

## 第1单元

# 总论

## 第一部分 技能知识

### 一、同声传译发展史

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同声传译 (simultaneous interpreting) 又称会议口译, 简单地说, 即在会议上将发言人的讲话以不中断的方式翻译成另外一种语言。在会场上, 同传译员坐在同传间 (booth) 或“箱子”中工作, 通过一套声音系统来接收发言人的讲话, 同时将接收的声音信息译成目标语言。由于使用同声传译时不必中断会议进程从而可以大大缩短会议时间, 因此同声传译已经成为各大国际会议首选的口译服务模式。

同声传译最早出现于第一次世界大战后的 20 世纪 20 年代, 由美国商人 Edward Filene 发明。最早的同传设备 Filene-Finlay 系统 (包括同传耳机、转换机和话筒在内) 则是由国际商用机器公司 (IBM) 制造, 并于 1927 年由国际劳工组织 (International Labor Organization, ILO) 在日内瓦的一次会议上首次使用 (Carraro, 2008)。最初的同传设备十分简陋, 但不断的技术改进使之越来越能适应国际会议口译的要求。

第二次世界大战结束以后, 美国总统艾森豪威尔的译员 Leon Dostert 首次将同声传译引入纽伦堡 (Neuremberg) 审判 (1945 年 10 月至 1946 年 11 月), 而 Leon Dostert 本人也在纽伦堡审判中担任首席译员 (Ruth, 1998)。这是世界上对同声传译的首次正式需求, 因为审判涉及英、法、俄、德等四种语言, 采用传统交替传译模式进行审判费时耗力, 而同声传译则大大节省了审判所需的时间。1946 年, Leon Dostert 向联合国演示了同声传译技术。后来, 联合国安理会开始采用同声传译服务。在同声传译最初被联合国采用的几年里, 公众由于缺乏对同传的了解, 对同传既敬且畏, 同传在他们看来就像是魔法。一名观看过同传译员表现的联合国官员曾这样感叹: 如果是在中世纪的话, 同

传译员肯定会被当作巫师直接押上断头台 (Bertone, 2008)。1953 年, 最早一批会议口译译员在瑞士日内瓦成立了国际会议口译工作者协会 (L'Association Internationale des Interprètes de Conférence, AIIC), 负责评估会员的专业资格、专业水平、语言能力以及制定会议译员的职业道德和准则。AIIC 的成立是同声传译职业化的标志, 说明同声传译已经进入了有组织的大规模发展时期。

随着国际交往的进一步扩大、全球化趋势的不断增强, 各种大型国际会议日益增多, 社会对同传服务的需求也在不断增长。仅在联合国和欧盟, 每天就有十多种语言以同传的形式被加以转换。同传逐渐褪去了神秘的面纱, 成为各类国际会议上最常用的口译服务形式。

## 二、基本概念和特征

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迄今为止, 许多学者或从业者都基于过程或特征给同声传译下过定义, 如以下几例:

SI conveys a message into another language at virtually the same moment in time as it is expressed in the first language. (Seleskovitch, 1978)

SI is a unique human activity practiced under extreme cognitive processing conditions and constrained by short-term memory capacity. (Chernov, 2004)

同声传译是用一种语言把另一种语言所表达的思想或情感, 以与说话人几乎同步的速度, 用口头形式重新表述出来的一种翻译实践。(张维为, 1999)

同声传译指的是译者用一种语言 (译入语) 把另外一种语言 (源语) 所表达的思想内容, 以与源语发言人几乎相同的速度, 用口头形式准确表达出来的一种口译方式。(仲伟合, 2008)

从上述这些概念, 我们不难看出同传的如下特征:

1. 听 (输入) 与说 (输出) 在保持一定时差的前提下同步进行: 这是同传与交传的最大区别, 也是同传较之其他口译形式最明显的优势所在。

2. 同传一般直接受限于发言人的语速: 发言人讲话速度快慢对同传任务有直接影响, 不论发言人语速为 60 字 / 分钟还是 200 字 / 分钟, 同传译员都必须在发言人完成讲话后的几秒之内结束口译。

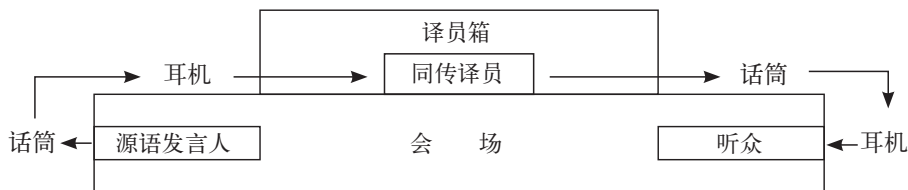
3. 译员短时记忆压力极大: 听说同步的要求使得译员必须将短时记忆力发挥至极致, 能在瞬间完成“信息听取 - 信息加工 - 信息传达”这一步骤, 循环往复, 使得交流不间断地进行。

### 三、工作过程与方式

我们知道，交传的工作过程比较简单，大致如下：

源语发言人——→交传译员——→听众

由于必须借助同传设备，同传的工作过程相对较为复杂：



从上图中我们可以看出，同传的工作过程基本如下：会场内源语发言人的讲话通过话筒进入到同传译员的耳机，同传译员在收听发言源源语信息的同时，通过译员箱内的话筒以译入语向听众传递经过译员加工处理过的信息，译语通过同传接收耳机传达到听众的耳朵里。译语的水准，取决于之前的三大要素：发言人、译员和同传设备（包括话筒和耳机）。

**发言人：**发言人为同传译员提供信息原材料。发言人的讲话内容、逻辑关系、语速和口音等都会影响译员对信息的处理与加工，从某种程度上讲，发言人影响着同传的整体质量。

**译员：**如果把整个同传过程看作是一台计算机，那译员无疑是这台计算机的中央处理器。译员多任务处理能力的好坏、语言水平的高低、背景知识的多寡、心理素质的优劣决定了同传任务的成败。由于工作压力大，译员通常都是两到三人一组进行工作，以免同一译员工作时间过长，损伤“中央处理器”导致系统崩溃。

**同传设备：**同传设备（耳机和话筒）相当于计算机的输入设备（键盘）和输出设备（显示器），设备性能也影响着译员的信息处理、产出和整体同传任务。同传任务中经常会出现由设备故障引发的各种问题，因此，译员须熟练掌握同传设备的运用，确保设备能高质量地将自己的译语传达出去，并避免任何不愉快的噪音传到会场；此外，译员须与技术人员加强沟通、密切配合，在会场上要保证技术人员随时在场，发现问题应立刻请技术人员解决，以保证译语质量和同传效果。

