

**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 TRANSLATION OF
ECONOMIC AND TRADE TERMINOLOGY
FROM ENGLISH INTO VIETNAMESE**

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Class:

NA1201

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HAI PHONG – 2012

**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.

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CÁN BỘ HƯỚNG DẪN ĐỀ TÀI

Người hướng dẫn thứ nhất:

Họ và tên:.....

Học hàm, học vị:.....

Cơ quan công tác:.....

Nội dung hướng dẫn:.....

Người hướng dẫn thứ hai:

Họ và tên:.....

Học hàm, học vị:.....

Cơ quan công tác:.....

Nội dung hướng dẫn:.....

Đề tài tốt nghiệp được giao ngày..... tháng năm 20.....

Yêu cầu phải hoàn thành xong trước ngày..... tháng năm 20....

Đã nhận nhiệm vụ ĐTTN

Sinh viên

Đã giao nhiệm vụ ĐTTN

Người hướng dẫn

Hải Phòng, ngày.... Tháng..... năm 20....

HIỆU TRƯỞNG

GS.TS.NGŨT 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 giá trị sử dụng, chất lượng các bản vẽ)

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

Hải Phòng, ngày tháng năm 20...

Cán bộ hướng dẫn
(họ tên và chữ ký)

NHẬN XÉT ĐÁNH GIÁ
CỦA NGƯỜI CHĂM PHẢN BIỆN ĐỀ TÀI TỐT NGHIỆP

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 20...

Người chấm phản biện

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PART I: INTRODUCTION

I. Rationale of the study



Nowadays, with the development of our society as well as other countries in the world, economic and trade sector has become one indispensable field in the economy in general, development of the countries in particular, including our Vietnam. Thanks to the open-door policy and the renovation process, Vietnam is currently a developing country with many wonderful changes and processes in various fields such as economy, politics, culture and society, science and technology. The Party, Government and all Vietnamese are constantly trying the best to make Vietnam rub shoulders with powerful countries in five continents.

Vietnam is on the way of international economic integration. In detail, many enterprises, companies, factories have been established. In addition, there have appeared here many representative offices of foreign companies. We have established the economic and trade relations with a lot of countries. Successful

economic and trade cooperation requires many factors, of which mutual understanding is the most importance. Therefore, the translation of economic and trade documents plays an important role and is of the greatest concern. However, the translation from English into Vietnamese or vice versa is a big challenge, because of the differences between English and Vietnamese languages and culture. Especially, in economic and trade field, the translation of its documents in general and terminology in particular is not a simple task because of their fully specific terminology.

Moreover, economic and trade cooperation among different countries in the world is increasing, to become a good translator is not only the interest of many people but mine. However, I often meet many difficulties as well as challenges in translation process because of the linguistic differences between the two language systems and the most noticeable difficulty is the problem of how to deal with non-equivalence and equivalence economic and trade terminology.

Therefore, with the hope of helping translators, as well as myself particularly, students who have just graduated begin to step out the university environment and have orientation to become future translators in economic and trade field, I implement this study to study on the translation of economic and trade terminology from English into Vietnamese. Hopefully, it can help translators enhance their translation skills after reading.

II. Aims of the study

The study on the translation of basic economic and trade terminology aims to figure out an overview on translation strategies and procedures which are commonly employed in translation of economic and trade terminology.

In detail, my Graduation Paper is aimed at:

- ❖ Reviewing the theoretical issues relating to translation, translation methods, translation equivalence and terminology , its definition and main characteristics.
- ❖ Collecting and presenting basic English terminology in economic and trade sector.
- ❖ Providing their Vietnamese equivalences or expressions.
- ❖ Finding out the translation strategies and procedures applied in the translation of economic and trade terminology from English into Vietnamese.
- ❖ Providing students major in the subject, translators and those who may concern a draft and short reference of basis English terminology in economics and trade and their corresponding Vietnamese meanings.

Hopefully, the study will provide readers overall comprehension about the information of economic and trade terminology, especially for future translators who are willing to become good translators in economic and trade field.

III. Scope of the study

Terminology is various in different fields such as commerce and business, market, economic laws, insurance, investment, shares and securities, etc... However, it is impossible for me to carry out study on them, due to limitation of time and my knowledge. In my study and work process, recognizing that economic and trade terminology plays an important role in Business Management and Foreign Trade field, especially in the renovation period of our country. Therefore, the major aspects of the investigation are translation and popular translation strategies being applied in economic and trade terminology from English into Vietnamese.

IV. Methods of the study

As this study is carried out for the sake of translation of economic and trade terminologies from English into Vietnamese, the quantitative method is applied. I have implemented this study with the support sources from economic and trade books and dictionaries, internet and other references.

Then, from the collected data I will analyze their features to find the suitable procedures which are used to translate from English into Vietnamese.

V. Design of the study

This study includes three main parts:

The first Part is an **Introduction**, consist of consist of rationale of the study, aims of the study, scope of the study, methods of the study and design of the study.

The second Part is the main part which title **Development**, being divided into three chapters:

❖ The first chapter is the theoretical background with definitions of translation, translation methods, translation Equivalence, main knowledge on English for Special Purposes (ESP) in translation and terminology along with the distinction between terms and word.

❖ The second chapter is the chapter which I focus on Economic and Trade terminology including definition of economics and trade, language in economic and trade sector, the role of terminology in Economic and trade translation, together with classification of Economic and Trade terminology.

❖ The third chapter is implication of the study which titles “popular strategies and procedures applied in translation of economic and trade terminology from english into vietnamese”, basic methods applied in non-

equivalence and equivalence translation. Then, I denote main findings which I gained during the time of carrying out this study.

The third Part is the **Conclusion** including strength, weakness of my graduation paper and suggestion for further study.

PART II: DEVELOPMENT

CHAPTER I: THEORETICAL BACKGROUND

In this section the issues relating to translation theory such as the definition of translation, translation method, and translation equivalence and relevant theory including:

I. Definition

Translation, a phenomenon traditionally considered as an “art”, has existed in every corner of our life. It has been approached from a scientific and technical point of view and considered as an indispensable part in the field of not only literature, culture and religion but also commercial advertisement, popular entertainment, public administration, immigration and education...especially in this current renovation economy. Thus, definition has been defined variously. They are defined under many different ways which were given by a lot of famous translators longtime ago as “Foster, Cartford, Reiss, Bell, Pinhhuck...and its definition is continuously discovered, defined in many new ways and began to appeared in books, dictionaries or websites. There have been a great number of books and articles which have been written about this subject. The following are some typical definitions which are basic theoretical background for my study:

❖ Cartford (1965:20) considers as follows:

“Translation is the replacement of text material of this language (source language) with text material of another (target language)”.

❖ Hartman and Stork (1971:1) believes that :

“Translation is the replacement of a representation of a text in one language by a representation of an equivalent text in a second language”.

❖ Wilss (1982:3) shares as below:

“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”.

❖ Nida, E.A. (1984:83) claims:

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

❖ Bui Tien Bao, Ha Noi National University has another definition:

“Translation is rendering a written text into another language in a way that the author intended the text”.

❖ Advanced Oxford Dictionary (page 1632)defines:

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

❖ According to wikipedia , translation is claimed:

“**Translation** is the interpreting of the meaning of a text and the subsequent production of an equivalent text, likewise called a **translation** that communicates the same message in another language. The text to be translated is called the source text, and the language that it is to be translated into is called the target language; the final product is sometimes called the target text.”

