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商务访问 Business Visit

口译准备 | Interpretation Lead-in

背景知识 Background Introduction

Read the following passage to understand this chapter better.

Along with the development of economic globalization, more and more business activities such as formal business visits and participation in international conferences or large-scale events are taking place around the world. In recent years, Chinese economy is rocketing, enabling China to become a focal point in the international community. As a result, China is becoming an increasingly important destination of all types of business trips. For an interpreter, it is necessary to be familiar with the interpretation under these circumstances.

Usually, in a formal visit, the host will first deliver a speech, expressing welcome to the guest, introducing the status quo, and very likely putting forward the expectations of the future. After that, the guest will, in return, extend his gratitude to the host for the hospitality received. After doing so, he will sit down and discuss the mission of the trip with the host. The interpreter should note that the language used here should be formal and polite.

词汇预习 Vocabulary Work

Study and translate the following words and phrases.

an official trip direct flights “sister school” relationships aluminum hides and skins
alumni breakneck speed call for humane leadership blue helmets
meteorological storms

丰盛的晚宴 妥善的安排 丰硕的成果 贸易合作 良好的开端是成功的一半
欢聚一堂 共叙亲情，共谋发展，共商合作 楚文化 九省通衢、黄鹤故乡 三镇鼎立
交通枢纽 中国优秀旅游城市 国家历史文化名城 海峡两岸 携手并肩

口译练习 | Interpretation Practice

记忆练习 Memory Practice

Listen to the following paragraph carefully and please do not take notes. Retell the main ideas based on your memory.

视译练习 Sight Interpretation

Read the following paragraphs and try to chop them into sense groups by marking the end of each group with a slash "/". Interpret the paragraphs into the target languages.

Paragraph 1

Freedom of the press is a relative term. Firstly, the press should be unrestrained. Secondly, the press should be responsible to society. And thirdly, the press should promote social stability and progress. The three aspects are integrated, equally important and inseparable. It is harmful to one-sidedly stress only one aspect as this would cause some problems. The United States once faced the situation: its undue emphasis on the society resulted in an excessive abuse of the freedom of the press. This was the first period of the development of the press theory. Later on, the American press perceived their own problems and therefore put forward the concept of the responsible press, bringing the development of the press theory into the second period of development. Now the world has entered the post-Cold War period of peace and development. People all over the world earnestly hope that the media will play an even greater role in promoting social stability. This post-Cold War period characterizes the emerging third period of development for the press theory.

Paragraph 2

我们双方已一致同意建立面向 21 世纪的睦邻互信伙伴关系。为了实现这个目标，我愿在这里提出以下几点意见。充分运用已经确立的全面合作对话机制，拓展双方在各个领域、各个层次、各个渠道的交流与合作，加强双方领导人和各界人士之间的交往，增进信任，扩大共识，加强友谊。本着优势互补、互利互惠的原则，把双方经贸科技合作摆在重要地位，加强在资源、技术、市场、金融、信息、人力资源开发以及投资等领域的合作，以利于相互促进、共同发展。

笔记练习 Note-taking

Listen to the following paragraphs and take any necessary notes. Retell the main ideas with the help of your notes.

实战口译 | Field Interpretation

句型精练 Sentences in Focus

英译汉 English-Chinese Interpretation

Interpret the following sentences from English into Chinese.

1. Ladies and gentlemen, we are greatly honored to have this opportunity to have Mr. Zhang with us. Allow me, first of all, on behalf of all present here, to extend our warm welcome to Mr. Zhang.
2. It is an honor to address you in this Great Hall. The ILO (International Labour Organization) is very pleased to partner with the Ministry of Labour and Social Security in organizing this event.
3. I would like to take this opportunity to thank our host for the warm hospitality and thoughtful arrangements. We had a wonderful time in Beijing. I believe our visit has given us a chance to know each other better. We are looking forward to meeting you in New York next month.
4. With our joint efforts, our discussion has realized its objective of communication and seeking future opportunities. We not only talked about the issue in our meetings but also exchanged opinions after those meetings and decided to have further cooperation.
5. Finally, on behalf of the organizing committee, please allow me again to express my gratitude to all the distinguished guests and delegates for your wonderful participation. Thanks to the support and help of yours, our meeting reached a full success.
6. Let's welcome our friends from a distant land. Your presence adds much joy to our gathering. We are greatly honored by your gracious presence.
7. I am so delighted that our visit has been a great success. I believe the partnership we have established will lead us to a win-win situation. And I sincerely hope that our cooperation can last forever.
8. Tonight, we held talks in a cordial and friendly atmosphere. May I ask you to join me in a toast to the friendship and cooperation between our two companies? Cheers!

汉译英 Chinese-English Interpretation

Interpret the following sentences from Chinese into English.

