecting on the blue water. The wind breeze rising from the river caresses your lung with fragrance”*

*“Đứng trên cầu vào những đêm trăng sáng bạn sẽ được thỏa sức nhìn ngắm hàng hà sa số những vì sao lấp lánh soi mình xuống làn nước trong xanh. Ngọn gió nhẹ nhàng mát dịu đưa từ ngoài sông vào môn trôn vuốt ve da thịt bạn, làm căng lồng ngực bạn bằng hương thơm đêm dịu”.*

**f) Adaptation:** Adaptation refers to that type of translation which is used mainly for plays and poems. The text is rewritten considering the source language culture which is converted to the target language culture where the characters, themes, plots are usually preserved

Example:

*Thà một phật huy hoàng rồi chợ tất*

*Cũn hơn buồn le lói suốt trăm năm*

(Xuân Diệu)

*It would rather the victorious brightness*

*In an only moment the centenary twinkle*

**g) Idiomatic translation:** It translates the message of the original text but tends to distort the original meaning at times by preferring colloquialisms and idioms.

Example: *Candle in the wind*

*Đón khoe đón tỏ hơn trăng*

*Đón ra trước giú cũn chẳng hỡi đón*

**h) Communicative translation:** This method displays the exact contextual meaning of the original text in a manner where both content and language are easily acceptable and comprehensible to the readers.

Example: Hello! How are you?

*á, lờu lắm khụng gặp, dạo này bạn thế nào?*

### 1.3 Translation equivalence:

According to Vanessa Leonardo “Equivalence can be said to be the central issue in translation although its definition, relevance, and applicability within the field of translation theory have caused heated controversy, and many different theories of the concept of equivalence have been elaborated within this field in the past fifty years.”

Following are some other definitions of translation 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.

#### **1.4 Types of equivalence:**

Nida (1969) argued that there are two different types of equivalence, namely formal equivalence which in the second edition by Nida and Taber (1982:200) is referred to as formal correspondence and dynamic equivalence.:

**Formal equivalence** is achieved when source language and target language words have the closest possible match of form and content.

**Dynamic equivalence** is achieved when the source language and the target language words have the same effect on their effective readers.

Keller (1979: 188-89) considers five types of equivalence:

**Denotative equivalence:** the SL and the TL words refer to the same thing in the real world. It is an equivalence of the extra linguistic content of a text.

**Connotative equivalence:** This type of equivalence provides additional value and is achieved by the translator's choice of synonymous words or expressions.

**Text-normative equivalence:** The SL and the TL words are used in the same or similar context in their respective languages.

**Pragmatic equivalence:** With readership orientation, the SL and TL words have the same effect on their respective readers.

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

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

#### **1.5 Case of non-equivalence:**

Non-equivalence can be divided into two basic categories :

- Non-equivalence at word level
- Non-equivalence above word level

According to Mona Baker, the concept of non-equivalence at word level is more or less as follows: "Non-equivalence at word level means that the target language has no direct equivalence for a word which occurs in the source text"

In the original English book, there are many special expressions which do not have suitable counterparts in other language. This means that it is not possible to translate these expressions by applying typical translational methods and strategies

## **2. Translation of English for specific purposes (ESP)**

### **2.1 Definition of ESP:**

ESP began in the 1960s, but some of famous linguisticians build on earlier definitions.

According to Hutchinson and Waters (1987:19), “ESP must be seen as an approach not as a product, ESP is not a particular kind of language, or methodology, nor does it consist of a particular type of teaching material. Understood properly, it is an approach to language learning, which is based on learner need”.

Stevens’(1988) definition of ESP makes a distinction between four absolute characteristics and two variable characteristics. The absolute characteristics are that ESP consists of English Language Teaching which is:

- Designed to meet specified needs of the learner;
- Related in content (that is in its themes and topics) to particular disciplines, occupations and activities;
- Centered on language appropriate to those activities in syntax, lexis, discourse, semantics and so on, and analysis of the discourse;
- In contrast with “General English”.
- The variable characteristics are that ESP
- May be restricted as to the learning skills to be learned (for example reading only);
- May not be taught according to any pre-ordained methodology.

Robinson in her second survey of ESP in 1991 also accepted the primacy of needs analysis in defining ESP. Her definition is based on two key definition criteria and a number of characteristics that are generally found to be true of ESP. Her key criteria are that ESP is “normally goal-directed”, and that ESP course develop from a needs analysis, which “aims to specify as closely as possible what exactly it is that students have to do through the medium of English” (Robinson, 1991: 3).

From looking at three definitions of ESP found in the literature, finally, Tony Dudley-Evans and Maggie Jo St John (1998, 2) defined ESP by using absolute and variable characteristics that is:

- Absolute characteristics:
  - ESP is designed to meet specific needs of the learner;

ESP makes use of the underlying methodology and activities of the disciplines it serves; ESP is centred on the language (grammar, lexis, and register), skills, discourse and genres appropriate to these activities.

- 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 learner, either at a tertiary level institution or in a professional work situation. It could, however, be used for learners at secondary school level;

ESP is generally designed for intermediate or advanced students. Most ESP courses basic knowledge of the language system, but it can be used with beginners.

## **2.2 Types of ESP:**

Types of ESP are identified three types by David Carter(1983):

- English as a restricted language
- English for Academic and Occupational Purpose
- 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 controller is strictly limited and can be accurately determined situational, 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 Purposes. In the 'Tree of ELT' (Hutchinson & Waters, 1987), ESP is broken down into three branches: a) English for Science and Technology (EST), b) English for Business and Economics (EBE), and c) English for Social Studies (ESS). Each of these subject areas is further divided into two branches: English for Academic Purposes (EAP) and English for Occupational Purposes (EOP). An example of EOP for the EST branch is

'English for Technicians' whereas an example of EAP for the EST branch is 'English for Medical Studies'.

Hutchinson and Waters (1987) do note that there is not a clear-cut distinction between EAP and EOP: ". people can work and study simultaneously; it is also likely that in many cases the language learnt for immediate use in a study environment will be used later when the student takes up, or returns to, a job" (p. 16). Perhaps this explains Carter's rationale for categorizing EAP and EOP under the same type of ESP. It appears that Carter is implying that the end purpose of both EAP and EOP are one in the same: employment. However, despite the end purpose being identical, the means taken to achieve the end is very different indeed. I contend that EAP and EOP are different in terms of focus on Cummins' (1979) notions of cognitive academic proficiency versus basic interpersonal skills. This is examined in further detail below.

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. However, I argue that this is not a separate type of ESP. Rather it is an integral component of ESP courses or programs which focus on situational language. This situational language has been determined based on the interpretation of results from needs analysis of authentic language used in target workplace settings.

### **2.3 Investment ESP translation:**

Investment ESP translation is recently very important because most Investment documents are written in English which needs to be understood deeply. And, it is impossible to contrast a complete translation that captures the universal meaning of the SL in the Investment text without the full

understanding about Investment terms which is an issue relevant to technical translation. Thus, this part of the study is based on the theoretical background of technical translation.