It is clear that the above definitions given by different linguists from different contexts, share common features of emphasizing the importance of finding closest equivalence in meaning with similar characteristics to the original by the choice of appropriate target language’s lexical and grammatical structures. Some sorts of transfer from one language to another also insist on the different methods of translation which will be taken into consideration in the next part.

II. Translation methods

For learners of English, there are different approaches to translation with various methods. For a number of definitions of translation given above, we can see that the understandings of translation varies from one to another. The central problem of translating is whether to translate literally or freely. It all depends on some factors such as the purpose of the translation, the nature of readership and the text types. As stated by Peter Newmark (1988:45) there are eight methods of translation.

And basing on the degree of emphasis on the SL and TL, he puts it in a flattened diagram as below:

SL Emphasis	TL Emphasis
Word-for-word translation	Adaptation
Literal translation	Free translation
Faithful translation	Idiomatic translation
Semantic translation	Communicative translation

II. 1. Word- for- word Translation

This is the type of translation that English learners are likely to take up in the process of mastering their translation skills. In word-for-word translation, the source language word order is preserved and the words are singly translated by their most common meanings, out of context. Cultural words are literally translated. 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.

For example:

All worldly things may change with time, but the impression of the first love will remain a vivid as ever.

(Victor Hugo)

- ☛ Tất cả mọi vật trên thế gian có thể thay đổi với thời gian, nhưng ấn tượng về môi trường đều sẽ tồn tại mãi mãi.

(Vương Trung Hiếu, 1993: p.147)

II. 2. 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.

For example:

I tried for a moment to see the situation through her eyes.

(Deignan, 1998: p.6)

- ☛ Tôi đã thử một lần cố nhìn nhận tình huống theo cách nhìn của cô ta.

II.3. 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.

For example:

Whoever wants to hurt her shall first go over my corpse.

- ☛ Dứa nào muốn đụng tới cô ấy thì bước qua xác tao đã.

II.4. Semantic translation

Semantic translation 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 finished version. It does not rely on cultural equivalent and makes very small concession to the readership. While “faithful” translation is dogmatic, semantic translation more flexible. New Mark (1982:22) says that “...semantic constraints of the target language, to reproduce the precise contextual meaning of the author”.

For example:

One man’s meat is another man’s poison

☛ Đám cưới nhà ta , đám ma nhà người

II.5. Adaptation

This method is the freest form of translation. It is frequently used for plays (comedies) and poetry: themes, characters, plots preserved, SL culture converted to TL culture and text is rewritten. Dung Vu (2004) points out that: “Adaptation has a property of lending the ideas of the original to create a new text used by a new language more than to be faithful to the original. The creation in adaptation is completely objective in content as well as form”.

For Example:

Below the bridge runs the current pure and clear

And there the grass grows soft, by the bridge.

☛ Ngòi đầu cầu nước trong như lọc

Đường bên cầu cỏ mọc còn non.

II.6. Free translation

Free translation is the translation which is not close to the original, but the translation just transmits meanings of the SL in her/his own words. It reproduces the matter without the manner, or the content without the form of the original. Usually it is a paraphrase much longer than the original. Therefore, the advantage is that the text in TL sounds more natural. On the contrary, the disadvantage is that translating is too casual to understand the original because of its freedom

For Example:

It would rather the victorious brightness in an only moment than the centenary twinkle.

☛ Thà một phút huy hoàng rồi vụt tắt còn hơn le lói suốt trăm năm.

II.7. Idiomatic translation

Idiomatic translation is concerned with communicating the meaning of the source text using the natural grammatical and lexical items of the target language.

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:

He carries fire in one hand and water in the other

☛ Vừa ăn cướp vừa la làng

II. 8. Communicative translation

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

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

(Peter Newmark, 1982:39)

For example:

Thôi thì hết hờn ghen và giận dỗi

Được giận hờn sung sướng biết bao nhiêu.

(Xuân Diệu)

☛ Well, it's all with jealousies and sulks

What fun to be in the sulk.

(Vương Trung Hiếu, 1993: p.145)

III. Translation equivalence

III.1. Definition of translation equivalence

The dictionary defines equivalence as being the same, similar or interchangeable with something else. In translation terminologies, equivalence is a term used to refer to the nature and extent of the relationship between SL and TL texts or smaller linguistic units.

The problem of equivalence is one of the most important issue in the field of translating. It is a question of finding suitable counterparts in target language for expressions in the source language.

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

❖ Vinay and Darbelnet (1995:342) consider as below:

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

❖ Wayne Leman (Wordpress.com) shares :

“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?”

III.2. Types of equivalence

There are many kinds of classification, It depends on the translators and the way of their analysis. The following types are common types of equivalence and useful for translators:

Nida shares that there are two different types of equivalence which are *formal correspondence* and *dynamic equivalence*. Formal correspondence “focuses attention on the message itself, in both form and content”, while dynamic equivalence is based upon “the principle of equivalent effect”.

Formal correspondence consists of a TL item which represents the closest equivalent of a SL word or phrase and is not always formal equivalents between language pairs. Therefore, these formal equivalents should be used wherever possible if the translation aims at achieving formal rather than dynamic equivalence. However, the uses of formal equivalents in the translation will lead the target audience uneasily to understand and might at times have serious implications in the TT. Nida and Taber share that “Typically, formal correspondence distorts the grammatical and stylistic patterns of the receptor language, and hence distorts the message, so as to cause the receptor to misunderstand or to labor unduly hard” (ibid:201,).

Dynamic equivalence is defined as a translation principle according to which a translator seeks to translate the meaning of the origin in such a way that the TL wording will trigger the same impact on the TC audience as the original wording did upon the ST audience. Nida and Taber (1982:200) argue that

“Frequently, the form of the original text is changed; but as long as the change follows the rules of back transformation in the SL, of contextual consistency in the transfer, and of transformation in the receptor language, the message is preserved and the translation is faithful”.

According to Newmark, the purpose of translation is to achieve equivalence effect which produces the same effects on the readership which obtained in original. He sees equivalence effect as the desirable result rather than the aim of any translation except for two cases: (a) If the purpose of the SL text is to affect and the TL translation is to inform or vice versa; (b) If there is a pronounced cultural gap between the SL and the TL text.

However, Koller (1979) considers five types of equivalence:

1. *Denotative equivalence:*

The source language and the target language words refer to the same thing in real world. It is an equivalence of the extra linguistic content of a text.

2. *Connotative equivalence:*

This type of equivalence provides additional values besides denotative value and is achieved by the translator’s choice of synonymous words or expressions.

3. *Text-normative equivalence:*

The source language and the target language words are used in the same or similar context in their respective languages.

4. *Pragmatic equivalence:*

With readership orientation, the source language and the target language words have same effect on their respective readers.

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

IV. English for Specific purposes in translation (ESP)

IV.1. Definition of ESP

From the early 1960's, English for Specific Purposes (ESP) has grown to become one of the most prominent areas of EFL teaching today. Its development is reflected in the increasing number of universities offering an MA in ESP (e.g. The University of Birmingham, and Aston University in the UK) and in the number of ESP courses offered to overseas students in English speaking countries.