1. 我谨代表中国政府，对大会的召开表示热烈祝贺，对远道而来的各位嘉宾表示诚挚欢迎，对长期致力于全球旅游事业发展的各界人士致以崇高敬意！
2. 中国有句老话是这样说的：“有朋自远方来，不亦乐乎。”今天我们非常高兴，有这么多来自海内外的朋友参加本次论坛。
3. 很高兴参加今天这样的一个盛会，很荣幸有这样一个机会与业界的精英相互交流，共商合作发展的大计。

4. 借此机会, 我要衷心地感谢我们的行业协会以及整个业界的朋友们多年来对我公司的关心、支持与厚爱, 并衷心希望这种合作和友谊能够天长地久, 不断取得新的成果。
5. 在这万物复苏、鸟语花香、春光明媚的季节里, 我们公司的全体员工满怀喜悦的心情, 欢聚一堂, 热烈欢迎访问我公司的客人们。
6. 很高兴会议的主办方为我们创造了这么好的机会, 让我们能够有一个交流的平台。
7. 中国—中东欧国家合作的大好时机就在眼前, 希望在座的企业界精英们抓住机遇, 齐心协力, 共同开创中欧合作互利共赢新局面! 预祝本次论坛圆满成功!
8. 中国古代有一位诗人曾经说过:“海内存知己, 天涯若比邻。”今天我们能够聚到一起, 是一件多么令人愉快的事情!
9. 我们要借这次会议的机会, 学习彼此的先进经验, 充分发挥自己的优势, 进一步加强协作, 谱写交流与合作的新篇章, 共创更加美好的明天。现在, 我提议: 为本次会议的圆满成功、为我们的进一步合作和日益增进的友谊、为各位朋友们的健康幸福, 干杯! 谢谢大家。

篇章口译 Text Interpreting

英译汉 English-Chinese Interpretation

Interpret the following passages from English into Chinese.

Passage 1

Ladies and gentlemen,

This is my first official trip to the People's Republic of China and it is an honour to be here, as Victoria's Agriculture Minister, to talk about our State's food industry.

Australia and the People's Republic of China enjoy an excellent relationship, and more specifically, so do the Australian State of Victoria and China. //

Nearly half of the Chinese visitors to Australia come to Victoria, and there are direct flights from Beijing, Shanghai and Guangzhou to the Victorian capital city of Melbourne. Many Chinese students study in Victoria and many of our schools enjoy "sister school" relationships with many of your schools. Our relationship is strong and we're looking to make it even stronger. //

China was Victoria's third largest market for food and fiber exports in 2004 with a value of more than \$600 million. Victoria exports more goods to China than any other Australian state. In 2003-2004, China imported 10% of all Victorian food and fiber exports. //

That's why it is important that you and your customers be confident in the food you source from us, and why it is important that we understand your market.

We are Australia's largest food and fiber exporter and we enjoy isolation from pest and disease incursions that have occurred elsewhere in the world. // Our farming systems

are extensive and our animals predominantly graze on pasture-based systems, free from industrial and urban development. Natural Victoria is showing consumers that our food is safe and of high quality and is produced from environmentally and ethically sound agricultural systems. //

Dairy is an example of our increasingly important trade ties with China. China, with its rapid economic growth, is increasingly becoming one of Victoria's important trading partners. In fact, it's our largest goods market. Key exports are wool, aluminum, hides and skins, dairy and so on. //

Victoria is well-placed to respond to some of China's dairy needs. We produce more than 60% of Australia's fresh milk and 75% of the country's manufactured products.

There are some other areas we are sure to enjoy a growth in the future. Currently, fresh grapes are not exported to China. They are Victoria's largest horticultural export crops, valued at \$65 million. //

China has fast become an attraction for foreign investment and its GDP is expected to grow at 8% per year over the next decade. In 2003, China and Australia strengthened already-strong links by signing the Trade and Economic Framework Agreement which also acts as a feasibility study into a possible Free Trade Agreement between our nations. //

Because our relationship is so significant, trade missions like this are vital. We can give confidence in our product to our customers, such as you and your customers. And we can work towards a greater understanding of the Chinese market, just as you can learn more about our market. //

We estimate this visit will result in more trade deals and our government will become more knowledgeable about customer requirements—your requirements—in the People's Republic of China. //

The food industry and the government of Victoria look forward to taking every opportunity to build even stronger relationships in the future.

I wish you enjoy the dinner.

Thank you!