关于同传的工作方式，一般有如下几种：

**无稿同传：**指同传译员在没有发言稿件的情况下完全靠出色的短时记忆能力边听边译，完成对听说同步有高度要求的同传任务。

**带稿同传：**带稿同传又分为两种情况。第一种是只有发言稿没有译稿，在此情况下，译员要一边听发言人讲话一边看着发言稿做口译，这种工作模式也可称为视译；第二种情况是既有发言稿又有译稿，这时译员从事的是同声传读的工作，但即便是同声传读，译员也必须时刻留心发言人讲话过程中增加、删减发言内容等脱稿行为，以从耳机中接收到的发言人讲话为准进行口译。

**耳语同传：**在不使用同传设备的条件下，译员坐在同传用户身边，一边听取发言人讲话一边向用户进行口译。由于没有设备帮助，耳语同传对译员的听说同步能力和注意力分配要求更高，译员也更容易产生疲劳。

除以上三种工作方式以外，还有一种类型的同传经常为使用三种或三种以上语言的国际会议所广泛采用，即接力同传（relay simultaneous interpreting）。以使用三种语言为例，在接力同传时，发言人用源语（A 语）进行发言以后，由一个口译箱内的译员以第二种语言（B 语）进行同传，另一个口译箱内的译员听取 B 语译文然后以第三种语言（C 语）进行同传。由于进行接力的 C 语译员无法直接收听 A 语发言获得信息，而只能对 B 语译员的翻译进行加工处理，因此 B 语译员在理解上的任何偏差和忽视都会使 C 语译员的产出受到损失。由上可见，接力同传要求不同语种的译员相互配合、适当调整，以最大限度传达源语信息，减少信息流失。

## 四、译员素养与要求

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同声传译一向被认为是位于“金字塔”塔尖的工作，对译员的素质要求极高。职业同传译员应该具备如下的条件：

1. 出色的语言能力。职业同传译员是高层次的语言工作者，语言是服务的工具。因此，译员首先必须牢固掌握、自如运用两种语言，不仅拥有扎实的理解能力，还必须具备快速、精准的口头表达能力。

2. 丰富的百科知识。国际会议涉及的题材千差万别、种类繁多，这就要求同传译员必须成为一部活的百科全书（Walking Encyclopedia）（王绍祥，2004）。大量实践和研究证明，译员的背景知识与口译质量呈正相关，题材越熟悉，译员的口译质量通常越高。

3. 超人的抗压能力。同传译员常常在极度紧张的环境下工作，这要求译员必须具备过硬的心理素质，遇到任何情况都能做到处变不惊，从容应对，不要因为任何突发状况而中断甚至放弃同传任务。任何一场会议都有译员无法准备的地方，如在一场关于东南亚某国家投资环境情况介绍会议的问答环节中，

一位中文发言人的发言如下：我们公司是生产沥青的。在无法瞬间反应出“沥青”英文单词的情况下，该场会议的译员选择了对这一概念进行解释说明的应急方式：a dark and thick substance used to surface roads。试想一下，如果当时译员心理素质稍差，因词汇储备中没有这一个单词而出现大脑空白，那么整场会议就无法顺利进行了。除了过硬的心理素质以外，译员也必须保持良好的体能素质，以应对长时间高强度的脑力劳动。

4. 良好的协作精神。同传译员一般是两到三人组成小组共同承担口译任务，由于压力极大，同传译员每工作20分钟左右便需暂停休息，以免大脑缺氧影响口译质量。这样的工作形式除了要求译员个人的技能和水准，还要求译员具备团队协作能力，把口译任务当作团队任务而不仅仅是个人展示的机会。在默契的同传搭档之中，较为常见的做法是：轮休的译员会在一旁帮助工作中的搭档记笔记、找资料或者递一瓶水，在出现技术故障的情况下轮休的译员也会主动向技术人员寻求帮助。

5. 优秀的职业操守。译员应严格遵守《国际会议口译工作者协会关于职业道德准则的规定》，保守会议内容，保持中立立场，保证口译质量；应重视信用，认真履约，正确评价自己，不唯利是图，不接受超出自己能力的口译任务，不因其他口译任务时间更长、报酬更高而推掉已经接受的任务。

6. 强烈的求知欲望。同声传译是一个须终生学习的职业，要求译员重视语言、术语、百科知识、口译经验的不断积累与更新，以便在面对更新领域、更高起点的任务时能应对自如、游刃有余。

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## 第二部分 技能提示

同声传译的必要基础是出色的交替传译能力。交传, 尤其是长交传(即不间断的听取长度为3至5分钟的段落然后进行口译), 已经成为世界各大翻译学院挑选同声传译学员的主要考核方式。那么, 在进行为学习同传做准备的长交传的练习中, 学员要注意些什么呢?

1. 每个段落的开头与结尾。由于长交传练习过程中没有停顿, 学员必须听取完整的段落后开始口译, 所以段落的开头与结尾, 尤其是结尾部分, 必须特别引起学员的注意。短时记忆容量十分有限, 通常情况下学员必须通过记笔记来辅助自己的记忆与信息转换, 工作压力非常大; 与此同时, 在听完较长段落的最后一句话之后, 口译的工作性质又要求学员在3至5秒内立刻反应出来从头开始进行口译, 那么如果稍有仓促, 段末的内容未能有效加工存储, 则很可能在口译到段末的时候出现遗漏或误解。因此, 学员在进行长交传练习时, 一定要注意, 听完最后一句话之后千万不要着急开始口译, 而是宁愿顶住压力, 再多花1、2秒时间来消化记忆最后的内容, 再回过头去从头开始口译。宜缓不宜急, 这句话放到此处较为适用。

2. 有意识地开始使用部分同传原则。在中英交传的练习中, 由于中文和英文两种语言差异较大, 我们一直十分强调信息重组, 即提取源语信息以后按照译入语的讲话习惯来调整语序。但是在同传中, 这一工作原则有必要改为“顺句驱动”, 即根据源语语序来安排译入语信息的语序。从长交传练习后期开始锻炼使用顺句驱动的原则, 不仅可以使学员对这一原则事先有些具体了解, 而且可以避免学员将交传的工作习惯过多带入同传, 在学习中造成额外负担。