ESP is the abbreviation for English for Specific Purposes. It is differently defined by different people. Some people described ESP as simply being the teaching of English for any purposes 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.

To classify the meaning of English for specific purposes, Tony Dudley-Evans (1977), co-editor of the ESP Journal gives an extended definition of ESP in terminologies of 'absolute' and 'variable' characteristics as below:

❖ ***Absolute Characteristics:***

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

❖ *Variable Characteristics.*

ESP may be related to or designed for specific disciplines and use, in specific teaching situations, a different methodology from that of General English. It is generally designed for intermediate or advanced students and most ESP courses assume some basic knowledge of the language systems.

The definition Dudley-Evans offers is clearly influenced by Stevrens's definition (1988). He has improved it substantially by removing the absolute characteristic that ESP is "in contrast with 'General English'" (Johns et al., 1991: 298), and has included more variable characteristics. The division of ESP into absolute and variable characteristics, in particular, is very helpful in resolving arguments about what is and is not ESP. From the definition, we can see that ESP can but is not necessarily concerned with a specific discipline, nor does it have to be aimed at a certain age group or ability range. ESP should be seen simple as an 'approach' to teaching, or what Dudley-Evans describes as an 'attitude of mind'. This is a similar conclusion to that made by Hutchinson et al. (1987:19) who state, "ESP is an approach to language teaching in which all decisions as to content and method are based on the learner's reason for learning."

IV.2 .Types of ESP

According to David Carter (1983), there are three types of ESP:

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

The first type is purpose of English as a restricted language. The language used by air traffic controllers or by waiters, supervisor are examples of English as a restricted language. The difference between restricted language and

language are the language of international air-traffic control being 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.”

The second type is English for academic and Occupational Purpose. And according to Hutchinson & Water, ESP is divided into three branches:

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

The last type 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.

According to the types of ESP above, **Language in Economic and trade Sector** lies in English for Business and Economics (EBE).

V. Terminology and its main characteristics

V.1. Definition of terminology

With each translator will give one opinion or their point of view on translation. Therefore, there are various definitions of terminology by many linguists. Herein, I would like to quote some popular definitions:

❖ In the Russian Encyclopedia (1976:473 - 474) terminology is defined as:

“A word or a combination of words denotes the concept precisely and its relationship with other concepts in a specific area. Terminology is a specialized and restricted expression on things, phenomena, characteristics, and the relationship in a specific profession.”

❖ Nguyen Van Tu (1960: 176) claims:

“Terminology is a word or combination of words that is used in science, technology politics, art... and it has a specific meaning, denotes precise concepts and names of the above-mentioned scientific areas.”

❖ Nguyen Thien Giap (1985:308-309) believes:

“Terminology is a section of special lexis of a language. It consists of fixed words and groups of words which are accurate names of concepts and subjects belonging to different specialized fields of human beings.”

It is clear that though these definitions are given at different times and from different situations, they all share the common characteristics of terminology. Terminology plays an important role in showing the development of science and technology, business, commerce... of that society.

V.2. Main characteristics of terminology

As a special unit in the lexical system of language, terminology has its own distinctive features. According to many linguists, terminology should have

the following qualities: *accurateness, systematism, internationalism, nationalism and popularity*. The above characteristics are general characteristics of terminologies. They all are the vital principles in the creation and existence of terminologies in all sectors such as science and technology, economic and trade sector, business, technique... the economic and trade terminology includes all these characteristics

V.2.1.Accurateness

The first quality of terminology is accurateness, that is, it expresses a scientific concept or definition concretely and precisely so that it can help to avoid the misunderstanding one concept for another. It is necessary for each term in a typical professional scale, denotes only one concept in that system. The meaning of a term is normally the combination of linguistic signals not only the sum of its component's meanings. Luu Van Lang (1977) claimed that each linguistic signal poses one basic nuclear meaning and vice versa a concept also has a typical linguistic signal in a concrete situation. Newmark (1998) also said that concept-words are notorious for their different meanings in various technologies. Therefore, when a term is created in a specific field, it is necessary to take into account its homophone or synonymy which are often seen in linguistics. It is advisable to bear in mind the one-to-one equivalent between a concept and a term in the translation of terminology.

For example:

The word "*article*"- means "*điều khoản*" in economic and trade contract, it will be understood as *clause of contract* which need to obey and perform .

V.2.2.Systematism

As a part of a language, each term has its own position in the system of concepts and belongs to a terminological system. Each term requires its meaning in the relationship with other terms in its system. Once separated from its system and meaning in vague. Therefore, systematism is seen as one of the most

important features of terminology. There is the difference in viewpoints of the characteristics of terminology among terminologists. Some say the typical characteristic of terminology is the systematic formation, while others claim that it is the feature of content. However, it is the combination of both content and expression form. It is impossible to separate a concept from the system to make a term but it determines its position in the system.

Generally in economic field in and particularly in economic and trade contract or documents..., it is easy for us to realize this characteristic by the using suffixes to indicate position of people who play role in those documents. In economic and trade terminologies, theirs suffixes –or,-ee, - er, - ist” are used to indicate people.

For example:

The position in the system as the word “ *controller*” means “ *kiểm soát viên*” or the word “*lessee* ”” means “ *bên đi thuê* ”.

Or the word “*Deliverer*” means “ *người giao hàng*” in Vietnamese, with the suffix “er” , from the verb “ deliver” become a noun which indicate the position of people in the system.

V.2.3.Internationalism

As mentioned above, terminologies are special words expressing common scientific concepts together with the development, cooperation and scientific, technological exchanges among countries throughout the world, terms are internationalized. The globalization enables terminology to be used more popularly in different languages so as to make the international science develop faster... Based on the criteria of terminology, each language may require other principles in accordance with its culture. As a result of this process, there are exists a number of terms being internationalized in different languages namely medicine (names of illness, medicine, physic, telecom...) and especially in business and commerce such as economic and trade acronyms.

For example:

WTO “World Trade Organization” – Tổ Chức Thương Mại Quốc Tế

NEDO “National Economic Development Council” – Hội đồng Phát Triển Kinh Tế Quốc Gia

VAT “Valued added tax” – Thuế giá trị gia tăng

ISSN “International Standard Serial Standard” - Mã Số Tiêu Chuẩn Quốc Tế

V.2.4.Nationalism

The term is obviously special linguistic unit of a language used in specific profession; it clearly belongs to national language. As a result, terminologies in Vietnam should be imbued with Vietnamese culture and characteristics of Vietnamese language. They should be appropriate to Vietnamese people from the lexicology to the grammatical composition.

As talked above, it is affected by the acceptance language and culture when translating terms. Therefore, in economic and trade documents, some terms when is translated into Vietnamese, they will be translated under the Vietnamese culture and characteristic of Vietnamese language.

For example:

“Industrial action” – if it is translated, it will be understood as “*hoạt động công nghiệp*”. However, it should be understood as “*Trừng phạt lao động*”. It belongs to national language and is translated under Vietnam language which appropriate to Vietnamese people

V.2.5.Popularity

It is this characteristic of terminology which can bring scientific and technological progress to all people. As a component of linguistics, terminology plays an important role in pushing up the development of science, hence it should be comprehensible to all people in its way of reading, writing, speaking and memorizing. In economic and trade sector, this characteristic creates the consistent in usage.