(Speech by the Minister of Agriculture of Victoria, Australia, at a reception dinner)

注释 Notes

1. Australian State of Victoria: 澳大利亚维多利亚州
2. Trade and Economic Framework Agreement: 贸易与经济框架协议
3. Free Trade Agreement: 自由贸易协议

Passage 2

Thank you, President Gu, for that most flattering introduction. Ladies and gentlemen,

It is a great honor for me to speak at one of China's great academic institutions, one that is helping to revive and maintain your country's historic tradition of leading the world in science and technology, and one whose alumni are to be found in positions of leadership throughout the country. //

Here, as in so many other places in China, no visitor can help feeling the excitement of a great country developing at breakneck speed, and every day opening up new vistas of knowledge and opportunity to its citizens. You can be really proud of your country and what it has achieved in the last 25 years. //

As I look out over the young faces in this audience, I cannot help envying the international students, more than 1,000, I am told, from over 50 countries who have the privilege of sharing your learning experience here. //

It reminds me for a moment of my own student days, when my country, Ghana, was newly independent. We felt we were suddenly reaching out to the world and making new discoveries every day.

But then I also remember that times of rapid change can bring pain and confusion, even destruction, as well as progress and excitement. // The more rapid and exciting it is, the more change calls for careful management and wise, humane leadership.

Order and stability have to be preserved, but without choking off the freedom to inquire and experiment, and express oneself since as you young researchers know better than anyone, knowledge and science have a vital role in national development. // And technical expertise needs to be harnessed to the development and security of society as a whole, so that it not only creates greater wealth for the few, but enables all citizens to feel safer and more prosperous.

The development of such a great country as China cannot happen in isolation. // It affects the whole world, and it draws you into new relationships with other parts of the world. Increasingly, your economy depends on exchanges with other countries, both imports and exports, of both goods and capital. // Foreign investment plays an essential role in your growth, while your holdings of foreign currencies and your management of your own currency are coming to play a vital part in the international monetary system. This means that you have a stake in the development and prosperity of the wider world. And your security, too, depends on international peace and stability. //

Your government shows that it understands this, by the role that it plays in the United Nations and elsewhere. And increasingly, Chinese citizens are called on to take risks and make sacrifices in the interests of global security. // It was impressive to see, in our

newspapers the other day, pictures of Chinese policemen in blue helmets preparing to join the United Nations mission in Haiti, an island buffeted by both human and meteorological storms, which is literally on the far side of the world from here. //

(Adapted from the speech by former Secretary-General of UN Kofi Annan at Tsinghua University)

汉译英 Chinese-English Interpretation

Interpret the following passages from Chinese into English.

Passage 1

尊敬的坎宁安先生，我的同事们、朋友们，女士们、先生们：

首先，我谨代表爱华公司代表团的全体成员对贵公司今晚为我们举行如此丰盛的晚宴表示衷心的感谢。我们也要感谢坎宁安先生，今天上午他带领我们参观了公司。// 同样我们还要感谢他的同事布莱克先生，是他为我们今天下午的谈判进行了妥善的安排。我们期待这些会谈在不久的将来能够结出丰硕的成果。//

我们都知道这次来访是我们未来合作的平台。我们代表团的全体成员都希望通过我们双方的共同努力使我们两家公司之间的贸易合作能够加速发展。我认为只有加强我们彼此之间的往来和交流，才能使我们的合作更上一个台阶。//

贵公司对我们的热情款待给我们留下了极其深刻的印象。你们给我们的安排一定花了大量的时间。在此我再次感谢你们为我们提供的一切。我希望坎宁安先生和他的同事也能够来中国、访问我们的公司，以便使我们有作为东道主来答谢你们的款待。//

除了我们的贸易合作之外，我相信这些会见和交流一定有助于加强我们之间的了解和友谊。俗话说：“良好的开端是成功的一半。”我深信，这次访问一定会促进我们的合作。//

最后请各位和我一起举杯，为我们之间的合作、为我们的友谊、为在座所有朋友们的健康，干杯！//

Passage 2

各位同胞、各位朋友，女士们、先生们：

大家晚上好！

盼望了很久，也期待了很久。今天，终于能够来到美丽的宝岛台湾。在这美丽的时刻，和大家欢聚一堂，共叙亲情，共谋发展，共商合作，我们感到非常高兴。//

首先，请允许我代表武汉市教育系统访问团，向为此次赴台交流学习付出辛劳的台湾朋友们表示衷心的感谢！感谢你们热情、温馨的接待，感谢你们细致、体贴的照顾！//

武汉作为楚文化的发源地，素有“九省通衢、黄鹤故乡”的美名。亚洲第一大河长江及其最长支流汉江横贯全市，将武汉一分为三，形成武昌、汉口、汉阳三镇鼎立的格局。// 唐

朝诗人李白在此写下“黄鹤楼中吹玉笛，江城五月落梅花”，因此武汉自古又称“江城”。武汉是长江中下游地区重要的产业城市和经济中心，也是全国重要的交通枢纽和文教中心。// 武汉作为全国第二大教育基地，目前在校学生人数全球第一。同时，武汉也是“中国优秀旅游城市”、“国家历史文化名城”。借此机会热忱邀请台湾教育界的朋友也能够到我们家乡来做客。//