### **2.3.1 Definitions of technical translation:**

Sofer (1991) as follow distinguishes technical translation from literal translation: “The main division in the translation field is between literal and technical translation”. According to him, literal translation covers such areas fiction, poetry, drama and humanities in general and is done by writers of the same kind in the TL, or at least by translators with the required literary aptitude. Meanwhile, technical translation is done by much greater number of practitioners and is an ever-going and expanding field with excellent opportunities.

Newmark (1981) differently distinguishes technical translation from institutional translation: “Technical translation is one of the part of specialized translation; institutional translation, the areas of politics, commerce, finance, government etc... is the other.” He goes on to suggest that technical translation is potentially non-cultural and universal because the benefits of technology are not confined to one speech community. The terms in technical translation, therefore should be translated. On the contrary, institutional translation is cultural, so, in principle, the terms are transferred unless they are connected with international organization. Though having different approaches to technical translation, two authors view it as specialized translation with its essential element – “special terms”.

### **2.3.2 Translation in the area of Investment terms:**

Investment term is one of the popular specific fields, like other languages, its terminologies can change over time. If we translate in the Investment field, we must find the correct terminology used in the translation. Therefore, it would be very helpful for our translation if we are constantly updating glossaries related to the field as a whole, as well as specific Investment topics. Besides, translation of Investment terms is quite complex, we are required

translational skills and domain knowledge to include the fields of Investment. Moreover, we need to know more deeply about its word building, so the next – terms in Investment field will show more in details.

## **2.4 Terms in Investment field**

### **2.4.1 What is term?**

Technical terminology is the specialized [vocabulary](#) of a field, the nomenclature. These terms have specific definitions within the field, which is not necessarily the same as their meaning in common use.

([http://en.wikipedia.org/wiki/Technical\\_terminology](http://en.wikipedia.org/wiki/Technical_terminology))

A term is a word or expression that has a particular meaning or is used in particular activity, job, profession, etc (Longman Dictionary of Contemporary English, 1991)

Term is the variation of language in a specific condition (Peter Newmark) and he stated that the central difficulty in 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 once. If they are context-bound, you are more likely to understand them by gradually eliminating the less likely versions.

### **2.4.2 The characteristics of terms:**

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

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

### **2.4.3 Investment terms:**

According to structure, investment terms consist of following types;

- ❖ *Single terms* are those that consist of just one word (compound or derived).



Example: investment, agreement, investor, contract, proposal, project, reinvestment, sector, capital, employer, etc.

- ❖ *Compound terms* are terms consisting of two or more words, most of them are compound nouns, compound adjectives, etc.

Example: safety procedure, advance payment, Invested capital, investment documents, foreign investor, etc.

- ❖ *Phrases*: Most of them are noun phrases, used usually in titles of section in guidelines or documents.

Example: the minimum capital contribution, State management of foreign investment, investment in research and development, an enterprise with foreign owned capital, etc.

- ❖ *Abbreviation*:

Example: NAV (Net Asset Value), PMU ( Project Management Unit), BD ( Basic Design), CIP ( Construction Investment Project), etc.

All types of terms will be presented in detail in the next chapter.

## Chapter 2:

# AN INVESTIGATION OF ENGLISH INVESTMENT TERMS AND VIETNAMESE EQUIVALENCE

## 1. THE COLLECTION OF ENGLISH INVESTMENT TERMS AND VIETNAMESE EQUIVALENCE

According to the previous section, *Investment terms* are divided into single terms, compound terms, phrases and abbreviation. Therefore, basing on the theoretical background in chapter I, this chapter will provide popular construction of *Investment terms*.

### 1.1 Single terms:

Most single terms in Investment field can be broken down into one or more word parts such as: prefixes, root, suffixes,...etc. 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.

#### 1.1.1 Prefixes:

- “*un*”, “*non*”, “*in*” also mean “*not*”:

English	Vietnamese equivalence
<i>Non-cooperation</i>	Khụng hợp tác
<i>Non-effective</i>	Khụng hiệu quả
<i>Non-interference</i>	Khụng can thiệp
<i>Non-labor</i>	Phi lao động
<i>Non-observance</i>	Khụng tuân theo
<i>Non-payment</i>	Khụng thanh toán
<i>Non-productive</i>	Khụng sản xuất, khụng sinh lợi
<i>Non-interest</i>	Khụng lợi suất
<i>Inactive</i>	Khụng hoạt động
<u><i>Inalienable</i></u>	Khụng thể chuyển nhượng
<i>Incontestability</i>	Khụng thể chối cãi

<i>Incomplete</i>	Khụng đầy đủ
<i>Indirect</i>	Khụng trực tiếp
<i>Unacceptable</i>	Khụng được chấp nhận
<i>Unachievable</i>	Khụng thể thực hiện
<i>Unadopted</i>	Khụng được thụng qua
<i>Unbalanced</i>	Khụng cõn đối
<i>Unlimited</i>	Khụng giới hen
<i>Unearned</i>	Khụng kiếm mà cú
<i>Unbalanced</i>	Khụng cõn đối
<i>Undistributed</i>	Khụng phõn phối
<i>Unconditional</i>	Khụng điều kiện

Example:

***Non-labor income:*** thu nhập phi lao động

***Incontestability clauses:*** nhữg điều khoản khụng thể chối cói

***Incomplete Investment conditions:*** nhữg điều kiện đầu tư khụng đầy đủ

***Indirect investment:*** đầu tư giõn tiếp

***Unacceptable investor:*** nhà đầu tư khụng được chấp nhận

***Unachievable investment projects:*** nhữg dự õn đầu tư khụng thực hiện được.

***Unearned revenue:*** doanh thu tự phõ sinh

***Undistributed profit:*** lợi nhuận khụng chia

***Unconditional investment:*** đầu tư khụng điều kiện

- “***Pre***” means “before” and “***re***” means “again” or “back”:

English	Vietnamese equivalence
Revaluation	Tõi đĩ nh giõ
<u>Rediscount</u>	Tõi chiết khấu
Precautionary	Đề phũg trước
Prepay	Trả trước

### 1.1.2 Suffixes:

- “-er, -or, -ee, -ant,...” means “person”:

English	Vietnamese equivalence
Employer	Chủ đầu tư
Assessor	Người đi nh giỏ
Borrower	Bờn vay
<u>Accountant</u>	Kế toỏn viờn
<u>Administrator</u>	Nhà quỏn lý
<u>Bearer</u>	Nhà đầu cơ
Supplier	Nhà cung cấp
Advisor	Nhà cố vấn
Engineer	Kĩ sư
Investor	Nhà đầu tư
Arbitrator	Trọng tài
Consignee	Người nhận hàng húa
Surveyor	Người kiểm tra, khảo tra
Acceptor	Người chấp nhận
Trader	Nhà kinh doanh
Participants	Cỏc bờn tham gia
<u>Assessor</u>	Người đi nh giỏ tài sản
Contributor	Người đứng gúp
Analyzer	Nhà phõn tóch
Operator	Chủ (xớ nghiệp)
Owner	Chủ sở hữu
Partner	Đối tỏc

## 1.2 Compound terms:

### 1.2.1 Compound Nouns:

- *Noun+Noun*:

English	Vietnamese equivalence
Investment bank	Ngõn hàng đầu tư
Investment incentive	Khuyến khớch đầu tư
Market exploring	Thỏm dũ thị trường
Capital movements	Cỏc luồng di chuyờn vớn

Investment criteria	Cốc tiêu chuẩn đầu tư
Investment grants	Trợ cấp đầu tư
<a href="#">Account aggregation</a>	Tập hợp tài khoản
<a href="#">Account balance</a>	Cản cân thanh toán
<a href="#">Accounting earnings</a>	Tiền lãi thanh toán
Contract agreement	Thỏa thuận hợp đồng
Investment licence	Giấy phép đầu tư
Site data	Dữ liệu về cung trường
Process report	Báo cáo tiến độ
Asset allocation	Phân bổ tài sản
<a href="#">Capital stock</a>	Dung lượng vốn
<a href="#">Investment adviser</a>	Cố vấn đầu tư
<a href="#">Mortgage loan</a>	Cho vay thế chấp
Inspection organization	Tổ chức giám định
Income tax	Thuế lợi tức
Liquid asset	Tài sản lỏng
Advance payment	Tạm ứng thanh toán
Contract negotiation	Thương thảo hợp đồng
Opportunity cost	Chi phí cơ hội
Payment terms	Điều khoản thanh toán
State fund	Vốn nhà nước

- **Adj+Noun:**

English	Vietnamese equivalence
Corporate risk	Rủi ro hợp doanh
Discretionary profits	Mức lợi nhuận vượt trội
Financial arrangement	Thu xếp tài chính
Legal capital	Vốn pháp định
Financial statement	Báo cáo tài chính
<a href="#">Commercial loan</a>	Khoản vay thương mại
<a href="#">Commercial mortgage</a>	Thế chấp thương mại
Variable cost	Chi phí biến đổi (Biến phí)
Direct investment	Đầu tư trực tiếp
Indirect investment	Đầu tư gián tiếp
Opportunistic investments	Cốc khoản đầu tư cơ hội

<a href="#">Actual market</a>	Thị trường thực tế
Full cost	Chi phí đầy đủ
<a href="#">Unbalanced growth</a>	Tăng trưởng không cân đối
Undistributed profit	Lợi nhuận không chia
Breakeven analysis	Phân tích hòa vốn
<a href="#">Antitrust laws</a>	Luật chống độc quyền
<a href="#">Authorized participants</a>	Các bên tham gia được ủy quyền
Automatic investment	Đầu tư tự động
Financial data	Số liệu tài chính
International preference	Ưu đãi quốc tế
Applicable law	Luật áp dụng
Competent person	Người có thẩm quyền
Domestic preference	Ưu đãi trong nước
Speculative boom	Sự bùng nổ do đầu cơ

• **Verb+Noun:**

English	Vietnamese equivalence
Review mission	Đoàn kiểm tra, thẩm định
Supply contract	Hợp đồng cung cấp
<a href="#">Bear market</a>	Thị trường xuống giở
Sunk cost	Chi phí chìm
Export credit	Tín dụng xuất khẩu
Install contract	Hợp đồng lắp đặt hàng hóa

• **Participle + Noun:**

English	Vietnamese equivalence
Evaluated price	Giá dự tính
Funding source	Nguồn vốn
Operating profit	Lợi nhuận kinh doanh
Accrued expenses	Chi phí phát sinh (tính trước)
<a href="#">Accumulated depreciation</a>	Khấu hao cộng dồn
<a href="#">Accumulated earnings</a>	Lợi tức tích dồn
<a href="#">Asked price</a>	Giá chào
Evaluated price	Giá dự tính
Funding source	Nguồn vốn

### 1.2.2 Compound adjectives:

English	Vietnamese equivalence
Project financing	Tài trợ dự ỏn
<u>Capital-intensive</u>	Sử dụng nhiều vốn
<u>Income tax payable</u>	Thanh toỏn thuế thu nhập
Official financing	Tài trợ chỏnh thức
Advance refunding	Thanh toỏn tạm ứng trước
Arbitrage pricing	Đị nh giỏ kinh doanh chỏnh lệch
Advance refunding	Thanh toỏn tạm ứng trước

### 1.3 Phrase:

English	Vietnamese equivalence
Employer's financial arrangement	Sự thu xếp tài chỏnh của chủ đầu tư
Unforeseeable physical condition	Địu kiện vật chất khụng lường trước đượ
Asset turnover ratio	Hệ số vũng quay tổng tài sản
Enterprise with foreign owned capital	Doanh nghiệp cú vốn đầu tư nước ngoài
Encouraged investment projects	Cỏc dự ỏn khuyến khỏch đầu tư
Foreign currency originating from investment in Viet Nam	Tiền nước ngoài cú nguồn gốc đầu tư tại Việt Nam
The minimum capital contribution	Tỉ lệ gúp vốn tối thiểu
Capital contribution schedule	Tiến độ gúp vốn
State management of foreign investment	Cơ quan quản lý nhà nước về đầu tư nước ngoài
Investment guarantee measures	Cỏc biện phỏp bảo đảm đầu tư
The lawful interests of foreign investors	Lợi ỏch hợp phỏp của cỏc nhà đầu tư nước ngoài
Vietnamese permanently residing overseas investing in Viet Nam	Người Việt Nam đị nh cư ở nước ngoài đầu tư về nước
Investment promotion and consultancy activities	Hoạt động xỳc tiến tư vấn đầu tư

Accounts payable turnover	Vũng quay cở khoản phải trả
Accounts receivable turnover	Vũng quay cở khoản phải thu
Active portfolio strategy	Chiến lược đầu tư hoạt động
Annual capital charge	Chi phí vốn hàng năm
Working capital ratio	Tỉ số vốn lưu động
Investment demand schedule	Biểu đồ nhu cầu đầu tư
Constant returns to scale	Lợi tức cở đĩ nh theo quy mụ

#### 1.4 Abbreviations:

Abbreviation	Full form	Vietnamese equivalence
FDI	Foreign Direct Investment	Đầu tư nước ngoài trực tiếp
Three's I	Formerly Investors In Industry	Cở nhà đầu tư cụng nghiệp
ROI	Return on Investment	Lợi nhuận tròn vốn đầu tư
ODA	Official Development Assistant	Hỗ trợ phỏt triển chính thức
UNDP	United Nations Development Program	Chương trình phỏt triển Liờn Hợp Quốc
SAC	Short-run Average Cost	Chi phí trung bõnh ngắn hạn
O&M	Operation and Maintaince	Hợp đồng vận hành và bảo trờ
CIP	Construction Investment Project	Dự ỏn đầu tư xõy dựng
MIGA	Multilated Investment Guarantee Agency	Cơ quan bảo hiểm đầu tư đa phương
GAB	General Arrangement to Borrow	Hiệp ước vay nợ chung
SBU	Strategic Business Unit	Đơn vị kinh doanh chiến lược
ENP	Expected Net Profit	Lợi nhuận rũng dự tónh
BEA	Break-Even Analysis	Phõn tóch hũa vốn
BEP	Break-Even Point	Điểm hũa vốn
ROA	Return on Total Assets	Tỷ số lợi nhuận rũng tròn tài sản
DPI	Department of Planning and	Sở Kế hoạch và Đầu tư



	Investment	
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## 2. POPULAR STRATEGIES APPLIED TO THE TRANSLATION OF ENGLISH INVESTMENT TERMS INTO VIETNAMESE

Basing on the theoretical background in the chapter I, this part will analyze in detail some of the most popular strategies applied in translation of Investment terms from English into Vietnamese as well as help readers understand more clearly about terms using in investment documents.