For instance:

“*Invent*”- *Phát minh, sáng chế*

“*Transport*” – *Vận chuyển*

“*Exchange*” – *Trao đổi*

V.3. The distinction between terms and words

To distinguish between terms and word, we should need to know the definition of each.

❖ A word is a set of letters that when modified and combined according to laws of grammar (syntax) may constitute a sentence, an imperative or other aspect of language. Most often words are terms, because they provide meaning (through representation) and hence our understanding.

❖ A term is a word that has meaning (semantics) and most often refers to objects, ideas, events or a state of affair. A term is (in addition to being a word) a point of reference, whereas a word is only a constituent of language. Hence, all terms are words, but only some words can be terms. A term refers to something, either abstract or concrete. Because a term refers to something (e.g. object, event, relation) it represents that something. Terms can easily be spotted if they can be associated with other terms, hence forming a set of terms - a terminology. Thus, to spot the difference between a term and a word requires that the term represent something.

It is necessary to distinguish between terms and word. Baker (1998) claims that: “Terms differ from words in that they are endowed with a special form of reference, namely that they refer to discrete conceptual entities, properties, activities or relations which constitute the knowledge space of a particular subject field”.

Despite the distinction between terms and words mentioned above, the boundary between them is not a clear cut, as many terms become ordinary words when they are closed to daily life and used with high frequency, and many words become terms when they are used in specialized field.

CHAPTER II: ECONOMIC AND TRADE TERMINOLOGY

I. Definition of Economics and trade

Economics and Trade is a social science subject which studies on the relationship of economics, regulations and economic category and exists in the field of goods circulation. It primarily studies how economic partners interact with each other while exchanging commodities. Included in this analysis is the role played by the quantity of commodities belonging to each partner and the effects of protectionist measures such as tariffs. Besides, it also studies the effect of international trade upon the markets within individual countries; this includes the increasing globalization of products and services. Specific objects of study include unemployment and manufacturing rates, as well as the availability of labor.

II. Language in economic and trade sector

A language is considered to be a system of communicating with other people using sounds, symbols and words in expressing a meaning, idea or thought. Primarily there is a distinction between one language and another; usually it may be through country boundaries, population culture, demographics and history. Each country through combinations of blending cultures, environment and other factors has evolved their own unique style of a language. And the most popular language is English, which is used in many fields, such as: science and technology communicating, marketing, business...etc; especially in economic and trade Sector – a sector plays important role generally in the countries, particularly in Vietnam.

The terminologies used in Economic and Trade sector are not only relating to Economics and Trade but also science, marketing ... Many terminologies can be used with the same meaning with other fields. However, there are some special technical terminologies that only make sense in the

context of economic and trade sector. Therefore, to translate these idiomatically, we should be aware of the language base and the knowledge about trade (commerce), business, economics and other relevant aspects.

III.The role of terminology in Economic and Trade Translation

Terminology plays important role in translation, the classic example of someone in need of terminology is a translator. Terminology helps translators remain consistent in usage of terms. Terminologies are divided according to group or sectors as: science and technology, culture and politics, economics and trade, marketing.... It will create facilities for translators or users to translate.

Thanks to terminology, documents, files in economic and trade sector as economic contract, reports or minutes, etc... are translated in the right way and made successfully in economic and trade cooperation among companies, factories, enterprises and countries.

It contributes to create successfully in cooperation of economic and trade sector in general and the development of countries in particular.

IV.Classification of Economic and trade terminology

IV.1. Single terminology

Single terminologies are those that consist of just one word which can be found in a text. As the below illustrations:

English	Vietnamese
Agribusiness	Kinh doanh nông nghiệp
Asset	Tài sản

Single terminologies are divided as follows:

IV.1.1. Single terminology in the form of Noun

Economic and trade terminologies in the form of noun are various and broadly used in this sector. And the nouns are formed by the help of suffixes such as “er”, “or”, “y”, “ance”, “tion”. The below table includes a list of nouns which belong to this type.

English	Vietnamese
Investment	Sự đầu tư
Production	Khối lượng sản xuất
Consumption	Sự tiêu dùng
Indemnify	Bồi thường
Inflation	Lạm phát
Commitment	Cam kết
Superior	Cao cấp hơn
Monopoly	Độc quyền
Depression	Suy thoái
Allowance	Phần tiền trợ cấp
Capital	Vốn, tư bản
Demand	Cầu
Dumping	Bán phá giá
Devaluation	Bước giảm giá

IV.1.2.Single terminology in the form of verb

Economic and trade terminologies in form of verb are widely used in all documents, purchase contracts or articles belonging this sector. As they are shown in the following examples:

English	Vietnamese
Exchange	Trao đổi
Deliver	Phân phối
Negotiate	Đàm phán
Trade	Kinh doanh
Promote	Đẩy mạnh
Advertise	Quảng cáo
Install	Lắp đặt
Transport	Vận chuyển
Terminate	Chấm dứt
Import	Nhập khẩu
Export	Nhập khẩu
Wholesale	Bán buôn
Retail	Bán lẻ

IV.2.Neologism

Neologisms are often created by combining existing words or in other words they are new words which are considered:

IV.2.1.Eponyms

They are derived from the names of inventors or discovers, economist and commonly used in economic and trade field. As follows:

English	Vietnamese
Dow Jones Industrial Average	Chỉ số bình quân công nghiệp Dow Jones
Bernoulli Hypothesis	Giả thuyết Bernoulli
Augmented Dickey Fuller test	Kiểm định Dickey Fuller bổ sung
Averch-Johnson Effect	Hiệu ứng Averch-Johnson
Box-Jenkins	Phương pháp Box-Jenkins
Cramer's Rule	Quy tắc Cramer's
Engel's Law	Quy luật của Engel
Juglar cycle	Chu kỳ Juglar
Keynesian Growth Theory	Lý thuyết tăng trưởng của trường phái Keynes
Le Chatelier principle	Nguyên tắc Le Chatelier
Goodhart's law	Luật Goodhart
Harrod-Domar growth model	Mô hình tăng trưởng Harrod-Domar
Heckscher-Ohlin approach to international trade	Phương pháp Heckscher-Ohlin về thương mại quốc tế

IV.2.2.Acronyms

Acronyms terminology is a short form of a terminology which we commonly meet in economic and trade contracts, documents or procedures. They can be acronyms for international institutions, as the below illustrations:

English	Vietnamese
WTO (World Trade Organization)	Tổ chức kinh tế thế giới
IDA (International Development Association)	Hiệp hội Phát Triển quốc tế
(IMF) International monetary Fund	Quỹ tiền tệ quốc tế
ISO (International Standard Organization)	Tổ chức tiêu chuẩn hóa Quốc Tế

They also can be acronyms which are created for special topic. They are quite common in economic and trade documents . As being shown in the following sheet:

English	Vietnamese
FDI(foreign direct investment)	Đầu tư trực tiếp nước ngoài
VAT (Value added tax)	Thuế giá trị gia tăng
GDP (Gross domestic product)	Tổng sản phẩm quốc nội
ISIC (International Standard Industrial Classification)	Phân loại ngành công nghiệp theo tiêu chuẩn quốc tế
CBA (Cost benefit analysis)	Phân tích phí tổn – lợi nhuận
Co; Corp (Company, Corporation)	Công ty, tổng công ty
D/P (Documents against payment)	Chứng từ giao khi thanh toán

IV.3.Compound terminology

Compound terminologies are terms consisting of two or more words, most of them are compound nouns, compound adjectives (*Mutual fund, industrial waste, Mixed economy...*). The below examples are compound terminologies which are commonly used in economic and trade documents.