今天在座的各位都是台湾教育界的知名人士，你们为推动两岸的民间交流做了大量工作，在海峡两岸间搭起了沟通的桥梁，令我们十分敬佩。两岸同胞根生同源，血脉相连，情同手足。// 具有五千年悠久历史的灿烂文化更是联结我们的纽带，两岸的教育工作有很多共同的话题，两岸的教育团体间更有不少值得借鉴的经验。我们真诚希望与台湾教育界的朋友相互学习、相互支持、共同发展，与台湾教育界的朋友携手并肩、心心相印、共同合作，把两岸的交流不断向更宽领域、更大规模和更深层次推进！//

朋友们，让我们共同举杯，感谢台湾朋友的盛情款待，愿台湾朋友事业进步、家庭幸福、青春永驻、万事如意！也衷心希望台湾亲人能够回家看看，到我们武汉做客！

谢谢大家！//

(节选自武汉教育系统访问团在赴台交流欢迎晚宴上的讲话)

讲评 Comments on Interpretation

英译汉 English-Chinese Interpretation

Passage 1

1. China was Victoria's third largest market for food and fiber exports in 2004 with a value of more than \$600 million.

在这句话的翻译中，可以在 with 的地方断句，with 之后的半句要补出主语。可译为：2004 年，中国是维多利亚州食品和纤维制品的第三大出口市场，出口额高达 6 亿多美元。

2. ...we enjoy isolation from pest and disease incursions that have occurred elsewhere in the world.
isolation from 的意思是“独立于，隔离于”。如果直译，译文的效果不好，所以可以选择意译，译为：和世界上其他地方不同，我们这里没有病虫害。在实际口译中，也可以将 isolation 这个名词译作动词，译为“远离”。全句可译为：我们远离世界其他地方的病虫害。enjoy 这个词没有译出，但是从原文的语气中，我们可以感到发言人对此事十分自豪。所以译员可以利用语气对译文进行补充，这也是常用的翻译方法。

3. Dairy is an example of our increasingly important trade ties with China.

如果直译为“乳品业是……的例子”，那么定语就会过长，且也不能够强调中澳两国的贸易关系是十分紧密的，而如此发达的乳品业贸易仅仅是个例子。因此，可以这样来处理：我们和中国之间的贸易关系越来越重要，乳品业仅仅是一个例子。

4. China, with its rapid economic growth, is increasingly becoming one of Victoria's important trading partners.

这句话使用的是现在进行时，因此它强调的是一种动态、一种持续性。在翻译时应当注意这一点。increasingly 这个词再次强调了这种持续性，因此可以译为“越来越”或“日益”。本句可译为：中国的经济增长迅速，正日益成为维多利亚州重要的贸易伙伴之一。

5. We produce more than 60% of Australia's fresh milk and 75% of the country's manufactured products.

如果以“我们州”作为主语，则宾语过长，如：“我们州生产了60%的澳大利亚鲜奶和75%的本国的制成品。”如果主语和宾语的位置互换一下，则无这种感觉，而且还可以强调对“我们州”的自豪感。译文：澳大利亚60%的鲜奶和75%的制成品都是我们州生产的。

6. And we can work towards a greater understanding of the Chinese market, just as you can learn more about our market.

just as: 就好像。在这里这个词组表示的是两者的相互对应，所以可将其译为“同时”。译文：我们也将努力，更多地了解中国市场。同时，各位也可以了解我们的市场。

7. We estimate this visit will result in more trade deals and our government will become more knowledgeable about customer requirements—your requirements—in the People's Republic of China.

在这句话中，讲话者想要强调的是 requirements、your requirements，在译文中应当同样体现出这种强调：我们预计这次访问将会带来更多的商机，我们的政府也将因此更加了解中国消费者的需求——也就是在座各位的需求。

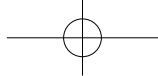
Passage 2

1. It is a great honor for me to speak at one of China's great academic institutions, one that is helping to revive and maintain your country's historic tradition of leading the world in science and technology, and one whose alumni are to be found in positions of leadership throughout the country.

这是一个长句，在翻译时应当适当地断句，合理地添加主语，使译文听上去更加易于理解，也更符合中文的习惯，一定不能拘泥于原文的结构生搬硬套。译文：清华大学是中国最具声望的学府之一，来到这里演讲我感到十分荣幸。贵校正在帮助恢复和保持中国领导世界科技的历史传统。贵校的校友更是在全国各地担任领导职位。

2. Here, as in so many other places in China, no visitor can help feeling the excitement of a great country developing at breakneck speed, and every day opening up new vistas of knowledge and opportunity to its citizens.