### 2.1 The strategies applied in the translation of single terms:

We believe that translating is an art, not only a science. We may get the impression that is a mechanical process involving a box with a handle. All we need to do is turn the handle on side of the box, and out comes the translation. Also, in case in which the two language are similar translation involves only minor modifications to an original version. But in most case, the process is much more comprehensive and involves complete translation of the terms from one language to another. Beside, the terms that make up the language of Investment are also referred to as the terminology of the Investment field. Thus, it is further more strategies applied in the translation of single terms. However, due to the limited time and knowledge, I just concentrate on some of the most popular strategies as follow:

#### 2.1.1 Recognised translation:

According to New Mark, translator should normally use the official or the generally accepted translation of any institutional term. If appreciate, translator can gross it and, in doing so, in directly show translator's disagreement with this official version. Thus "*contract*" is a binding agreement between two or more persons that is enforceable by law. It has to be translated as "*hợp đồng*" in Vietnamese equivalent by dictionary and in this area; the meaning of word has no change in TL. With this term, translators had better not to change it to their own title in Vietnamese equivalence.

Or another term "*project*": 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" and means "*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.

Example:

*“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)*

*(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 công ty tư vấn được tuyển dụng cho công dự án do Ngân hàng tài trợ phải có đủ khả năng chuyên môn cần thiết).*

Similarity, when translating the single term “*portfolio*”, it is no good to give it with your own title or even a brief explanation, nothing but the accepted term “*danh mục vốn đầu tư*” will do.

Another example is “*Preference*”, normally, in Vietnamese equivalent it means like “*hobby, or like something rather than something*”, but in Investment field, this word is also understood as “*the favoring of one person or something*”. Thus, its meaning has been recognized as “*ưu đãi*” or “*ưu tiên*” in Vietnamese.

We realize that there is slight change of meaning when translating these terms in specific English with new definition. This measure is called recognized strategy.

This strategy is used for translating the following terms:

English	Vietnamese equivalence
Investment	Đầu tư
Market	Thị trường
Capital	Vốn
Expenditure	Chi phí
Proposal	Đề xuất
Category	Hạng mục
Loan	Vốn vay
Asset	Tài sản
Term	Kế hạn
Payment	Thanh toán

Sector	Lĩnh vực đầu tư
Region	Địa bàn đầu tư
Claim	Khiếu nại
Co-operation	Hợp tác
Enterprise	Doanh nghiệp
Inspection	Giảm định
Profit	Lợi nhuận
Scale	Quy mô
Licence	Giấy phép
Partnership	Bờn tham gia chung vốn
Procerdure	Thủ tục
Aid	Viện trợ
Equity	Vốn cổ phần
Dividend	Lợi cổ tức (lợi cổ phần)
Risk	Rủi ro
Management	Quản lý
Rejection	Hủy bỏ
Stipulate	Quy định

### 2.1.2 Translation by paraphrase using unrelated word:

If the concept expressed by the source item is not lexicalized at all in the target language, the paraphrase might be based on modifying a superordinate or simply on unpacking the meaning of the source item, particularly if the item in question is semantically complex. Hence, SL “*angel*”, in general translation, means “*person of exceptional holiness*” and “*thiên thần*” in Vietnamese. However, in the Investment field, this term is understood as “*a person who supply capital for another one*” and in Vietnamese TL, it means “*người xuất vốn cho kẻ khác*”. It is clear that this term is translated by using unrelated word based on unpacking the meaning of the source item.

The following terms will illustrate what I confirmed:

English	Vietnamese equivalence
Consolidation	Giai đoạn ổn định giảm
Annuity	Mức chi trả theo định kỳ
All	Giao dịch mua bán toàn bộ

Arbitrage	Kinh doanh dựa vào chênh lệch giá
Parties	Các bên tham gia đầu tư
Diversifier	Người đầu tư đa dạng
Placing	Gọi vốn cổ phần
Clearance	Thanh toán bù trừ
Clean	Hết nợ
Termination	Việc chấm dứt hợp đồng
Ceiling	Giới trần
Disbursement	Giải ngân
Advice	Tiền ứng trước
Leader	Cổ phiếu dẫn đầu

### 2.1.3 Single terms are formed by the help of prefixes:

A prefix is an affix which is placed before the stem of a word. According to my research, in Investment term, there are 2 types of prefixes: negative prefix and positive prefix.

*Negative prefixes* “**un**”, “**non**”, “**in**” occupy the larger part of prefixes used in the Investment document. They are mainly mean “no” or “not” and in Vietnamese equivalence they mean: “khụng”, “vụ” or “phi”. Some following examples will illustrate in detail:

When considering the term “*Incomplete*”, it is easy to see that the term in SL does not contain the word “no”, or “not”; however, in the TL, the meaning of word “no” is created by prefix “in”. The word “complete” means “*đầy đủ, trọn vẹn*” and has opposite meaning when adding prefix “in” which replaces for the word “no”. So readers can understand it with the meaning “*khụng đầy đủ, khụng trọn vẹn*”. For an example: “*Incomplete Investment conditions*” is translated as “*Những điều kiện đầu tư khụng đầy đủ*” in Vietnamese.

Some other following terms will illustrate what I confirmed:

English	Vietnamese equivalence
<i>Non-lending</i>	Khụng cho vay
<i>Non-limiting</i>	Khụng giới hạn
<i>Non-profit</i>	Phi lợi nhuận
<i>Non performing</i>	Khụng thực hiện
<i>Non-accredited</i>	Khụng cụng nhận
<i>Non-purpose</i>	Khụng mục đích

<i>Non-eligible</i>	Khụng hợp lệ
<i>Incontestability</i>	Khụng thể chối cỏi
<i>Ineligible</i>	Khụng đủ tiêu chuẩn
<i>Intangible</i>	Khụng thấy được
<i>Unassignable</i>	Khụng thể chuyển nhượng
<i>Unbalanced</i>	Khụng cõn đối
<i>Uncalled</i>	Khụng được gọi
<i>Unfunded</i>	Khụng được cấp vốn

Example:

*Non performing loans:* Những khoản vay khụng thực hiện đỳng hợp đồng

*Non-eligible investment lience:* Giấy phõp đầu tư khụng hợp lệ

*Incontestability clauses:* Những điều khoản khụng thể chối cỏi

*Intangible assets:* tài sản vự hõnh

*Uncalled capital:* vốn chưa huy động

*Unfunded investment projects:* cõc dự ỏn đầu tư khụng được cấp vốn

The last part and also the smaller one of prefix is the *positive prefixes* .