English	Vietnamese
Market economy	Nền kinh tế thị trường
Laissez-faire	Chính sách tự do kinh doanh

Compound terminologies are divided the following type:

IV.3.1.Terminologies consisting of Classifier (Noun) + thing

It includes two nouns of which first noun holds functions as classifier and helps to distinguish the second noun from the other concepts of the same group. The following list includes economic and trade terminologies which belong this type:

English	Vietnamese
Discount rate	Tỷ lệ chiết khấu
Agent middleman	Đại lý trung gian
Price discrimination	Phân biệt giá
Stock exchange.	Sở giao dịch chứng khoán
Export subsidy	Trợ cấp xuất khẩu
Income tax	Thuế thu nhập
Market economy	Nền kinh tế thị trường

IV.3.2. Terminologies consisting of Classifier (adjective) + thing

These compounds consist of an Adjective and a noun of which Adjective takes functions as Classifier and the Noun (thing). For instance:

English	Vietnamese
Social Security.	An sinh xã hội
Fiscal policy	Chính sách tài khóa
Optimal distribution	Sự phân phối tối ưu
Free trade	Thương mại tự do
Natural price	Giá tự nhiên
Classical model	Mô hình cổ điển

IV.3.3. Terminologies consisting of Classifier (Present participle) +thing

These terminologies include one word which is Present participle – V-ing and one word being form of Noun (thing). As following examples:

English	Vietnamese
Marketing strategy	Chiến lược tiếp thị
Decreasing returns	Lợi tức giảm dần theo quy mô
Floating charge	Phí linh động
Issuing broker	Người môi giới phát hành.
Opening prices	Giá mở cửa

IV.3.4. Terminologies consisting of Classifier (Past participle) +thing

These terminologies comprise the Past participle which holds function as Classifier and one word being form of Noun (thing). The following table is the list of these terminologies:

English	Vietnamese
Mixed economy	Nền kinh tế hỗn hợp
Overvalued currency	Tiền được định giá quá cao
Repressed inflation	Lạm phát bị kiềm chế.
Registered unemployment	Những người thất nghiệp có đăng ký
Skewed distribution	Phân phối lệch
Uncalled capital	Vốn chưa huy động
Expected inflation	Lạm phát dự tính được

IV.3.5. Terminologies consisting of Classifier (Noun + Present participle) +thing

They include one Noun, V-ing and one Noun (thing) as the following illustrations:

English	Vietnamese
Premium saving bonds	Trái phiếu tiết kiệm có thưởng
Price fixing agreement	Thoả thuận cố định giá

IV.3.6. Terminologies consisting of Thing +Qualifier

They are mainly preposition phrase, they combine Noun + Preposition + Noun. For illustrations:

English	Vietnamese
Cost of capital	Chi phí vốn
Patent of trade	Mô thức ngoại thương
Harmony of interests	Hài hòa quyền lợi
Impact of taxation	Tác động của việc đánh thuế
Law of demand	Quy luật của cầu
Letter of credit	Thư tín dụng
Store of value	Tích trữ giá trị

IV.4. Phrase

They also include more than two words, however they do not belong to the above types of Compound terminologies and are called as “Phrase”. They are usually used in titles of section in guidelines or document. The following table contains a list of terminologies belonging to this type:

English	Vietnamese
Floating exchange rate system	Hệ thống tỷ giá hối đoái thả nổi
Free enterprise system	Hệ thống doanh nghiệp tự do
Fixed exchange rate system	Hệ thống tỷ giá hối đoái cố định
Joint venture project	Đề án hợp tác liên doanh
Capital theoretic approach	Phương pháp lý thuyết qui về vốn
Capital transfer tax	Thuế chuyển giao vốn
Capital turnover criterion	Tiêu chuẩn quay vòng vốn
Circular flow of payments	Dòng thanh toán luân chuyển
Cumulative causation model	Mô hình nhân quả tích lũy

IV.5. Positive terminology

Positive terminologies are signifies the presence of some attribute and positive term may convey a negative idea. The following table is illustrations which belong to this type:

English	Vietnamese
Minimize	Giảm đến mức tối thiểu
Increase	Tăng
Accumulate	Chất đọng
Fully	Đầy
Immediately	Ngay lập tức
Specific	Rõ ràng
Eliminate	Loại trừ

IV.6.Negative terminology

Negative terminologies are signifies the absence of some attribute and it sometimes conveys positive ideas. As following examples:

English	Vietnamese
Non-market	Phi thị trường
Discount	Chiết khấu
Unsold	Chưa bán được
Worthlessness	Không có giá trị
Cutting down	Giảm bớt
Powerlessness	Không có quyền hành
Underestimation	Đánh giá thấp

CHAPTER III: POPULAR STRATEGIES AND PROCEDURES APPLIED IN THE TRANSLATION OF ECONOMIC AND TRADE TERMINOLOGIES FROM ENGLISH INTO VIETNAMESE

To let readers understand what means which source language mention, the interpreter and translator have to choose the best way to transfer meaning from SL to TG. Base on many documents of translation, the translation methods are often divided according to two kinds which are kindly applying in none-equivalence and kindly in equivalence. I would like to analyze it as details below:

I.Popular strategies and procedure applied in Non-equivalence

To deal with non-equivalence in translation, there are many measures which raised and applied such as: translation by illustration, translation by Cultural Substitution, translation by More Neutral and Less Expressive Word, translation by omission (is known as reduction translation), translation by illustrations The following procedures are mainly applied in economic and trade sector.

I.1.Translation by paraphrase using unrelated words

This strategy is mainly used when translating economic and trade terminologies which are not lexicalized at all in the target language and mainly based on the modification of a super ordinate or simply on the unpacking of the source terminology meaning.

For following example:

English	Vietnamese
Sales forecast	Dự toán doanh số bán ra

In the above example, the noun “sales” is normally translated as “sự bán ra, hàng hóa bán ra”. However when the word “sales” converted into specialist terms, economic and trade sector, its meaning is “doanh số bán ra”. This state indicates that the terminology “sales forecast” when translating into Vietnamese, in economic and trade sector, as “dự toán doanh số bán ra”, is a big change when translating from English into Vietnamese. When a word is used in special context, its meaning will be different from in normal conversation. From the above example, readers can easily realize this characteristic and its translation method bases on unpacking the meaning of the source terminology.

Another example:

English	Vietnamese
Venture	Việc kinh doanh mạo hiểm

“Venture” is denoted “a business project or activity, especially one that involves taking risks”. It is very difficult for us to find a one-word terminology which has the greatest possible accuracy in Vietnamese as it is not lexicalized in. To make it clearly and accurately when it is translated into Vietnamese, it will be added more than one TL words to explain. And it will be translated as “Việc kinh doanh mạo hiểm”.