由于交传技巧并非本书探讨范围, 故笔者在此仅提出部分注意事项, 略去交传技巧点拨。第四部分的补充练习用来辅助长交传练习, 在练习中也应遵循上述两点注意事项。

## 第三部分 词汇扩展

### Text 1

航空运输总周转量 transported total turnover volume  
 入境游客 inward passenger  
 天合联盟 SkyTeam (the second largest global airline alliance)

### Text 2

knowledge economy 知识经济

### Text 3

亚洲开发银行 Asian Development Bank  
 大湄公河次区域开发合作 Grand-Mekong River subregional economic cooperation  
 锰矿、铝矿、锡矿、锑矿 manganese ore, aluminum ore, tin ore and antimony ore

### Text 4

Qatar Airways 卡塔尔航空公司  
 aviation industry 航空业  
 petrodollar 石油美元  
 SKYTRAX 全球知名航空业调查公司  
 plateau 达到平稳水平, 稳定在  
 Boeing 777 波音 777  
 Airbus A330 空客 A330  
 lie-flat seat 平躺座椅  
 amenities 令人愉快之物  
 JetBlue (美国一廉价航空公司) JetBlue 航空公司  
 Lahore 拉合尔 (巴基斯坦城市)  
 Matsushita Panasonic 松下  
 air show 航空展  
 Le Bourget (法国) 布尔热机场  
 gas-to-liquid fuel 液化气体燃料  
 Doha International Airport 多哈国际机场  
 terminal building 航站楼



mono-rail 单轨小列车  
cargo apron 货运停机坪  
concourse 中央大厅  
lagoon 环礁湖, 泻湖  
dignitary 权贵, 高官  
Four Seasons Hotel 四季酒店  
Ritz Carlton Hotel 丽兹卡尔顿酒店  
Sino Hydro 中国水利水电建设集团公司  
atrium 中庭  
jacuzzi 按摩浴缸

## 第四部分 补充练习

**Introduction:** Listen to the following four speeches and interpret them into the target language after each segment.

### Text 1

各位来宾, 女士们、先生们:

这次很荣幸有机会来出席“白云启航”的专题旅游推介会, 与大家一起探讨白云机场的发展及其对促进广东、泛珠江三角洲地区旅游的作用。

旅游是现代经济的重要组成部分, 也是现代社会的重要标志。旅游业的发展有力地促进了经济发展和社会的进步。航空旅游与……航空运输与旅游都是属于第三产业, 二者紧密联系, 相辅相成, 相得益彰。航空运输是旅游特别是长距离的旅游、国际旅游发展的重要条件。上个世纪 40 年代以来, 航空运输的发展使全球日益成为一个地球村, 为人们提供了安全、快捷、方便的出行条件, 大大地节约了旅行的时间和成本, 旅游业从而得到了突飞猛进的发展。另外一方面, 旅游业的发展也为航空运输业的发展创造了独特的市场需求。

民航是国民经济的基础性、先导性产业。自 1978 年以来, 中国的民航事业取得了举世瞩目的历史性成就, 航空运输持续、快速发展。我们在国内逐步地实行放松经济的管制, 实行了更加开放的国际航空运输政策。从 2005 年开始, 中国的航空运输总周转量已经位居世界第二, 成为全球第二大航空运输体系。截至 2006 年底, 已经有 147 个运输机场。按照地面交通 100 公里、平均 1.5 小时车程计算, 航空服务的覆盖范围已经达到全国的 52% 的县、61% 的人



口和82%的经济活动量。航空运输的发展,较好地满足了国家经济社会的发展、对外开放和旅游业发展的需要。当前,中国民航正在大力加强机场、空管等等基础设施的建设,建设新一代航空运输系统,以便更好地满足公众对航空运输发展的需求。//

广东是改革开放的前沿,也是经济强省。广东是著名的海上丝绸之路的……丝绸之路的源头,有千年古寺南华寺,风景名胜众多,拥有丰富的旅游资源。2006年,入境游客突破了1亿人次,是我国重要的国际旅游客源地和消费地。广东是全球最大的出口商品加工基地,包括内地9省(区)加上香港、澳门2个特别行政区在内的泛珠江三角洲地区经济发展强劲。广东又是我国著名的华侨之乡,拥有海外华侨华人2,200万,遍及世界100多个国家和地区。所有这些,都决定了广州白云国际机场具有广阔的航空运输市场条件。

白云机场还有明显的区域优势和保障优势。白云机场地处亚洲航空运输版图的中心,航班从白云机场起飞,5个小时即可辐射到占世界人口一半的国家和地区;18个小时可以到达全球各个主要的城市;4个小时左右可到达东亚、南亚、西亚和北亚,是中国至东南亚、中东、非洲和澳洲飞行距离最短的大型枢纽机场。白云机场是中国民航第一个按照中枢机场理念建设的机场,功能齐全,设施设备达到国际一流水平,2006年被世界卫生组织授予“国际卫生机场”,2007年被中国民航协会授予“全国最佳服务质量机场”、“全国最佳候机环境机场”。同时,以白云机场为主运营基地的中国南方航空公司,也是我国机队规模和运量最大的航空公司。2006年,全球航空公司旅客周转量排名为第16位,营业收入排在第23位。南方航空公司不久前参加了“天合联盟”,其网络拓展至全世界700多个城市,每天达到有14,500多个航班,只需要一次转机就能够到达全球八成以上的城市。美国联邦快递航空公司也在白云机场建立了亚太的转运中心。这些优势使白云机场具有广阔的发展前景。//

多年来,白云机场保持了良好的发展势头。2006年,广州白云机场航班的起降架次、旅客吞吐量、货邮吞吐量都位居国内机场的第二、第三和第三位。在全球机场旅客吞吐量排名中,白云机场位居41位。白云机场为广东旅游业及经济的发展创造了有利的条件。

广东及泛珠江三角洲旅游、经济的发展,呼唤着广东航空运输要迈上新的台阶,呼唤着白云机场要实现新的跨越。我们作为总局的……民航总局的机关的职能部门,我们将一如既往地支持广州白云机场的枢纽建设。最近,广东省人民政府将和民航总局共同成立推进广州枢纽机场建设的联合领导小组,为尽快推进白云机场的枢纽建设提供组织保障。我们支持国内外的航空公司在白云机场设立分公司、建立客货枢纽,进一步扩大广州地区航空运输市场的对外开

放度，鼓励中外航空公司增加至白云机场的中远程国际航班，增加白云机场至周边国家的航线航班。通过各方面的共同努力，尽早把白云机场建设成为以珠三角地区为依托，连接全国、全省，辐射东南亚和大洋洲地区的大型客户……客货门户复合枢纽机场，从而推进广东乃至珠江三角洲地区经济社会更好、更快的发展，促进广东及珠三……泛珠江三角洲地区旅游业的更加兴旺！

谢谢大家！

(2007年11月24日，中国民航总局运输司司长王荣华在2007广东国际旅游文化节“白云启航”专场推介会上的演讲，全文，根据录音材料整理)

 **Text 2**

Good evening everyone. It's a very great honour and pleasure to be with you here in Dongguan this evening and to pay tribute to this quite remarkable development which um... has left me amazed and impressed and desiring to return again to this wonderful place, thank you.