There are many positive prefixes but the most common ones mentioned in this research are “*pre*” and “*re*” and “*post*”

The words with the affix “*pre*” often bring themselves meaning of “before”, “prior” or “*tiền*”, “*trước*” in Vietnamese. The words with the affix “*re*” means “again” or “back” or “*lại*”, “*tỏi*” in Vietnamese equivalence as following:

English	Vietnamese equivalence
<i>Reinvestment</i>	Tỏi đầu tư
<i>Pre-commitment</i>	Cam kết trước
<i>Pre-condition</i>	Điều kiện trước hết

Example:

**“Reinvestment”** means using profits and other lawful earnings from investment activities in Viet Nam to invest in projects which are being implemented or to make new investments in Viet Nam under any of the froms stipulated in this law” (Article 2, Chapter I, Law on Foreign Investment in Viet Nam)

*"Tỏi đầu tư" là việc dựng lợi nhuận và cở khoản thu hợp phỏp khỏc từ hoạt động đầu tư ở Việt Nam để đầu tư vào dự ỏn đang thực hiện hoặc để đầu tư mới ở Việt Nam theo cở hỏnh thức đầu tư quy đđ nh tại Luật này". (Điều 2, Chương I, Luật đầu tư nước ngoài tại Việt Nam)*

The words adding affix "*post*" have the opposite meaning with the affix "pre": "*sau*", "*hậu*" as following:

English	Vietnamese equivalence
<i>Post-evaluation</i>	đánh giá sau cùng, đánh giá hậu kì
<i>Postqualification</i>	Hậu tuyển

Example:

*"Other services necessary for the project, including: assistance in implementation of recommendations, **post-evaluation** and impact studies of the project" (Guidelines for the Employment of Consultants under JBIC ODA Loans: 4)*

*(Các dịch vụ cần thiết cho dự ỏn bao gồm: Hỗ trợ thực hiện các đề xuất, **đánh giá hậu kì** và các nghiên cứu các tác động tới dự ỏn)*

#### 2.1.4 Single terms are formed by the help of suffixes:

As well as prefix, suffix is also applied popularly to form single terms. It is also sometimes called a *postfix* or *ending*, which is placed after the [stem](#) of a word. In general English, single words with suffixes "or", "er", "ee", "ant" often refer to person, individual.

Investment terms, of course, also indicate the parts (individuals, organizations) who take part in Investment activity, when at the end of words plus those suffixes. In Vietnamese equivalent, the words adding suffixes means "nhà" or "người".

Some following example will illustrate what I confirm:

**Investor:** “Invest” means “**đầu tư**” in Vietnamese equivalent, But when adding suffix “or”, the TL indicates “*an organization or individual who commits capital to invest projects in order to gain profit from that projects*”. Therefore, “**nhà đầu tư**” or “**người đầu tư**” is the closest meaning in Vietnamese.

Example:

“*The State of Socialist Republic of Viet Nam shall protect industrial property rights, shall guarantee the lawful interests of foreign **investors** in the activities of technology transfer in Viet Nam*”(Article 21, Chapter III, Law on Foreign Investment in Viet Nam)

“*Nhà nước công hũa xã hội chủ nghĩa Việt Nam bảo hộ quyền sở hữu cùng nghiệp, bảo đảm lợi ích hợp pháp của **cổ nhà đầu tư** nước ngoài trong hoạt động chuyển giao cùng nghệ tại Việt Nam*” ( **Điều 21, Chương III, Luật đầu tư nước ngoài tại Việt Nam**)

**Arbitrator:** According to the Law on Investment, this term often refer to *individual or organization who chosen by parties to judge and decide a disputed issue*. In this case, the term “Arbitrator” translated as “**trọng tài**” or “**Người giải quyết tranh chấp**” in Vietnamese equivalent.

Example:

“*Any disputy between the parties to a business co-operation contract, between the parties to a joint venture contract, or between enterprises with foreign owned capital or parties to a business co-operation contract and Vietnamese enterprises must firstly be resolved by negotiation and conciliation. Where the fail to settle the dispute by way of conciliation, the dispute shall be refered to **arbitrator***” (Article 24, Chapter III, Law on Foreign Investment in Viet Nam)

“*Cổ tranh chấp giữa các bên tham gia hợp đồng hợp tác kinh doanh hoặc giữa các bên liên doanh cũng như cổ tranh chấp giữa các doanh nghiệp có vốn đầu tư nước ngoài, các bên tham gia hợp đồng hợp tác kinh doanh với các doanh nghiệp Việt Nam trước hết phải được giải quyết thụng qua thương lượng, hoà giải. Trong trường hợp các bên khụng hoà giải được thỡ vụ tranh chấp được đưa ra giải quyết tại **tổ chức trọng tài***” (**Điều 24, Chương III, Luật đầu tư nước ngoài tại Việt Nam**)

Similarly, we have some other terms refering to parts which participle in Investment or procurement process of projects as following:

English	Vietnamese equivalent
Contractor	Nhà thầu
Broker	Người mại giới
Distributor	Nhà phân phối
Manufacturer	Nhà sản xuất
Appraiser	Người đổng giá
Assignee	Người được ủy quyền
Assignor	Người chuyển nhượng
Creditors	Chủ nợ
Consultant	Nhà chuyên mụn
Shareholder	Cổ đụng

## 2.2 Strategies applied in the translation of compound terms:

Investment terms are majority in compound terms which are formed by joining two or more words together, so it is not easy for us to translate these terms from English into Vietnamese, and sometimes these terms make readers confused. Therefore, I will provide some translation strategies to help readers to translate the Investment terms more appropriately.

### 2.2.1 Shift or transposition translation:

The most popular strategy applied to translate compound terms is **Shift or transposition translation**. Transposition is a translation procedure involving a change in the grammar from SL to TL. One type, the change in the word order is named “Automatic translation”, and offers translators no choice. The following examples will provide readers the features of automatic shift strategy: the compound term “*Investment licence*” formed by two nouns and it means “*giấy phép đầu tư*” in Vietnamese equivalence. We can easily realize that the position between two nouns has changed when translating into Vietnamese.

In English, the noun “*Investment*” stands before the noun “*licence*”, however when translating to Vietnamese two nouns “*Investment*” and “*licence*” are orderly transferred as “*giấy phép*” and “*đầu tư*”. Another term: “*Indirect investment*” includes an Adj and a



Noun, this term is known as “*đầu tư khụng trực tiếp*” or “*đầu tư gián tiếp*” in Vietnamese. There is also change in the order of these words, in English the word “*indirect*” stands before the noun “*investment*”, however, when it is translated into Vietnamese, the word “*indirect*” comes after the noun. These terms show that the automatic shift is flexibly applied in translation, and all words in these terms are naturally converted from English into Vietnamese without adding any expression. Due to automatic shift strategy application, translators can feel more simple and unconfused when dealing with some redundant or additional words during the translation process of these terms. A number of following compound terms are also translated according to this strategy:

- **Noun + Noun**

English	Vietnamese equivalence
Safety procedures	Các quy định về an toàn
Quality assurance	Đảm bảo chất lượng
Investment activities	Các hoạt động đầu tư
Project scale	Quy mô dự án
Capital account	Tài khoản vốn
Investment procedure	Thủ tục đầu tư
State fund	Vốn nhà nước
Contract standard	Quy chuẩn hợp đồng
Bank loan	Khoản vay ngân hàng
Investment project	Dự án đầu tư
<a href="#">Venture capital</a>	Vốn mạo hiểm
Venture investment	Đầu tư mạo hiểm
<a href="#">Term loan</a>	Khoản vay có kỳ hạn
<a href="#">Capital market</a>	Thị trường vốn
Investment certificate	Giấy chứng nhận đầu tư
Capital charges	Các phí tổn cho vốn
Capital loss	Khoản lỗ vốn
Investment trust	Tờ-rót đầu tư
Investment funds	Các quỹ đầu tư
<a href="#">Book profit</a>	Lợi nhuận sổ sách

<a href="#">Bridge loan</a>	Cho vay bắc cầu
<a href="#">Capital gain</a>	Lợi nhuận vốn
<a href="#">Capital stock</a>	Dung lượng vốn
Paper profit	Lợi nhuận trơn giấy
Payback period	Thời kỳ hoàn vốn
Inventory investment	Đầu tư tồn kho
Replacement investment	Đầu tư thay thế
Deficit financing	Tài trợ thõm hụt
Capital widening	Mở rộng vốn
Project appraisal	Thẩm đị nh dự ỏn

- **Adjective + Noun**

English	Vietnamese equivalence
Abnormal profit	Lợi nhuận dị thường
Absolute advantage	Lợi thế tuyệt đối
Strategic investors	Cỏc nhà đầu tư chiến lược
Foreign investment	Đầu tư nước ngoài
Short term investment	Đầu tư ngắn hạn
Long term investment	Đầu tư dài hạn
Foreign aid	Viện trợ nước ngoài
Current account	Tài sản lưu động
Additional paid-in capital	Vốn thực gúp bổ sung
Additional principal payment	Chi trả chính thõm vào
Adjustable rate	Lớỉ suất điều chỉ nh
Environmental impact	Tỏc động mụi trường
Administrative systems	Hệ thống quản lý
Alternative investments	Đầu tư luổn phiờn
Annual meeting	Đại hội thường niờn
Annual turnover	Kim ngạch hàng năm
Autonomous investment	Đầu tư tự đị nh
Autonomous transactions	Giao dị ch tự đị nh
Available funds	Ngỏn khoản sẵn cú
Bad debt	Nợ khụng cú khả năng hoàn lại
Indirect loan	Vỏn vay khụng trực tiếp

Individual investor	Nhà đầu tư cổ nhĩn
Inefficient portfolio	Danh mục đầu tư khụng hiệu quả
Ineligible accounts	Tài khoản khụng đủ tiều chuẩn
Intangible asset	Tài sản vụ hĩnh
Private equity	Gúp vốn tư nhĩn
Financial arrangement	Thu xếp tài chĩnh
Legal capital	Vĩn phĩp đĩ nh
Financial statement	Bĩn cĩn tài chĩnh
Unconditional investment	Đầu tư khụng đĩ điều kiện
Official financing	Tài trợ chĩnh thức
Loanable funds	Cĩc quỹ cú thể vay
Long term capital	Vĩn dài hạn
Paid-up capital	Vĩn đĩ đĩ được huy đĩng
Risk capital	Vĩn rủi ro
Induced investment	Đầu tư ứng dụng
Physical capital	Vĩn hiện vật
Financial capital	Vĩn tài chĩnh

- **V + Noun**

English	Vietnamese equivalence
Alternate account	Tài khoản luĩn phĩn
Asked price	Giĩ chào
Call money	Tiền huy đĩng (ngĩn hạn)
Stand-by arrangement	Hĩp đĩng dự phĩng

- **Participle + Noun (~ing participle + Noun & ~ed participle + Noun)**

English	Vietnamese equivalence
Time-based contract	Hĩp đĩng tĩnh theo thời gian
Working capital	Vĩn lưu đĩng
Accredited investor	Nhà đầu tư đĩ được chấp nhận
Accrued benefit	Lĩi nhuận phĩ sinh

Borrowing base	Cơ sở vay vốn
Classified loan	Vốn vay được xếp loại
Consulting service	Dịch vụ tư vấn

Similarly, we have other examples of *compound adjectives*, applied this procedure:

English	Vietnamese equivalence
Accounts payable	Cốc khoản phải trả
Accounts receivable	Cốc khoản phải thu
Mezzanine financing	Tài trợ tổng hợp
Retroactive financing	Tài trợ hồi tố
Tax-free	Miễn thuế
Self-financing	Tự tài trợ

### 2.2.2 Rank-shift translation:

The other case of “shift translation” called “*Rank-shift translation*”, also involves the change in the grammar from SL to TL; however, the TL is added or omitted word comparing with SL. When comparing the term “*adjusted basis*” in English and “*giỏ gốc cứ điều chỉnh*” in Vietnamese equivalence. We easily recognized that all words in this term are also transferred from English to Vietnamese. In English, this term does not include words “*price*” and “*have*”. However when translating into Vietnamese, we see that this term is added “*giỏ*” and “*cứ*”, they make information in SL clearly. Taking another term to find out what I confirm. The word “*allocation efficiency*” is translated as “*tính hiệu quả của việc sử dụng tiền*” in Vietnamese. We can not find out the word “*using money*” in this term, but when translating into Vietnamese, the word “*sử dụng tiền*” appears to provide more information for this term.

This strategy is also applied for the following illustrations:

English	Vietnamese equivalent
Punch- list	Danh mục cốc cụng việc cần hoàn tất
At -risk rules	Quy định về lỗ bị đe dọa
Backward integration	Sự kết hợp dõy chuyền
Bad debt	Nợ khú đũi
Blank endorsement	Ký chuyền nhượng trống
Blind entries	Chuyền số khổng

Book profit	Lợi tròn số sách
Call money market	Tiền huy động ngắn hạn
Capital budgeting	Hoạch định và kiểm soát sử dụng vốn
Cash-balance plan	Kế hoạch thanh toán cân bằng
Transfer payments	Chi trả bằng chuyển khoản
Premium risk	Phí bảo hiểm cho rủi ro
Pump priming	Đầu tư vào cơ sở hạ tầng
Wage leadership	Xóc định tiền cung theo mức tham khảo
Animal spirits	Tâm lý hùa theo
Net investment	Sự tạo vốn rũng

## 2.3 Strategies applied in the translation of phrases:

### 2.3.1 Reduction translation:

For this one, the term is often translated by omitting a word in order to avoid redundancy in translation result. For example, SL “*allowance for depreciation*” is translated as “trợ cấp khấu hao”, looking at the TL, we can not find out the position of preposition “for”. What I mention is that the word “for” is omitted when this term is translated into Vietnamese. In spite of translating by word-for-word, translator translate this term that can help to avoid poorly in translation. Or the preposition “of” is also reduced in phrase “Rate of return on investment” which means “Suất sinh lợi từ đầu tư”.