通常情况下我们使用 can't help doing 这个词组，但是在这句话中发言人将 no 提前了，在听译时应当注意听准确。此外，应当注意在这里 developing 和 opening up 是并列的结构。只有



弄清句子的结构, 才能保证译文的准确性。译文: 和在中国其他许多地方参观的人一样, 凡是来到清华大学参观的人, 无不对伟大中国突飞猛进的发展、每天给人民带来的新知识和机会而感到兴奋。

3. The more rapid and exciting it is, the more change calls for careful management and wise, humane leadership.

抓住句子结构 the more...the more..., 这句话就不难理解了。译文: 变化越是迅速、越是令人兴奋, 就越需要谨慎把握, 需要明智和以人为本的领导。

4. And technical expertise needs to be harnessed to the development and security of society as a whole...

将被动句转变成主动句, 更符合中文的习惯。灵活翻译 harness 为“用于”连接后半句。译文: 技术专业知识应该用于全社会的发展和保障……

5. Increasingly, your economy depends on exchanges with other countries, both imports and exports, of both goods and capital.

在这句话里, 发言人十分巧妙地使用了两个 both, 在译文中应当对句子结构重新安排, 把“进口”和“出口”合二为一, 与“商品和资金”一同放在句首构成状语。译文: 就商品和资金的进出口而言, 中国经济越来越多地依赖与其他国家的交换。

6. Your government shows that it understands this, by the role that it plays in the United Nations and elsewhere.

英文习惯将动作完成的方式、途径放在句子后半部分表达, 这与中文的习惯相反。因此, 在翻译时应当将分句的前后顺序调换过来。译文: 中国政府在联合国以及其他组织中发挥的作用表明, 中国认识到了这一点。

汉译英 Chinese-English Interpretation

Passage 1

1. ……我谨代表……对……表示衷心的感谢。

大部分的欢迎辞、大会讲话都会以此句型开头。如果是大会客人的讲话, 就会对主办方的邀请或款待表示感谢; 如果是主办方的讲话, 则会对客人的到来表示欢迎。无论是哪种情况, 句型都是万变不离其宗。首先要将 on behalf of somebody 作为句子的第一部分, 而不可将“我”先译出来, 以免之后的 would like to 与 I 分开。除了 express our heartfelt gratitude, 还可以用 give our sincere appreciation、extend true thanks 等搭配。

2. 我们也要感谢坎宁安先生……我们还要感谢他的同事布莱克先生……

如果加上第一句中的感谢, 那么这一段中就连续出现了三次表示谢意的句子。英文翻译应当注意语言的多样性, 避免重复使用同一词组。所以这里可以处理为 my thanks also goes to 以及 I also want to thank。

3. 俗话说：“良好的开端是成功的一半。”

在中译英中，会有很多谚语、俗语、成语。遇到这样的原文，如果事先背过则会简单很多。但是如果没准备过，也不要慌乱。首先需要正确理解原文意思，在理解的基础上对意思进行翻译。译文：A good beginning is half done. 如果没有相应的储备，至少也可以对原文的意思作直译，如“A good beginning is half of the success.”、“A good start makes half of the success.”等等。

4. 最后请各位和我一起举杯，为我们之间的合作、为我们的友谊、为在座所有朋友们的健康，干杯！这一句是宴会上常见的祝酒词。一般讲话人会邀请大家一起举杯，为合作、友谊、健康等干杯。

译文：Please raise your glass with me. I would like to propose a toast to our cooperation, to our friendship and to the health of all the friends present here. Cheers!

Passage 2

1. 盼望了很久，也期待了很久。

这是一句有些诗意的句子，作为讲话的开头很具有中文发言的特色。为了译出中文的诗意，可以选用像中文一样的排比结构。译文：longing for a long time and expecting for a long time.

2. ……和大家欢聚一堂，共叙亲情，共谋发展，共商合作……

这句话是典型的中式句子，其特点是多个短语并列。在翻译时，可以译为并列的小短句。既可达意，又可有原文的排比效果。原文中的“聚”和三个“共”字都有相近的意思，在译文中应该灵活处理，避免重复使用同一个词，可使用 together、our、common 等。这几个词的词义和词性不同，但可以从不同角度反映“聚”和“共”的含义。译文：We get together, talk about our friendship, seek common development and discuss our cooperation.

3. 九省通衢、黄鹤故乡

这句话中“九省”为虚数，并非九个省份。“黄鹤”指大名鼎鼎的黄鹤楼。在翻译时应考虑此两点，将意思准确译出，避免不熟悉中文背景的外国听众困惑。译文：the hub of transportation and hometown of the Yellow Crane Tower.

4. 亚洲第一大河长江及其最长支流汉江横贯全市，将武汉一分为三，形成武昌、汉口、汉阳三镇鼎立的格局。

这一句信息较多，如果将所有信息整合进入一句话，那么可以进行总结概括，用“namely”将“一分为三”和后面三个地名的翻译连起来。译文：Yangtze River, the longest river in Asia, and its longest branch, Hanjiang River, run through the city, dividing it into three parts, namely Wuchang, Hankou and Hanyang.