I'd also like to tell you that for me um... China has a special place in my heart and in my family. My brother is actually married to a Chinese lady, a very wise choice. And my little boy, that's Stu, um... he is just seven years old, and he's begun to study Chinese in his school back in London. So who knows, maybe in 40 years' time, he will come along and address you in perfect Chinese. But to the moment *nihao* is all I can say. Now, um... I would like to talk to you reasonably briefly and I understand we're gonna to have time to take questions and answers, um... so please feel free then to ask me any questions you want, I will be pleased trying to give you as good answers as I can.

But I'd like to, in my remarks to you, address the... this question really, which is how do we develop our economy and society both in countries like this and in countries like mine so that we maximise the potential of our countries and our people. //

And I believe there are a number of ways we have to do this. The first is that we have to have the right partnership between governments and business. And I would like to congratulate you, Mr. Vice Mayor and all those who are engaged in governments in this province, for the very wise and intelligent way that you have partnered the private sector in the developments that have come about. I think that has made a big difference to this region. Thank you, sir.

I also believe that it is only when government and industry work together that we can deal with some of the major questions of planning and urban development

that are so critical in making sure we are offering opportunities to everybody in our society, not simply a few. The biggest problem in any modern country today is how do we ensure that the benefits of the wealth that we create are spread amongst the whole of the population. And, in order to do that, we need the closest possible co-operation between those who work in government and those who work in business. I have to... seeing Mr. Chen's amazing development just a short distance from here, to which congratulations, err... it's an incredible achievement. But I know that that could not have been done unless with the right cooperation and partnership between those in positions of government and those like yourself who are entrepreneurs. So that's the first thing, the partnership between public and private sector. //

The second thing is the importance of education. I think for all of our countries today, the thing that we can do most is to build the knowledge and capability of our people. In every one of our societies, at the moment, there are people of talent and ability. But unless they get the education opportunities that they need, they will never be able to fulfill that opportunity properly. I would like to think in years to come, that there would be partnerships, for example, between the universities and scientific institutes in a country like the UK. And how you develop your university sector and science here. I think for Europe, there is much much more that we can do, to try to make sure that Europe and China work more closely together in developing the knowledge economy of the future.

The third thing is that, I think, we need to pay attention to scientific and technological development. And we need to make sure that we are always trying to get to the next phase of innovation and development. I found in my life, just over the ten years that I was prime minister of the United Kingdom, that the pace and scope and scale of change was so fast and the scientific development altering so quickly that governments and companies and people constantly have to upgrade their skills, have to retrain, have to find the new frontiers of knowledge and explore them. And I think today, more than anything else, it would be education that is the key to the success or failure of our countries and our economies. //

And finally, what we need to do is to pay attention, as we develop our economy, to the environment. This is a concern now everywhere in the world. How do we make sure that the development that we have is sustainable, that it is responsible, that it pays attention to the needs of the environment, to the needs to curb pollution, and provide better quality of life for our people, at the same time must give them the growth and the jobs and prosperity that they need. So these questions are right at the

heart of how successful countries develop today: the partnership between public and private sector, the education and knowledge economy of the future, the development of science and technology, and ensuring that as we develop, we pay attention to the environment around us.

I think these would be the big questions that dominate economic development here but also right around the world. One other thing I think that is important: We can learn a lot from each other. It's true that in your economic development, you can learn from Europe, and countries like the UK, that we can also learn from some of the extraordinary developments that are occurring here. Twenty years ago, I went to Guangzhou and visited that for the first time. And I suspect 20 years ago, this was a very very different city here. In that period of time, there has been virtually a revolution in terms of the change and transformation to the wonderful place that we have here today. And that came about because people had the leadership and the vision and the foresight to make the changes necessary to bring it about.

And if I had any single lesson from my time as leader of my political party but also as prime minister of my country, it is this: Change is the most difficult thing to do, but in today's world, the most necessary. And the more we are prepared to open up, the more we are prepared to learn from each other, the more we are prepared to embrace the world of globalisation and understand its impact, then the better we will be at dealing with its consequences. And I found in my time as leader of my country that every time I had a difficult decision to make about change, and I failed to make the change, I regretted it; and every time I managed to make the change, it was difficult and tough and hard and people objected to it, but in the end it was the right thing to do for the country. And you know it, as business people and as people involved in government, there is nothing harder than to persuade people of the need to change. But my experience has been that persuading them of that need and then doing the change is about as important as active leadership as is possible to imagine. So, it wasn't always easy, it never is, but I think it's necessary to do. I suppose, as a leader, you should always expect the unexpected. //

I think if you told me, 20 years ago, when probably I travelled through here on my way further north, and it was virtually nothing that would have been here recognisable today, if you said to me then, in 20 years' time, you would be in this extraordinary ball room, in this amazing hotel, in the middle of this wonderful development, I would have said: You may have a little too much wine. But I am here, and I am here in part because of what I heard about Dongguan, what I know your future is

gonna be, what I can see happening here is as exciting in its possibilities as anything happening in the world today. And you should be very proud of what you've created. And then you should ask, what is the next step? How do we reach the next level? Because one other thing I learned in my time as leader, which is never <to> be satisfied with standing still. By all means congratulate yourself on the success that has been achieved, but then think of the next goal, the next objective, the next thing that can be done. And I think you carry that attitude in mind, and carry it with optimism, that what you believe you want to do you can actually do, then I think the possibilities are without limit. There is nothing that you cannot achieve.

So it's a real honour and privilege to be with you here this evening to say these few words of introduction and now to engage in question and answer with you. And above all else, let me thank you for the warmth of your welcome here today. Thousands of miles from my home, it means a very great deal to me. And I shall carry back to my family the most happy memory of my visit here, of your kindness and your warmth, and the good welcome that you have given me. And I shall be telling my people back in Britain: Forget all these other places, get out to Dongguan, because that's where it's really happening. Thank you.