Many economic and trade terminologies are translated between two languages, English and Vietnamese by using this strategy. The following is the list of economic and trade terminologies which applied this strategy to translate:

English	Vietnamese
Vacancy	Các chức vụ còn trống
Innovative	Có óc đổi mới
Futures	Hợp đồng kỳ hạn, hợp đồng hàng hóa giao sau
Interchangeable	Có thể chuyển đổi cho nhau
Boom	Thời kỳ hưng thịnh
Access	Phương tiện tiếp cận
Duality	Phương pháp đối ngẫu
Flexitime	Thời gian làm việc linh hoạt
Float	Tiền trôi nổi
Fast track	Thủ tục tiến hành nhanh
Bureaucracy	Cơ chế quan liêu hành chính
Leverage	Tỷ phần vốn vay; Đòn bẩy về tài chính; Tỷ lệ vốn vay so với tổng vốn
Equity	Cổ phần không tính lãi
Tariff	Biểu suất thuế nhập khẩu
Franchise	Giấy phép nhượng quyền
Franchise store	Cửa hiệu được cấp giấy phép chuyển nhượng quyền
Discount house	Cơ sở bán hàng hạ giá
Department Store	Cửa hàng bách hóa
Carriage-forward	Có tính phí chuyên chở
Chain store	Cửa hàng liên hợp
Co-partnership	Doanh nghiệp hợp doanh

I.2. Translation by paraphrase using related word

This strategy is often used to lexicalize a concept in the source language but in a different form. It can be used in translation when English terminology or the concept exist in Vietnamese.

As in the below example:

English	Vietnamese
Non-profit	Phi lợi nhuận
Non-price competition	Cạnh tranh phi giá cả
Non trade	Phi ngoại thương

In the first example, we can see the terminology “Phi lợi nhuận” is a concept which is common in economic and trade sector, it has appeared in Vietnamese language since the economic and trade field was born. According to this example, the SL is “non-profit”, “non” is known as “không” in Vietnamese and “profit” is defined as “lợi nhuận”, and the term does not contain the word “phi”. However, it is translated “Phi lợi nhuận”, using the word “Phi” to replace for the word “không” which helps the readers be easy to understand the concept. It is clear that this example uses the translation strategy of transfer the source language by using a different form, more impressed the meaning of the term when translating into the TL, make it significantly higher than it would be in the TL.

From the above example, we will see that “non” is prefix of the terminology. It is an example of economic and trade terminology which uses affix. The word can be added a prefix or a suffix with that word to boost its meaning. With various prefixes and suffixes, it can create different in the TG. Especially, in economic and trade sector, the addition of suffixes into the

terminology can bring back different meaning when translating. However, there are no direct equivalence in the TL, they often conveys propositional and other types of meaning. That is the reason why, the translators should pay attention more to the meaning of affixes. Moreover, there are many prefixes and suffixes which hold the same meaning as suffixes “- er. – or, -ee” , prefixes “ il-, non-, un-, ” , as the following example:

English	Vietnamese
Employee	Người lao động
Director	Giám đốc
Buyer	Người mua hàng
Auctioneer	Người bán đấu giá
Advertiser	Nhà quảng cáo
Transporter	Người vận chuyển
Controller	Kiểm soát viên
Illegal	Trái pháp luật
Unemployment	Thất nghiệp
Immoral	Trái đạo đức

In conclusion, translation by paraphrase using related word is the method applying the contribution the word’s meaning which conveyed be the SL. The terminology can be more different meaning by the ways of adding suffix. The below table is the list of terminologies which use this strategy.

English	Vietnamese
Computer	Máy tính
Receiver	Người nhận hàng
Consumer	Người tiêu dùng
Dealer	Nhà buôn
Investor	Nhà đầu tư
Economist	Nhà kinh tế
Consultant	Nhà tư vấn
Distributor	Nhà phân phối
Strategist	Nhà chiến lược
Overshooting	Tăng quá cao (tỷ giá hối đoái)
Supernumerary expenditure	Siêu chi tiêu
Unearned income	Thu nhập phi tiền lương
Hyperinflation	Siêu lạm phá
Non-labor income	Thu nhập phi lao động
Non-market	Phi thị trường
Uncalled capital	Vốn chưa huy động
Non-manual workers	Lao động phi thủ công
Unemployment rate	Tỷ lệ thất nghiệp
Precautionary motive	Động cơ dự phòng

I.3. Translation by addition

Addition is the translation in which additional information is supplied in the TL with the purpose of helping readers to understand and hold its meaning exactly.

As following table:

English	Vietnamese
Basically clerical duty	Nhiệm vụ căn bản về thư ký văn phòng

Normally, it will be understood as “nhiệm vụ căn bản văn phòng”. If it is translated like this, it will be difficult for readers to understand. Who will take this duty, all staff in the office, it is so large. Therefore, it should be translated as “Nhiệm vụ căn bản về thư ký văn phòng” when transferring meaning from the SL into the TL to help reader understand clearly.

The following table is the list of economic and trade terminologies which applied this strategy in translation:

English	Vietnamese
International division of labor	Phân bố lao động trên bình diện quốc tế
Intermittent production	Phương pháp sản xuất gián đoạn
Product layout	Sơ đồ bố trí theo sản phẩm
Worldwide market	Thị trường rộng lớn trên thế giới
Sales tax	Thuế đánh trên hàng bán
Lateral transfer	Thuyên chuyển theo hàng ngang
Legal tender	Tiền tệ đang lưu hành hợp pháp
Worldwide philosophy	Nguyên tắc chung trên toàn thế giới
Newspaper advertisement	Tiết mục quảng cáo trên báo chí
High employment	Tình trạng thất nghiệp trầm trọng
Concentrated market	Tình trạng ứ đọng thị trường
Air transportation	Vận chuyển bằng đường hàng không
Least squares	Phương pháp bình phương nhỏ nhất

I.4. Translation by using loan word

This is a quite common strategy nowadays. This strategy is used the loan terminology written and read in Vietnamese way because it solves for finding the word in the TL to replace the English terminologies when translating accurately and helps readers be easier when reading and memorizing the terminologies as “ marketing: ma kết ting, container – công te no”...

Especially, in economic and trade contracts or documents, we often realize many Letters as “GDP, IMF or ITO...”. They are acronym forms of the economic and trade terminologies. As “GDP” is “Gross Domestic Product” , “IMF” is “International Monetary Fund” and “ITO” is “International Trade Organization” they are kinds of this strategy, it is often acronym terminologies in English and full forms in Vietnamese. However, they are sometimes also used in Vietnamese documents when translating from the SL into the TL to replace for full Vietnamese forms.

The following table is illustration examples which applied this strategy and are commonly used in economic and trade sector.