5. 黄鹤楼中吹玉笛，江城五月落梅花

遇到古诗、古文，理解始终是第一步。这一句从字面上讲是五月的武汉，梅花飘落，但实际上梅花是寒冬开放的，江城五月没有梅花。而笛子演奏的曲子有一首名为《梅花落》，因此将

诗句只译为 plum blossom falling in May 是不正确的。译文: Blowing jade flute in the Yellow Crane Tower, playing the song of *Falling Plum Blossom* in Jiangcheng of May.

6. ……与台湾教育界的朋友携手并肩、心心相印、共同合作……

这句中的四字格短语“携手并肩”、“心心相印”和“共同合作”皆为相近的意思。英文与中文习惯不同,相对更为简洁,因此在译文中可以将三个短语合而为一,译为 We would like to join hand in hand with the friends in Taiwan.

7. ……愿台湾朋友事业进步、家庭幸福、青春永驻、万事如意!

同样是祝酒词,但这一句与 Passage 1 中的不太一样。这一句比前文更具有中文特色。作为译员还是应当将演讲者的祝福忠实地传达出来。译文: Let me propose a toast to the career development and family happiness of our friends. May you remain young forever! May every dream of yours come true!

8. 谢谢大家!

中文的说话习惯有时与英文并不一一对应,因此译员应考虑译入语的习惯,将“cheers”添加到译文中。

词汇扩展 Vocabulary Development

Keep in mind the following useful words and expressions and build up your own vocabulary.

in the spirit of	本着……精神	为……举行宴会/宴请	
as requested	按……要求	host a dinner/banquet/luncheon in honor of	
reception	招待会	建交	establish diplomatic relations
win-win cooperation	双赢合作	不胜感激	be obliged to
cocktail party	鸡尾酒会	单人间	single room
welcome dinner	欢迎宴会	双人间	double room
exchange of visits	互访	头等舱	first class
return dinner	答谢宴会	商务舱	business class
farewell dinner	告别宴会	经济舱	economy class
glee feast	庆功宴	往返票	round-trip ticket
		先发制人的机会	preemptive opportunity
阁下	Your/His/Her Honor/ Excellency	心想事成!	May all your wishes come true!
贵宾	distinguished guest	实话实说	speak the plain truth; tell it as it is
欢迎致辞	welcome address	礼尚往来。	Courtesy calls for reciprocity.
		和气生财。	Harmony brings wealth.

口译技巧 | Interpretation Skills

口译记忆

良好的语言能力、快速反应能力和卓越的记忆能力被看作是口译成功的三大关键因素。语言能力决定我们的理解和表达，反应能力影响我们的口译速度和危机处理能力，而记忆能力决定译文的完整性。

人类的记忆分为短时记忆（short-term memory）和长时记忆（long-term memory）两种。短时记忆用于暂时储存刚刚接收到的信息，这里是人脑信息加工系统的中心。作为信息的临时存储器，短时记忆保留信息的持久性并不好，如果不经过处理或复述，信息通常只能保持20—30秒钟，最多不超过一分钟；而且它的容量不大，仅为七个左右的语言单位，如七个相互间无关联的音节、数字或字词。信息进入短时记忆，经过反复加工进入长时记忆。而长时记忆存储的是生活里日积月累的知识、经验等等。与短时记忆相比，长时记忆的容量非常大，甚至是无限的。信息保留的时间也很长，甚至可以成为终身记忆。

在口译实践中，译员的短时记忆十分关键。它不但可以保存谈话者正在谈论的信息，而且能够激活长时记忆中的相关部分。所以，准确地说，在口译中译员所使用的信息是来自短时记忆和长时记忆的一种结合体。

有很多学习口译的学生抱怨自己的记性不好。这主要是由三方面因素造成的：第一，短时记忆存在局限性；第二，长时记忆中存储的信息不够充分；第三，临场状态下有心理压力。短时记忆不能容纳很大的信息量，这要求译员能够对接收到的信息进行再加工，特别是要结合长时记忆中的信息，也就是我们所说的背景知识。有些同学遇到内容熟悉的发言时，就会觉得翻译起来相对容易一些。这是因为长时记忆中的知识和经验可以帮助

译员更好地分析进入短时记忆的信息，从而使理解更透彻，信息提取的速度也更快。除此之外，在临场状态下，译员面临巨大的心理压力，往往容易出现紧张的状况。如果精神过分紧张，就会导致注意力不集中。原本在心情放松的情况下很容易记忆和理解的内容也记不起来了。所以，如果可以对源语进行深加工，积累丰富的知识，并养成沉着冷静的好习惯，那么口译记忆能力就可以得到改善。当然除此之外，译员们也会使用笔记来弥补记忆的不足、延长记忆时间、增加信息存储量，以保证译文的精确度。