(Full text of the remarks by Tony Blair, former UK Prime Minister at Songshan Lake, Dongguan on November 6, 2007, as transcribed)

### Text 3

尊敬的主席先生，各位代表，各位专家，女士们、先生们：

上午好！

在致辞之前呐，我要简单说明一个情况。这个广西壮族自治区人民政府啊对我们今天的会议是十分重视。原来呢就是安排我们自治区的副秘书长于建华先生在会议上致辞，但是呢由于这个于先生啊正好有一个更重要的公务活动，所以不能出席今天这个开幕式。他委托我在这里呢代表他做一个致辞。啊……我是十分荣幸。下面呢我就把这个于建华秘书长啊致辞啊我们在这里呢宣读一下。

尊敬的各位代表，各位专家，女士们、先生们：

上午好！

由中国商务部和亚洲开发银行共同主办的大湄公河次区域贸易便利化优先项目研讨会今天在这里召开了。我代表广西壮族自治区人民政府对这次研讨会

的召开表示热烈的祝贺，向莅临广西参加本次研讨会的商务部领导、亚洲开发银行和各国的代表表示热烈的欢迎。//

广西是全国……是中国五个少数民族自治区之一，有壮、汉、瑶、苗、侗等十二个世居民族，总人口 4,960 多万。少数民族的人口 1,800 多万，其中壮族的人口占总人口的比例是 32.8%。广西是地处中国的南部边疆，面向东南亚，南邻北部湾，和越南有海陆接壤，地理位置十分的优越；广西的资源呢也很丰富，是广西……是中国十个重点有色金属的产区之一，锰矿、铝矿、锡矿、锑矿等矿产的储量在全国是位居前列；广西的农作物资源也是具有很好的优势：我们的甘蔗和蔗糖、桑蚕、木薯等农作物的产量是在中国是排第一位。广西还拥有十分丰富的旅游资源，比如我们拥有“甲天下”之称的桂林山水，还有迷人的滨海的风光和浓郁的民族风情。近年来，广西通过调整产业结构，改善投资环境，扩大对外开放，吸引外部资金等措施发展了地方的特色产业，壮大了我们的支柱产业，国民经济和社会各项的事业的发展得到了迅速的发展。2006 年广西实现国内生产总值 4,802 亿元，比上年是增长了 13.5%，增长的速度在中国是排列第九位。我们有 32 个省（区）。外贸的进出口总额是 66.7 亿美元，增长了 28.8%，实际利用外资 7.67 亿美元，增长了 20%，对外的投资达到 7,000 万美元。

随着中国—东盟自由贸易区建设进程的加快，广西作为连接中国和东盟两个市场的枢纽地位和作用日益地凸显。广西呢正在从一个相对封闭、边远的省区跃升为中国对外开放的前沿地带，成为中国最具有发展活力的区域之一。广西与湄公河流域的国家既有陆地接壤又有海上的通道，具有加强与湄公河流域国家开展经济合作的良好地缘和人缘优势。//

而自广西 2005 年加入大湄公河次区域开发合作以来，广西就把参与大湄公河流域的合作作为我们开放合作的一个重要组成部分，多次地组织了高规格的代表团访问越南、柬埔寨、缅甸、老挝和泰国，积极地推动广西和各国的经贸合作，取得了良好的成效。2006 年广西与 GMS 国家的贸易额达到了 15.6 亿美元，其中呢出口是 8.1 亿美元，进口是 7.5 亿美元，分别比上年增长了 49.2% 和 17%。广西生产的农业机械、电力设备、冶金设备、制糖设备受到了次区域各国的热烈的欢迎。来自越南、泰国的农产品，尤其是热带的水果，在广西呢也是十分的畅销。广西目前已成……已经成为东盟的水果进入中国的最大的口岸。截至到 2006 年呐，次区域各国在广西已经投资成立了外资企业 153 家，实际投进来的资金达到 2.79 亿美元。广西呢也对次区域国家进行对外投资，有 77 个项目，投资总额达到 6,370 万美元。广西与 GMS 国家的……在资源结构、产业结构、工农业产品等方面呢都是各有特色，互补性很强，所以我们开展经贸合作的潜力十分的巨大，前景十分的广阔。//



广西是中国参与大湄公河次区域合作的主要省区之一，推进贸易便利化是我们的一个重要目标。这次大湄公河次区域贸易便利化优先项目研讨会在广西南宁召开，不仅为我们提供了极好的学习机会，也必将会极大地推动广西在参与GMS合作中的呃……便利……贸易便利化进程。我们将以这一次的会议作为契机，认真地听取亚洲开发银行和各国官员、有关专家的意见、经验，共同探讨推进贸易便利化方面的努力方向和具体的措施。我相信在区域内成员的共同努力下，推进贸易便利化必将进一步地加快大湄公河次区域经贸合作的步伐，促进次区域各国的共同的繁荣。

最后，我祝愿大湄公河次区域贸易便利化优先项目研讨会取得圆满成功，祝各位嘉宾在广西期间心情愉快，工作顺利。谢谢！

(2007年9月11日，广西壮族自治区商务厅副厅长李志勇在“大湄公河次区域贸易便利化优先项目研讨会暨区域经济合作培训研讨班”上的演讲，全文，根据录音材料整理)



#### Text 4

Good afternoon, ladies and gentlemen. First of all, my apologies for getting here a bit late due to the traffic congestion we got into. However, I will try to be very fast to cover the lost time because I have a lot to show you. So I would be very quick, in order to give you more time to ask me, I am sure, many questions that you have in your mind.

Qatar Airways of course is a very proud rising star in the global aviation industry. We have been for the last ten years <the> focus of international aviation industry. Eleven years ago when I took over the home of this airline, most of the experts in aviation, thought that this was just one of those backward Middle Eastern airlines that just started in the interest of having an airline as we have a lot of petrodollars, and this, of course, airline is doomed to fail in not too distant future. We proved those individuals very wrong. We today, are a major player in the Middle East, and of course, will soon be a major player in the international aviation arena.

Where do we fly to? Eighty-two destinations from just 14 destinations in 1996. And what do we operate today is 62 most modern aircraft with an average age of below three years with only four aeroplanes in 1996. But in this short period of time, we have also achieved global recognition by leading international auditor, SKY-TRAX. We are one of the five airlines that is five-star rated, and it is interesting to know that we are five-star rated since five years, we have the best cabin crew in the



Middle East for the last five years, we are the best airline awarded in 2006 in the Middle East, and of course in 2007, we have the best first-class product awarded in 2007. We have a huge growth strategy. And today we celebrate the fourth Chinese destination, Guangzhou.