With this strategy, the content of ST is not changed, and translators can gain a better and more natural Vietnamese TT. Furthermore, this strategy gives out a simpler understanding and avoids confusion during translation of complex compound words or complex phrases. Similarly, following examples will illustrate what I mention:

English	Vietnamese equivalence
Compliance <i>with</i> Investment law	Tuân thủ luật đầu tư
List <i>of</i> Investment projects	Danh mục các dự án đầu tư
Law <i>on</i> Foreign Investment in Viet Nam	Luật đầu tư nước ngoài tại Việt Nam
Form <i>of</i> Investment	Hình thức đầu tư

Application file <i>for</i> an Investment licence	Đơn xin cấp phép đầu tư
An enterprise <i>with</i> foreign owned capital	Doanh nghiệp vốn đầu tư nước ngoài
Profits arise <i>from</i> assignment of capital	Chuyển nhượng vốn cú phớt sinh lợi nhuận
User cost of capital	Chi phí sử dụng vốn
Rental <i>on</i> capital	Tiền thuê vốn
Efficiency coefficient of investment	Hệ số hiệu quả đầu tư
Abatement of a contract	Hủy bỏ hợp đồng

### 2.3.2 Expansion translation:

This strategy is performed by explaining more about terms which are difficult to focus on a word or phrase in TL. “*False trading*” is an example. When this compound stands alone, it can be translated as “*thương mại giả*” by using Automatic shift method. But it is translated “*Hoạt động thương mại theo mức giả phi cân bằng*” as being in this field. It is obvious that all word “*hoạt động*”, “*mức giả phi cân bằng*” are not found in English but to Vietnamese. It is necessary to apply this method to get the best translation if there is no way to find the exactness equivalent in TL.

All below examples are also translated by this strategy:

English	Vietnamese equivalence
Payment received from provision of technology and service	Những khoản tiền chi trả cho việc cung cấp dịch vụ kỹ thuật
Tax return	Bản khai thu nhập cá nhân dụng để tính tiền thuế phải đúng
Tax-deductible	Có thể được trừ vào thu nhập trước khi tính thuế phải đúng
No domestic preference	Khung ưu tiên cho nhà sản xuất trong nước
Capital asset pricing model	Mô hình xác định giá trị của tài sản vốn
Intended inventory investment	Đầu tư vào hàng tồn kho chú ý
Going- rate pricing	Xác định giá theo giá thị trường

Maintenance Repair Operating	Cộc sản phẩm cụng nghiệp thuộc nhúm cụng úng
Variable factor	Cộc yếu tố sản xuất thay đổi
Wage-rental ratio	Tỷ số tiền cụng-tiền thờ vốn
Tax wedge	Chờnh lệch giỏ do thuế
Structural adjustment loans	Cộc khoản vay để điều chỉ nh cơ cấu kinh tế
Interna Rate of return	Tỉ lệ hoàn vốn nội bộ
Intended inventory investment	Cộc sản phẩm cụng nghiệp thuộc nhúm cụng úng
Differentiated goods	Hàng húa cụng loại mang nột đặc trưng riêng
Sterilization impact of capital inflow	Tốc đợng vụ hiệu húa thỡm hựt cón cón thanh toản bởi dũng vốn chảy vào
All or none	Giao dị ch mua bón toàn bộ hoặc khụng
Broker loan	Cho vay theo yờu cầu của người mụi giới
Appropriation account	Tài khoản phỡn phỡi lói
Cumulative shares	Cổ phiếu đợc trả lợi theo tóch lũy
General human capital	Vốn nhỡn lực mang đặc điểm chung
Gross investment	Tổng đầu tư nảy sinh trong nền kinh tế trong một khoảng thời gian nhất đị nh
Leveraged buy out	tặng vay bằng cớch thay cổ phần
Marginal per capita reinvestment quotient criterio	Tiờu chuẩn về thương số tói đầu tư cận biờn theo đầu người ( đầu tư với mục tiờu tói đa hoỏ thu nhập bỡnh quỡn đầu người tại một thời điểm trong tương lai)
Mutually exclusive projects	Tỡnh huớng mà nhiều dự ỏn khụng thể cụng thực thi vỡ chỳng cần cú một đầu vào mà chỉ cú thể đợc dựng cho một dự ỏn
Porfolio balance approach	Phương phỏp cón đỏi cộc danh mục đầu tư
Least-cost section	Tuyển chọn tư vấn cú chi phớ thấp nhất

Quality-Based Selection	Tuyển chọn tư vấn trên cơ sở chất lượng
Perfect capital mobility	Khả năng lưu chuyển hoàn hảo của vốn
Quality and Cost Based System	Tuyển chọn tư vấn trên cơ sở chất lượng và chi phí
Hurdle rate	Lãi suất hũa vốn-loại lãi suất thấp nhất
Holdback	Phần vốn vay lưu lại cho tới khi dự ỏn sắp hoàn tất hoặc bờn vay đó đ ỏp ỏng đủ yêu cầu của bờn thực hiện.
Hold harmless clause	Điều khoản về bất khả khỏng trong cỏc hợp đ ỏng vay(nhằm giảm bớt trỏch nhiệm cho bờn vay đ ỏi với những sự việc g ỏy khú khấn khụng lường trước đ ỏc cho bờn thực hiện dự ỏn)
Capital Asset pricing model	Mụ hỏnh xỏc đ ỏnh giỏ trị của tài sản vốn
Velocity of money	Tốc đ ỏ lưu chuyển của tiền

## 2.4 Translation of abbreviations by using a loan word

*Loan words* have increased in the process of human working and studying and occupied a large amount of vocabulary to enrich the human language. In the recent decays, Vietnamese has added more new loan words originating from English such as *chat* (*tỏn g ỏu*), *copy* (*sao ch ỏp*), *marketing* (*tiếp thị*), *menu* (*thực đ ỏn*), *list* (*danh sỏch*), *PR* (*quan hệ cụng chỳng*) ect. In the Investment field, loan words are mainly the cases of abbreviation. Abbreviations sometimes represent the first letter or group of letters taken from the word or phrase. In Investment field, abbreviations are used in written and spoken communication to save time and space. Especially, name of Vietnam organizations and international organizations are written in form of abbreviations such as: VIBBank, IMF, OPEC, etc.

Translation of abbreviation by using a loan word is kind of strategy which is particularly common in dealing with culture-specific items and modern concepts. Using loan word is dramatically strong method applied for the word which has foreign origin or have no equivalence in TL. For instance, “*Three I’s*” is formed by “*Formerly Investors In*



*Industry*” which is translated as “*cổ nhà đầu tư cộng nghiệp*” in Vietnamese or “*ROI*” is shorted from “*Return On Investment*” which means “*Lợi nhuận trên vốn đầu tư*” in Vietnamese.

Most abbreviations that are used world-wide still remain in Vietnamese even they were translated into Vietnamese.

Example:

“*FDI plays an important role in the Vietnam economy: FDI companies contributed 13,3% to the GDP, 35% to the industrial output, 23% to export, 25% to total state budget revenues in 2001 ...*”. (*FDI in Vietnam: Results, Achievements, Challenges and Prospect*)

“*FDI đúng một vai trò quan trọng trong nền kinh tế Việt Nam: các công ty nước ngoài đóng góp 13.3% vào GDP, 35% vào sản lượng cộng nghiệp, 23% vào xuất khẩu, 25% vào tổng doanh thu ngân sách quốc gia vào năm 2001 ...*”

*FDI* – this term is often used in Investment documents. We can see that this term is formed by three initial letters of phrase: “*Foreign Direct Investment*” which means “*Đầu tư nước ngoài trực tiếp*” in Vietnamese.