实践证明，有两种方法可以帮助译员明显提高记忆能力：信息逻辑化和信息视觉化。

信息逻辑化是指分析信息的逻辑关系。经过加工的信息逻辑层次清晰，进入记忆的不再是乱成一团的单词、信息或符号，而是条理清楚、相互关联的信息点。译员需要记住的只是关键词和其间的逻辑关系。这就如同我们手中有了一张地图，接下来只是按图索骥。在输出译入语时，译员按照总结出的逻辑层次、清晰的大纲进行翻译即可。这种方法对于逻辑性强、结构紧凑的篇章尤为适用。

信息视觉化是指译员在脑海中勾勒出篇章所描绘的事件或情境。译员不仅仅要听到信息，而且要“看到”所发生的事情。这种方法可以将信息有机地结合到一起，将只言片语变成整幅画面。译员的记忆由此变得生动、全面，译员不是在作字对字的翻译，而是在理解的基础上，将源语的意思转换成译入语。对于那些叙述事件、描写情景的篇章，这样的方法更为适合。

只要经常锻炼自己对原文的处理能力，平时注意积累各种知识，提高公开演讲的心理素质，口译的记忆效率是可以提高的。

技巧强化练习 Interpretation Skills Practice

Please memorize the following passages and retell them without taking notes to further understand how the skills mentioned above are used.

Exercise 1

One of the founding fathers of the Internet has predicted the end of traditional television. In the same way that people now download their favorite music onto their iPods, viewers would soon be downloading most of their favorite programs onto their computers.

Eighty-five percent of all videos we watch are pre-recorded, so you can set your system to download them all the time. You're still going to need live television for certain things—like news, sporting events and emergencies—but increasingly it is going to be almost like the iPod, where you download the content to watch later.

Although television on demand (电视在线点播) has not yet become a mainstream activity in the UK, the BBC, ITV and Channel 4 have all invested vast sums of money in technology which enables viewers to watch their favorite shows on their computers.

Exercise 2

Thousands of people dressed as Santa Claus took part in the English city of Liverpool's annual "Santa Dash" (圣诞老人街头长跑) on December 3, setting a new world record in the process.

To raise money for local charities, about 5,000 people, dressed up in red suits, white beards and black boots, ran for five kilometers along the streets.

The number dwarfed last year's event which saw the northwestern city earn a place in the *Guinness Book of Records* for the most Santas in one place at one time with 3,921. Though more than 5,000 people filled in applications to enter the 2006 event, the exact number of runners along with the total amount raised was not to be confirmed.

The event's website acknowledges that it will face stiff competition for the world record from an event in Las Vegas later this month.

Exercise 3

在台湾, 有九成受访上班族打算“退而不休”, 他们期望退休后依然保有收入, 以降低经济上的不安全感, 这反映出对高龄长者生活的无奈与不安。少子化以及传统养儿防老观念已经扭转, 年金改革也造成上班族对退休生活的不确定感, 让上班族压力愈来愈大, 加上民众对老年生活品质的重视与期许, 于是出现逾千万“养老安全价”的现象。若以平均退休年龄及平均余命差距 22 年来计算, 受访者期望退休后平均每月能有六万元可运用的钱, 才会有安全感。

Exercise 4

小龙虾交易金额近年来增长迅猛。2019年前五个月的小龙虾交易额已经达到2018年全年交易额的77%，然而吃小龙虾的旺季在6月才刚刚到来。“小龙虾经济”俨然已经成为千亿级规模的大产业，整个产业链带动500多万就业岗位，中国也顺势成为世界最大的小龙虾生产国和消费国。小龙虾为什么会这样火？小龙虾是吃出来的产业。2006年世界杯期间，“吃麻小、喝啤酒”被视为看比赛的标配。2013年以后，随着社会进入移动互联网时代，再加上社交媒体的出现，小龙虾开始逐渐火遍全国，并在2016年获得了井喷式的媒体关注。2017年至今，小龙虾季节性的热度依然不减。2018年，中国小龙虾协会成立，宣布与龙头企业共建小龙虾产业生态。

补充练习 | Supplementary Exercises

In this part, you are going to do some interpretation exercises in pairs or groups. After the interpretation, your classmates will evaluate your performance. Then the teacher will make an overall comment and give suggestions.

Exercise 1

Work in pairs. Student A plays the role of the speaker while student B plays the role of the interpreter. You may switch the roles.