Qatar Airways is flying into a new era of air travel. We also have the world's only dedicated first- and business-class terminal. With some European journalists, and I am sure that there is a German journalist amongst us—Lufthansa does not have the dedicated terminal that they advertise. They have a dedicated premium lounge; we are the only airline in the world that has a dedicated first- and business-class terminal for our premium passengers. To fuel this huge aviation growth strategy, we are also building a US\$14 billion-worth new Doha international airport which will come on line in 2011. It will be truly a benchmark international airport for our neighbors and our... and on the world to copy from. //

And of course my airline is the key driver of the booming Qatari economy. Like the huge growth of China's economy, my country also has a double-digit economic growth for the last three years and for the foreseeable future. This would continue to... We fly to Istanbul, London, Moscow, Shanghai, Singapore, Colombo, Teheran, Cairo, Hong Kong, Mumbai, Delhi, Kuala Lumpur, Manila, Rome, Nairobi, New York, Washington, D.C., Geneva, Munich amongst others. In 2007, you will see when I talk about an aggressive airline I don't think there is any international airline that has ever been able to launch 11 destinations in one year alone. I know that most of the airline would not anticipate growing more than four or five destinations a year. We wanted always to break their record, like we have always done in the past, and launched 11 new destinations. But it is important to note that within these 11 destinations, we launched four destinations in a period of only 20 days. In that year, in that month, of March last year, we also took delivery of four new aeroplanes in a matter of only 12 days, a record for Airbus, and <a> record for an international airline that was able to digest a small airline like us; was able to consume four airplanes in only 12 days. So you can imagine the stress on the resources to... to launch four destinations and also to take four aeroplanes is really a feat unprecedented in the history of aviation.

In 2008 as we now operate to Europe, Middle East, Africa, the Indian Subcontinent, Far East and North America; in 2008 we will focus more on consolidating our network by increasing frequencies to the routes that we already operate. Sixty-two Airbus and Boeing aircraft, we will reach to 110 to 120 aircraft by 2013. With 62 airplanes now operating, we have an additional order for 200 new aeroplanes, both Boeing and



Airbus, worth a striking US\$13 billion. And with all this, we also have been growing at a rate of 35% year on year for the past 11 years. Again, unprecedented in the history of aviation, never before Qatar Airways an airline has grown at this rate continuously for 11 years. And this is not going to stop. Qatar Airways will continue to grow at this rate for the next four to five years till our growth will plateau to around 18 to 21%. In 2008 and further and further on, we will be launching new destinations, more frequencies, and of course, our expansion into China and the USA, whereas we will continue expanding our fleet. In 2008, we are a year mark to receive 13 new aircraft. //

Qatar Airways wants to be a key player in China. China is a great country with a booming economy. Qatar Airways is in China since 2003; we were the first Gulf carrier to operate to your great country. Qatar Airways also enjoys 20 years of diplomatic relation and recognition of One China. This year is the anniversary of our 20th year of diplomatic relations. The airline looks forward to supporting passengers that are traveling to this great Olympics that will be held in your country. 2008 Olympics in Beijing, I am sure, will be one of the best in the history of the Olympic Games.

Guangzhou, Southern China, is the latest destination; four destinations to be launched in China. We of course launched it a week ago. Unfortunately, I was not able to be on the first flight, which is not the normal case, because as a CEO, I am very proud to be on the first flight wherever it flies, but my prior engagement did not allow me to be here on that first flight. But here I am today to show you the insight into my airline. We are now operating four frequencies a week which will be growing to five frequencies from the first of next month. Why did we use... Why did we choose Guangzhou? Because it is China's industrial hot land. It is the latest gateway to my airline. Guangzhou is a thriving industrial base, a strong manufacturing center, and we know that there is a huge business traffic that comes here from our network in the Middle East and Africa and of course from the Subcontinent. Guangzhou and Doha enjoy sporting ties; you had a huge delegation from China in the Asian Games in 2006 which was held in my country. Guangzhou is the host of the next Asian Games, and of course Qatar is sharing its experience with Guangzhou on this great occasion. //

Beijing was launched non-stop from my country in 2004; again, we operate four flights a week. Needless to say that it is the wish of my airline to operate a double daily to every Chinese city that we operate to and they hope that this dream of my airline will be realized in not too distant future. We are linking two very important capitals: of course China, the economic giant of the world, and my country Qatar, the energy giant of the world, a small country of just over 11,000 km<sup>2</sup>, becoming the world's

energy capital. And I am very proud to say, that His Highness our prime minister, only four days ago, signed a huge energy deal with your great country. Needless to say, the airline plays an important part in strengthening the economic and historic ties we have with this great land of yours.

Shanghai was our first destination in China launched in 2003, with five flights a week; of course, we did this because it is the commercial and business capital of your country, and an important international destination in Qatar Airways' network. Hong Kong was launched in 2006 with a daily frequency, China's most cosmopolitan city. Of course, the government of Hong Kong at that time when they negotiated the bilateral was very generous to us by giving us ten frequencies a week. And not in a too distant future, Hong Kong will have a double daily frequency from Qatar Airways. So all in all, we fly 20 flights a week across four cities in China. //

But to give you an insight of our product, Qatar Airways has a five-star rating, as I said earlier, but it also has been given a five star because we have the highest level of product, comfort, and of course, a consistent product delivery to our passengers. We operate first class on Boeing 777s, Airbus A330s and A340s; we were the first airliner in the world after British Airways to offer flat-bed seats, we are offering flat-bed seats in our premium product for the last eight years whereas our closest competitors have only introduced this three years ago. We also provide a lot of other amenities, thick warm blankets, crisp cotton bed sheets, sleeper suits, stereo headsets, and of course, personal reading lights in every seat. We also have a first-class lounge on board on Airbus A340s, the only airline that provides this to its first-class passengers. It is innovative, stylish, it has a bar on board, and of course, we have mood lighting for the comfort of passengers in times of relaxation. Coming to business class, we have an unprecedented comfort with lie-flat seats in business class, fully interactive in-flight entertainment. You can also choose your music from the 250 music CDs that are available within the entertainment system. We are also the only airline in the world after JetBlue in <the> United States that give [gives] you a live TV transmission inside an aeroplane, so you will be able to see live TV transmissions from CNN, BBC, and many other international television stations that transmit. We also have on board, premium cabins, very stylish gourmet food, the cuisine of the highest standards. //

Passengers from China have greater choice with more frequencies from Doha to select destinations worldwide from this summer. London Heathrow, we will increase our frequency from 21 to 28 flights a week, Istanbul from 5 to 6 flights, Geneva from 5 to 6 flights, Beirut from 7 to 14 frequencies, Bahrain from 40 to 42. This is

the plan that I told you will be initiated this year to consolidate our network. New York will go from 5 to 6, and by the end of the year, it will go from 6 to 7, Islamabad from 2 to 4, Johannesburg from 4 to 7, Lahore and Pakistan from 2 to 4, Lagos from 3 to 4, and Milan from 4 to 7.