English	Vietnamese
FDI	Đầu tư trực tiếp nước ngoài
IDA	Hiệp hội Phát triển quốc tế
M.F.N status	Quy chế nước được ưu đãi
A/p	Tài khoản đã thanh toán
G.A; g.a	Tồn thất chung
ECA	Hội đồng cố vấn kinh tế

B/E	Bảng kê khai chi tiết ở hải quan
BOP	Cán cân thanh toán
DCF	Dòng tiền đã chiết khấu; Luồng tiền chiết khấu
P&L, P/L	Lời và lỗ
FPA	Miễn bồi thường tổn thất riêng
Rtm	Nhãn hiệu thương mại đã đăng ký
ISSN	Số loại theo tiêu chuẩn quốc tế
USM	Thị trường chứng khoán không niêm yết
UNCTAD	Hội nghị Liên hiệp quốc về Thương mại và Phát triển
TDR	Biên nhận tiền gửi Bộ tài chính
PACC	Sự quản lý sản phẩm và kiểm tra hợp đồng
Pt	Sự thanh toán
p.pr	Theo quyền được ủy nhiệm
O/D	Theo yêu cầu

I.5. Translation by omission

This strategy is sometimes called as “reduction translation”. It is applied when translating terminologies which have the form of nominal group as the Qualifier (Noun + of + Noun). When translating SL into TL, the TL will be dropped some words as following example:

English	Vietnamese
Balance of trade	Cán cân thương mại

Readers can be easy to realize that the translation method of the above illustration is nearly the same literal translation. However, the difference here is the reduction of word or omission of word when translating. The TL is lack of “of” when translating. If the terminology is fully translated, it would be as “cán cân của thương mại”. However, it is not sound natural enough in the TL, Vietnamese. The translator takes duty on not only helping the reader easily to understand but also making reader easily to memorize. Therefore, in the translation process, the English terminology is translated as “Cán cân thương mại” in stead, and the word “of” is omission.

Other illustrations which are common in economic and trade sector, they all apply this strategy and are translated as follows:

English	Vietnamese
Law of one price	Quy luật một giá
Bill of exchange	Hối phiếu đối ngoại
Certificate of deposit	Certificate of deposit

Choice of technology	Sự lựa chọn công nghệ
Coefficient of variation	Hệ số phân tán
Cost of capital	Chi phí vốn
Division of labor	Phân công lao động
Economies of scale	Tính kinh tế nhờ qui mô; Lợi thế kinh tế nhờ quy mô
Equation of exchange	Phương trình trao đổi
Cost of protection	Chi phí bảo hộ
Factors of production	Các yếu tố sản xuất
Goodness of fit	Mức độ phù hợp
Harmony of interests	Hài hoà quyền lợi
Incidence of taxation	Đối tượng chịu thuế.
Index of distortion	Chỉ số sai lệch
Medium of exchange	Phương tiện trao đổi

II. Procedure applied in the Equivalence Translation

II.1. Literal translation

This is a strategy which links meaning of the words used in the terms without any changes which is often known as word-for-word translation as following example:

English	Vietnamese
Address principle	Nguyên lý địa chỉ

In the above example, we see that the terms “Address principle” is translated as “Nguyên lý địa chỉ”. Firstly, when we do not mention the translated terminology in Vietnamese, we pay attention to the words which create the terms in source language, the terms includes two words that are “address ” and “principle” . When translating into Vietnamese, the word “address” means “ địa chỉ” and the word “principle” means “ nguyên lý”. It is easy for us to realize that the English terminology when being translated into Vietnamese, it keeps the two word’s meanings. Or in the other hand, the target language links the meaning of two words.

The following table is the illustrations for using this strategy which are common in the economic and trade sector.

English	Vietnamese
Activity analysis	Phân tích hoạt động.
Budget surplus.	Thặng dư ngân sách
Hand labour	Lao động chân tay
Consumer price index	Chỉ số giá tiêu dùng
Consumption tax	Thuế tiêu dùng
Dow Jones Industrial Average	Chỉ số bình quân công nghiệp Dow Jones
Exchange rate	Tỷ giá hối đoái

Export subsidy.	Trợ cấp xuất khẩu
Fixed exchange rate system	Hệ thống tỷ giá hối đoái cố định
Free enterprise system	Hệ thống doanh nghiệp tự do
Free trade	Thương mại tự do
Market economy	Nền kinh tế thị trường
First translation	Lần giao dịch đầu tiên
Largest manufacturer	Nhà sản xuất lớn nhất
Stock broker	Người môi giới chứng khoán
Gross income	Lợi tức gộp
Net income	Lợi tức thực
Tax Law	Luật thuế
Workforce	Lực lượng công nhân
Consumer price index	Chỉ số giá tiêu dùng
Credit card	Thẻ tín dụng
Discount market	Thị trường chiết khấu

II.2.Shift or transposition translation

This strategy makes grammatical changes when translating from SL into TL. It is known as a quite popular strategy in translation of compound terminology. This strategy includes two types. One type is “automatic translation” which mainly applied in translation of compound terminologies in the form of simple and unmarked nominal group as the following example:

English	Vietnamese
<u>Fixed labor costs</u>	<u>Chi phí lao động cố định</u>
<i>Adj Noun</i>	<i>Verb Noun</i>

From the above the illustration, the readers can be easy to realize that the English terminologies is a compound which is created by one “adj”- “Fixed” and one “noun” - “labor cost”. But it automatically changes the grammar when translating, the “adj” is replaced by one “verb” in Vietnamese terms and the lexical meaning and linguistic meaning is not different in both the SL and the TL.

The second type is rank-shift which also involves the change in the grammar from SL to TL. This type is applied when translating compound terminologies which not have the direct Vietnamese equivalence in the lexical units of the English terminologies. They are often equivalent to a clause in Vietnamese.

For example:

English	Vietnamese
Registered trademark	Nhãn hiệu đã được đăng ký

The compound terms “registered trademark” comprises two main components, one “adj” – “Registered” and one “noun” – “trademarked” . When translating into Vietnamese, the adj “registered” changes form into the verb “đăng ký”. However, to make it more clearly , the translator finds the lexical equivalent for the lexical items of the compound when explaining it into Vietnamese. And it is translated as “Nhãn hiệu đã được đăng ký”.

This is a strategy which mainly uses in translation of terminologies. The following table is a list of terminologies belonging this strategy.

English	Vietnamese
Managerial position	Chức vụ quản lý
Comparable worth	Giá trị có thể so sánh
Collective goods	Hàng hoá tập thể
Coercive comparisons	So sánh ép buộc
Allocative efficiency	Hiệu quả phân bổ
Classical techniques	Các kỹ thuật cổ điển
Bilateral assistance	Trợ giúp song phương
Behavioral expectation	Kỳ vọng dựa trên hành vi
Asymptotic distribution	Phân phối tiệm cận
Appropriate technology	Công nghệ thích hợp
Imitative growth	Tăng trưởng mô phỏng
Industrial action	Trừng phạt lao động

III. Main Findings

From the above study, I have shown out the basic theoretical background of translation, English Special Language and general knowledge on terminology, economic and trade terminology, thence, finding out strategies and procedures which are widely applied in translation of economic and trade

terminology from English into Vietnamese. By choosing and analyzing the translation methods to deal with non-equivalence and equivalence translation, the translator can use it as their reference and apply for their works.

In the translation process, there are some difficulties which are obstacles for translators as: non-equivalence, limitation of knowledge and larger scope of economic and trade sector. However, they can be removed if the translator spends more time on studying this sector and enhances their knowledge by looking up information from Internet or joining some Economic and trade pages. By the above methods, the translators can remove the matter of non-equivalence in translation.

Besides, in the process of studying this graduation paper, I have found out that some common errors which translators often get, however, they have been solved when applied the above translation strategies. As linguistic error in the following example:

“To cook an account”, this used to be translated as “ nấu sổ sách” which maintain meaningless, this is linguistic error, lexical error for detail. However, after studying, it is translated as “ giả mạo sổ sách” which is applied the translation by paraphrase using unrelated word.