各位国家元首，政府首脑，国际组织负责人，

各位来宾，

女士们，先生们，朋友们：

大家晚上好！我谨代表中国政府和人民，代表我夫人，并以我个人名义，对大家出席“一带一路”国际合作高峰论坛表示热烈欢迎！

在座的很多朋友对北京并不陌生，也在这里留下了许多回忆。北京是千年古都，见证了历史的沧桑变迁。北京也是一座现代新城，随着中国发展不断展现新的风貌。北京更是一座国际化大都市，东西方不同文明时时刻刻在这里相遇和交融。

在北京，你可以游览古老的故宫、长城、天坛，也可以参观现代派的鸟巢、水立方、国家大剧院。你能听到中国传统的京剧和相声，也能欣赏来自西方的芭蕾舞和交响乐。你会碰到衣着新潮、穿行在世界名品商店里的中国青年，也能遇见操着流利汉语、在老胡同里徜徉的外国友人。

一滴水里观沧海，一粒沙中看世界。北京从历史上的小城，成为今天的国际化大都市，向我们揭示了一个道理：人类生活在共同的家园，拥有共同的命运，人类历史始终在不同民族、不同文化的相遇相知中向前发展。

2,000 多年前, 我们的先辈们就是怀着友好交往的朴素愿望, 开辟了古丝绸之路, 开启了人类文明史上的大交流时代。

今天, 我们传承古丝绸之路精神。共商“一带一路”建设, 是历史潮流的延续, 也是面向未来的正确抉择。

……

今天, “一带一路”国际合作高峰论坛高级别会议成功举行, 大家讨论热烈、成果丰硕。明天, 我们将在雁栖湖畔举行圆桌峰会, 共同规划“一带一路”建设合作大计。“一带一路”建设正站在新的起点上, 开启新的征程。

我们正走在一条充满希望的道路上。我相信, 只要我们相向而行, 心连心, 不后退, 不停步, 我们终能迎来路路相连、美美与共的那一天。我相信, 我们的事业会像古丝绸之路一样流传久远、泽被后代。

现在, 我提议, 大家共同举杯,
为“一带一路”建设美好未来,
为各国发展繁荣,
为这次高峰论坛圆满成功,
为各位嘉宾和家人健康,
干杯!

(节选自习近平主席在“一带一路”国际合作高峰论坛欢迎宴会上的祝酒词, 2017年5月14日)

Exercise 2

Work in pairs. Student A reads the following speech out for student B to take notes and interpret.

各位嘉宾, 女士们、先生们:

晚上好。首先, 我代表香港特区政府对各位来自泛珠区域内各省和澳门特区的代表, 参加“泛珠三角区域金融服务论坛”, 一同探讨金融服务的未来合作方向, 表示热烈的欢迎和最衷心的感谢。

随着经济全球化和各地区的市场不断开放, 无论是各个经济体系还是个别产业, 都必须了解自己的优势, 提升竞争力, 迎接前面的挑战。泛珠三角经济合作的目标, 就是更好地结合各个地区的经济力量, 充分运用各地不同的优势, 创造更多合作发展机会, 做到优势互补、互惠共赢。

在国家刚发表的第十一个五年计划中, 温总理充分肯定了香港国际金融中心的地位。在泛珠三角区域经济发展中, 金融合作正是香港作为一个国际金融中心可以为区域内各个省区作出贡献、促进地区共同发展的方面。香港的金融体系一向在规管水平、专业人才素

质和资讯流通各方面，都能跟国际接轨，因此在“引进来”跟“走出去”两方面，都可以成为内地企业最优质的服务平台。

自1993年首家内地企业在港上市以来，内地企业在港集资总额已达到11,000亿港元。在港上市除了可以帮助企业走向国际市场，更能有效地提升企业管治水平。而更多内地企业利用香港的金融和其他专业服务，亦有效地推动了香港经济在深度和广度上的发展。

香港高质高效的金融服务一向深受内地企业的欢迎，在深化香港与泛珠省区的区域合作方面，有极大的发展潜力。展望未来，香港一定会更紧密地配合国家的经济发展。我们会继续发挥种种优势，与泛珠各省区加强合作，为国家经济发展作出更积极的贡献。

我在此祝愿明天的“泛珠三角区域金融服务论坛”圆满成功，更祝愿泛珠三角省区间能建立更深厚的合作关系和友谊。最后，我希望各位在参加会议之余，也能抽时间到外面去走一走，看一看，感受一下香港这个国际大都会多姿多彩的一面。

谢谢各位。

(节选自泛珠三角区域金融服务论坛开幕式上的领导致辞)

Exercise 3

Suppose that you are working at a trading company which is going to hold a banquet at the beginning of a year to thank the company's clients and partners. The manager will give a speech, including the following points: reviewing the performance of the company in the past year and the cooperation with the partners, extending gratitude to the clients, and looking into the future. After the manager's speech, there will be speakers talking about the outlook of cooperation on behalf of the guests. Please play different roles in this scenario.