Qatar Airways is strengthening the ties between Middle East and the United States. From beginning November 10th, Huston will be our third destination to the United States. We'll be launching on the third... on the tenth of November this year with three frequencies a week non-stop. This flight, of course, will be the longest flight that Qatar Airways will be operating, which will be for nearly 17 hours with a brand-new 777-200 long range aeroplanes. And then a month later, we will have a daily frequency to the same destination. This of course will be our third destinations [destination] in the United States. This was the view of the first Boeing 777 ER that was delivered to my airline last year on the 29th of November, making history of the delivery of the first Boeing aircraft as previously we were a monopoly Airbus operator. //

This aircraft flew non-stop from Seattle to my country; this also, as a hallmark of Qatar Airways, has a very high standard of in-flight comfort for our passengers. You have personal audio and video interactive entertainment system at 35,000 feet, more than 700 entertainment fully interactive audio and video on demand on our 777. But it is interesting to know, that we are one of the first operators <that> offer the latest in-flight entertainment which is called the X2 system produced by Matsushita Panasonic. We offer passengers more choice of movies, live TV, programs and of course games.

Currently, with 62 aeroplanes, our fleet size increases to 30... to over 70 aircraft by the end of the year, includes the delivery this year of 7 Boeing 777-300 Extended Range, and Boeing 777-200 Long Range Airplanes together with additional 3 Airbus A330s and 3 Airbus A 321s. Again, last year, we made another history, we ordered the largest aircraft order, the largest single aircraft order, in the air show in Paris at Le Bourget. It was the launch customer for a multibillion-dollar order for 80 Airbus A350s, first of the 32 Boeing 777s and of course other outstanding previous orders, making as I said earlier, a total order of 200 aeroplanes. We were also the launch customer of the Airbus A380, the first examples of which, will be delivered to us in 2012. It is important for me to tell you that this aeroplane, the Airbus A380, was supposed to be delivered to us next year so that we will be one of the first operators after Singapore and Emirates to operate this example of the aircraft. Unfortunately, due to the delay in the construction of our airport which I will talk to you a little bit later in this program, we had to defer our deliveries until 2012.

But we are not only buying aeroplanes; Qatar Airways is also very committed to the environment for the betterment of the future generations, of our children and our grandchildren. So we have taken part in experimenting with fueling our aeroplanes with GTO, which is gas-to-liquid fuel. I do know that some of the public transport in China is already operating on GTO fuel. GTO is the fuel of the future; it has very low carbon emission. And Qatar Airways is really committed to a cleaner and safer environment. There are tests that are already been done for the engines, so Qatar Airways will be a leader in this experiment. We will be the first airliner in the world to be fueled with a mix of GTO kerosene, the contract for which was signed just last November between us, Airbus, Shell and Rolls-Royce to do experiment and certify these fuels for the aeroplanes. And I keep my fingers crossed by the end of next year, the first flight of Qatar Airways with this modern fuel will take off from Doha International Airport. And this GTO will be provided to us, produced in Qatar, as Qatar will be the largest producer of this GTO fuel. It is important to note, if some of you don't already know, that Qatar is the largest exporter of gas in the world. Qatar is home to the world's third largest gas reserve in the world. //

Talking about a new Doha International Airport which is of great interest to our competitors in the region because they are all building new airports. But nobody is building an airport that is tailor-made to the requirements of the airline. I, as the CEO of Qatar Airways, am also the CEO of Doha International Airport. It's a very unique marriage between the airline and the airport because <of> the vision the ruler of my country has for the growth of aviation. In this he realizes that the best person that will build a correct international airport will be the person that has a successful airline. And therefore, this airport is really being constructed with the needs of the passengers and the airline in mind. This is a view of the master plan of the airport. This is... this is the... the... the terminal building. This is the part where the free zone, the free... duty-free, and the hotel is construct... is existing. It also has a huge spa with swimming pool, and the other amenities I will talk to you about. And this is the second note with the second hundred-room hotel with duty-free facilities and a mono-rail. Like most of the airports, that a rail is transmitting passengers, transporting passengers from outside the building, very similar to the one you have between your terminals. We have decided to put the... the passenger-transporting train inside the building. This is the current Doha International Airport which you can see here; this is the site of the new Doha International Airport. This is, now you can see at the bottom, the end of the airport, the current airport. And this is the line that you had seen



earlier. This is a satellite picture just taken last month, and you can see the picture that I showed you of the terminal being constructed here. The runway is already complete. The second runway is about to complete with a tunnel underneath here, and a second tunnel on the other end of the runway. And all the other facilities would be here. This is the cargo apron, this is the engineering apron, this is the free zone and this will be where the Qatar Airways' new headquarters will be built. //

This is the image of the airport. Access, the bottom part, is the arrivals level, and the top part is the departure level. The span between the columns, and each of these columns, will be the longest structure, the widest structure ever built with each span nearly 120 meters apart. This is the image of the runway by... taken by helicopter last month; in the foreground is the building that is a VIP lounge, and you can see the end of one of the concourses of the airport. This is the building, this is the part when I showed you is the hotel and the duty-free area, this is the concourse which will accommodate 22 airplanes with four Airbus A380 stance. And you can see the span in between these buildings is nearly 120 meters. This is the car park area with a mask, this is the utility, facility, providing air-conditioning and water to the terminal. These are the elevated roadways and these four are the car parks that will cater for the building. And this of course is the part of the north concourse. You can see now, when I told you the span. You can see these spans is [are] what I was talking to you about. This is the entrance to the airport, and these two are the elevated columns for the... the roadway. This is again the VIP lounge. And interestingly, there is one, two, three, four bridges that lead to the airport through a lagoon, that is really very picturesque and there will be waterfalls built within the lagoon very similar to what you see in Ge... the lake of Geneva. This is the view of our VIP Terminal for head [heads] of state, ministers, and of course, other dignitaries. It is at the top during the day and at the bottom during the night. //

This is of course, the other progress happening in my country. This is a man-made island called the Pearl. This is a spot where people, foreigners will be able to buy real estate, will be... have the deeds belonging [belongs] to them which will be free hold. And when you buy property in this island, you also then get permanent residence in my country. This is the satellite view of just two months ago, showing you the completed island. And these are the shadows of the buildings that you see here which I showed you in the... the... slide of the model. It has a fantastic commercial, residential, leisure development. This is the view of those constructions of those buildings which I showed you earlier with the center island in one of the lagoons that will be a Four Seasons hotel, the second one of which is being constructed.