As in this example: “the factors of production play an important role in manufacturing products”.

It will be normally translated as “ các yếu tố của sản xuất đóng vai trò quan trọng trong việc sản xuất các sản phẩm”. However, it should be translated as “các yếu tố sản xuất đóng vai trò quan trọng trong việc sản xuất các sản phẩm” with the omission of the preposition “of”. This is style error when translating, although the word “ của” in Vietnames is only small thing, it can bring the sound which is not nice in Vietnamese. Therefore, it should omit the preposition here.

Besides, after studying this sector, I boost my translation skills on this sector, as following illustrations:

“Subtracting the debts from the assets reveals the equity of the company”.

It is very hard for translator to deal with this sentence because the word “equity” is not have one-word terms which corresponds with the SL, but after reaching the method of translation by addition, the problem of this sentence is solved, and it is translated as “trừ các khoản nợ ra khỏi các khoản tính sản thì thấy được khoản cổ phần không tính lãi của công ty”. With the terms “ equity” is defined as “khoản cổ phần không tính lãi”. It is understood as “ không tính lãi” in normal conversation , however, its meaning is denoted more clearly when in special context, economic and trade sector as the above example.

Or in the below illustration:

“The company manager requires accountant to statistic P&L of the company in this year.”

It is very difficult for translators to translate because it maintains the word “ P&L”. Normally, for common translator, they do not know what is “P & L” , the sentence will be translated as “ giám đốc công ty yêu cầu kế toán thống kê P&L của công ty trong năm nay”. However, this is a way of loaning word in economic and trade sector, it is easy for economic and trade specialists to understand and translate it. After reaching the method of translation by using loan word, they can easily understand it exactly to be “Profit and Loss” – “ lời và lỗ”.

With the self experience and the process of completing my study, I have practiced for myself the basic translation skills and reconsolidated the general translation methods, especially, the translation strategies applied for economic and trade sector. Hopefully, readers can touch many precious strategies which applied in translation of economic and trade terminologies.

PART III: CONCLUSION

I.Strength and weakness of thesis

The economic and trade sector becomes more and more popular. To help the students of Foreign Languages Departments who will be the future translators. My graduation paper supplies an overview and general valuable information about Economic and Trade sector, English terminologies using in this sector. With analyzing on strategies applied in non-equivalence and equivalence translation coming with the attached relevant examples, they will help the readers improve their skills, especially, for the future translators. With the list of the attached terminologies, they will be precious reference for readers.

However, this sector is quite large with many sub fields along with the limitation of time and knowledge, I could not make overall aspects of this field, I have only indicated main aspects and applied methods. I tried my best to complete this graduation report but in the time of completion, mistakes and shortcomings are unavoidable. Therefore, I am always willing to receive the contributions, advice, comments and sympathies from teachers and readers to make my graduation paper much better.

II.Suggestion for further research and final comments

With the development of the global world, the Economic and trade sector is incessantly developed. This sector plays the important role in the change of the world, especially, in the world Economy and trade. The demand of translation as well as the interpretation of this sector are more and more attentive and ask for high quality. My thesis only studies some aspects of this sector, hopefully, other studies should touch up on the translation from different aspects to supplement this sector more perfect, especially, the importance of translation of economic and trade terminology thence the translators will improve the behavior toward terminologies and boost their skills.

In conclusion, I would like to contribute to the Study of English-Vietnamese translation for students who will be the future translators in university system in particular and in Foreign Languages Department of HPU in general. Hopefully, this study can bring valuable knowledge for the future works of readers and some improvements on the English- Vietnamese translation skills as well as the quality of their skills. Wishfully, it would be a precious reference for economic and trade future specialists and translators as well.

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APPENDIX

Common Acronyms in Economic and trade sector

Acronyms	English	Vietnamese
Bd	Board	Ban
CY	Copy	Bản sao
Pc	Price current	Bảng giá hiện hành
B/S	Balance of sheet	Bảng tổng kết tài sản
PL	Price list	Bảng giá
Gqa	Good quality assurance	Bảo đảm phẩm chất tốt
A/R	All risks	Bảo hiểm mọi rủi ro
ROD	Receipt of good	Biên lai hàng hóa
BOT	Balance of trade	Cán cân thương mại
VSQ	Very special quality	Chất lượng đặc biệt
B/D	Bank draft	Chi phiếu rút tiền ở một ngân hàng
WFP	World Food Programme	Chương trình lương thực thế giới
S.E.	Stock-exchange	Chứng khoán
D/A	Documents against acceptance	Chứng từ giao khi chấp thuận thanh toán

S/S	Same size	Cùng kích cỡ
CA	Commercial agent	Đại diện thương mại
RP	Reply paid	Đã trả tiền hồi đáp
aar; A.A.R	Against all risk	Đề phòng mọi rủi ro
C/T; T.T	Cable transfer Telegraphic transfer	Điện chuyển tiền
Pa	Permanent residence	Địa chỉ cố định
c/o	Cash order	Đơn đặt hàng trả tiền mặt
C/N	Credit note	Giấy báo có
B.H	Bill of health	Giấy chứng nhận kiểm dịch
c/o	Certificate of origin	Giấy chứng nhận xuất xứ
P/N	Promissory note	Giấy hẹn trả nợ
EL	Export license	Giấy phép xuất khẩu
IL	Import license	Giấy phép nhập cảng
Frc	Free carrier	Giao cho người chuyên chở
dd.; d/d; deld	Delivered	Giao hàng
C&F; c&f	Cost and freight	Giá hàng và cước phí
Cu	Cubic	Khối
Nd	No date	Không ghi thời hạn

WO	Waiting order	Lệnh đợi
P/L.; P&L	Profit and loss	Lời và lỗ
S & E	Salaries and expenses	Lương và chi phí
Fd	Free discharge	Miễn phí bốc dỡ
FX	Foreign exchange	Ngoại hối
FC	Foreign currency	Ngoại tệ
t.m	Trade of mark	Nhãn hiệu thương mại
Rtm	Registered trade mark	Nhãn hiệu thương mại đã đăng ký
W/R	Warehouse receipt	Phiếu nhập kho
PA	Product allowance	Phụ cấp sản phẩm
B.O	Buyer's option	Quyền lựa chọn của người mua
w.r.	War risk	Rủi ro chiến tranh
Liq	Liquidation	Sự thanh lý
wt;wgt	Weight	Trọng lượng
Spt	Spot	Trả tiền ngay
C.B.D	Cash before delivery	Trả tiền trước khi giao hàng
NB	Debenture	Trái khoán; giấy nợ
HO	Head office	Trụ sở chính; văn phòng

		chính
B/L	Bill of lading	Vận đơn
B.O	Branch office	Văn phòng chi nhánh
Cap.	Capital	Vốn
o.	Order	Phiếu đặt hàng
D/W	Dock warrant	Phiếu lưu kho cảng
CBA	Cost benefit analysis	Phân tích phí tổn – lợi nhuận
AF	As follows	Như sau
R&D	Research and development	Nghiên cứu và phát triển
WD	Working day	Ngày làm việc
PN	Promissory note	Lệnh phiếu
BI	Bale	Kiện hàng
NO	Non official	Không chính thức
B/E, b/e	Bill of exchange	Hối phiếu thương mại