“*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*)

(*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.*)

*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*”

In the above examples, “*FDI*”, “*GDP*” and “*ODA*” are abbreviated in both ST and TT. Obviously, that is a useful way to simplify terms or make them shorter and avoid the redundancy and using abbreviation of these terms 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.

The following attached reference table is illustrations about abbreviation in order that readers can closely approach with this strategy:

<b>Abbreviation</b>	<b>Full form</b>	<b>Vietnamese equivalence</b>
PMU	Project Management Unit	Ban quản lý dự ỏn
O&M	Operation and Maintaince Contract	Hợp đờng vận hành và bảo trỡ
IDA	International Development Association	Hội liờn hiệp phỏt triển quốc tế
EPC	Engineering Procuring Construction	Thiết kế, cung cấp thiết bị vật tư và xõy lắp
PAD	Project Appraisal Document	Văn bản đờnh giỏ dự ỏn
I.S schedule	Investment-Saving Schedule	Danh mục tiết kiệm-đầu tư
BOOT	Build, own, operate, transfer	Xõy dựng, sở hữu, vận hành, chuyển giao
GAB	General Arangement to Borrow	Hiệp ước vay nợ chung
NAV	Net Asset Value	Chỉ số giỏ trị tài sản thuần
BCC	Business Co-operation Contract	Hợp đờng hợp tỏc kinh doanh
BOT	Build Operate Transfer	Xõy dựng vận hành chuyển giao
SAC	Short-run Average Cost	Chi phớ trung bõnh ngắn hạn
OECD	Organization of Economic Co-operation and Development	Tổ chức hợp tỏc và phỏt triển kinh tế
IMRO	Investment Management Regulatory Organization	Tổ chức điềuhĩa quản lý đầu tư
CIP	Construction Investment Project	Dự ỏn đầu tư xõy dựng
BD	Basic Design	Thiết kế cơ sở
UNCDF	United Nations Capital Development Fun	Quỹ phỏt triển vốn Liờn Hợp Quốc
UNCTAD	United Nations Conference on Trade And Development	Hội nghị Liờn hợp Quốc về thương mại phỏt triển
UNDP	United Nations Development Program	Chương trỡnh phỏt triển Liờn Hợp Quốc
MIGA	Multilated Investment Guarantee Agency	Cơ quan bảo hiểm đầu tư đa phương

SCC	Special Conditions of Contract	Điều kiện cụ thể của hợp đồng
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To conclusion, within a frame of this paper, the researcher indicated some popular strategies applied to translate English Investment terms according to types of terms; including recognized translation, shift or transposition, reduction, expansion and using loan word. The translators can gain the best result by using these methods flexibly and effectively.

### Chapter III:                    **MAIN FINDING**

Every field also has its own terms, and obviously, Investment is not an exception. After a diligent and serious process of research, I really realize the important role of Investment terms especially for everyone working in economic field in general and everyone working in Investment field in particular. From what I have accumulated during my study, I want to share the findings of this topic as my experiences.

#### **1. The difficulties in translating some Investment terms:**

The common situation in translation is *misunderstanding*. Words in general English can carry different meanings and express new concepts in specific English. It is a cause lead to misunderstandings in translation process.

Firstly, the translators often misunderstand the meaning of word between general English and specific English or among fields. That is proved by following examples:

The term “*disbursement*” means “*the act of spending money*” and it is translated as “*sự dốc tiền*” or “*sự chi tiêu*” in Vietnamese. But in Investment field, the term “*disbursement*” means “*payment or withdrawal of funds for an expenditure under a project*” and “*giải ngân*” is the closest meaning in Vietnamese equivalent.

Example:

*“The final payment shall be made within the **disbursement period** stipulated in the Loan Agreement.” (Guidelines for the Employment of Consultants under JBIC ODA Loans: 18)*  
(Việc thanh toán cuối cùng sẽ được tiến hành trong **thời gian giải ngân** được quy định ở Hiệp định vốn vay)

Another term: *uncalled capital*” including “uncalled” which means “*khung được gọi*” or “*khung được mời*” in communication language. However in Investment field, “uncalled capital” means “*part of the company’s issue which has not been paid for by the shareholders*””, and “*vốn chưa huy động*” is closest equivalent in Vietnamese.

The term “*liquid asset*”, it easy to translate as “*tài sản lỏng*” by dictionary and the word “*tài sản lỏng*” is accepted and used in Vietnamese Investment documents. When looking at the word “*liquid*” many readers or even translators will understand as “*chất lỏng*” in Vietnamese. But in Investment field, the term “*liquid asset*” means “*kind of asset which is easy to exchange post*” and it is understood as “*dạng tài sản dễ hoán chuyển*” in Vietnamese.

Therefore, due to the limitation of knowledge about the specific field and the variety of both SL and TL, the translators surely have difficulties in the process of translating and understanding terms.

## **2. Some suggestions in translating Investment terms:**

The most difficulty to translate ESP is terminology, which often translated practically and exactly in requirement. Generally, a best translation should be performed some steps as following:

Firstly, *the translators should try to understand the new term in the whole content and intention of the text which he is translating.* The principal way to reach it is reading all the sentences or the text completely to give the idea that we want to say in the target language because the most important characteristic of this technique is translating the message as clearly and naturally as possible. By this way, translators can guess the meaning of word in the detail content. Moreover, it is necessary to look up new word by dictionary. Most of terms created from original word in general English.

Secondly, *the translators should search the knowledge about the translation matter* in order to, at least, understand the concept of the terms and use them correctly, and decrease

all the difficulties stated above. By doing this, translators can choose the best equivalent from English into Vietnamese and avoid the misunderstanding

Thirdly, *the translators should avoid the tendency to translate word by word*, because that will destroy the meaning of the original word and ruin the beauty of the expression. Basically, most of terms are translated by using general word. However, sometimes, it is necessary to translate an English word by a long phrase or even a whole sentence to help readers understand.

## **Part III: CONCLUSION**

It can be not denied that today English is the most widely language all over the world and English has acquired the largest vocabulary of all over the world's language. Nowadays, the important role of English is illustrated in every field such as politics, science, economy, etc. Therefore, translation of terms in the specific field plays an important role, especially in the age of globalization.

Being aware of the importance in specific field, I decided to make a study on English terms related to Investment Documents and Vietnamese equivalence. Three main parts of my research presented from overview about translation theory to practice in detail of which part two is the focal point. The theoretical background stated from broad to narrow in the chapter one provides the basic knowledge of translation, ESP and Investment terms. The most important of this study – chapter two presents an investigation of the Investment terms including collection of Investment terms and some popular strategies applied to translation Investment terms from English to Vietnamese. And chapter three finds out some difficulties in the translation process and some suggestions for readers to translate effectively.

In conclusion, I choose this theme to research with the hope that it can help readers and learners, especially those who working in Investment field to have more information about Investment terms as well as the way to translate ESP effectively. Due to my limitation of time and knowledge, mistakes and shortcomings are unavoidable in my study. Therefore, I am always willing to receive the contributions, advices and sympathies from teachers and readers to make my graduation paper more perfectly.

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