And that in the foreground, in the background there, is the Ritz Carlton. This is the other view of the same lagoon. These are other constructions. To the bottom part, is the completed Ritz Carlton Hotel. This is the skyline of my country with a lot of construction, very similar to your town, and of course in Shanghai and in Beijing. And this is the first Four Seasons in my country; the second which I mentioned to you will be built at the lagoon. It has huge infrastructure being built. And I am very proud to say that the entire airfield at the New Doha International Airport is being constructed by a Chinese company, Sino Hydro. They also have a huge infrastructure contract to build infrastructure in a new district of Doha. There are also Chinese companies involved in building some of these high-rise buildings that you see in the foreground. The number of tourist hotels will rise from 7,500 today to 26,000 by 2012. This is another view of the skyline of Qatar with the Rich... with the St. Richards Hotel being built here. This is the Intercontinental Hotel. This is the Museum of Islamic Art that is now completed in Doha, this is built in the sea, this is the first Islamic museum anywhere in the Gulf—we are of course an Islamic country, but nobody thought of having a museum that will show us the history of the art of Islam. Again this shows the vision of the rulers of our country to really show the people the right Arabic identity. This is what I talked to you about earlier; this is the world's first- and business-class terminal. It was open just a year and a half ago; it was built in only nine months, very similar to the projects that you are building in China very quickly. Because we are very aggressive people, and we want everything done as soon as possible. It was part of a 200-million-dollars upgrade of our current airport till we shift to the new airport. And as a matter of fact, Qatar Airways is going to spend another 200 million this year to construct a fast-track expansion of our current airport to cater for the expansion of the airline until the new airport is ready. This is the view of the reception area of the terminal. This is the lounges; it has dedicated business-class and first-class lounges. It has very relaxing area, very bright, a lot of use of sunshine. It has an atrium. It has a spa, jacuzzi, sauna facilities for both men and women to unwind after their long travel. This of course is the view of the spa, the jacuzzi. We have massage rooms, showers, and washrooms; we have a relaxful atmosphere for our passengers, especially those who don't get these facilities at home. These are our bedrooms in the terminal, and of course, to conclude, Qatar Airways has a great future. Thank you.

(Full text of the remarks by Akbar Al Baker, CEO of Qatar Airways at Qatar Airways Press Conference Celebrating Launch of “Flights to Guangzhou” on April, 14, 2008, as transcribed)



## 第2单元

# 同声传译记忆

## 第一部分 技能知识

### 口译记忆：类别与功能

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同传是一项高度复杂的双语转换活动，要求译员时刻保持输入与输出的同步性。20世纪90年代，Danile Gile 提出同传的多任务处理模型 (Effort Model)，认为 Simultaneous Interpreting = Listening and Analysis + Memory + Production + Coordination，即同声传译 = 听和分析 + 记忆 + 产出 + 协调 (Gile, 1995)。在信息接收—理解—转换—表达的系列步骤中，记忆起着至关重要的作用，可以说，没有记忆的帮助，同传将无从实现。

为了更好地了解同传所需的记忆技能，有效提高记忆能力，我们不妨从口译记忆的类别与功能开始谈起。

心理语言学家认为，记忆是信息处理模型的核心部分，没有记忆的结合和统一的力量，人类的意识将无从存在。记忆的功能实现于不同的记忆结构之中，记忆结构是信息处理模型的主要组成部分，来自环境的信息通过记忆结构来编码、储存和提取 (桂诗春, 2000)。

尽管人们对其称呼不尽相同，但通常而言，记忆系统一般被分为三种：感觉记忆 (sensory memory)、短时记忆 (short-term memory) 以及长时记忆 (long-term memory)。感觉记忆与口译任务中译员对源语信息的听辨有关，短时记忆和长时记忆与译员对源语的内容、关键词、数字等重要信息的储存有关，其中长时记忆还与译员的译前准备以及对 B 语的学习密切相关 (鲍刚, 1998)。

感觉记忆又称感觉记录器 (sensory register)，是信息处理的第一步，为人类接收着数量庞大、种类繁多的信息，其作用在于保存需要进一步处理的信息，以待短时记忆来进行处理。这个保存需要进一步处理的信息的过

程就是选择有关信息的过程，称为选择性感知 (selective perception) 或注意 (attention)。被注意到的信息会进入短时记忆进行加工，没有被注意到的则会立即丧失。在同传工作中，感觉记忆稍纵即逝，很少能被译员觉察。

短时记忆又称工作记忆 (working memory)，指信息容量保持在 1 分钟以内的记忆，一般持续 5–20 秒，但是最长不会超过 1 分钟 (杨治良, 1999)。短时记忆的作用是将经过感觉记录器选择的信息进行加工处理。短时记忆信息维持的时间极短，如不加以保持，记忆信息就会迅速消失 (Peterson, 1968)，故此译员在口译工作中绝大部分场合要借助笔记来进行记录信息；短时记忆的容量甚小，其同步处理的最大记忆单位为  $7 \pm 2$  个模块 (chunk)。研究表明，译员可以通过“组块” (chunking) 把旧有信息组成更大的信息单位，以达到扩充信息容量的目的，在有限时间内记忆更多信息。由于同传时译员的短时记忆常处于最大压力之下，为避免信息堆积过多导致大脑崩溃影响产出，译员必须采取迅速适应、合理预测、适当重复、瞬时提取等策略，为短时记忆减负。

长时记忆又称永久记忆 (permanent memory)，分为一般知识和个人经验。长时记忆保存了译员过去的、非短时记忆之内的信息。一旦长时记忆储存的信息被激活便可用来理解新的信息，而新的信息则会继续添加到人们的信息库之中。

在同传工作中，译员不是简单地单独使用长时记忆或短时记忆，而是将两种记忆进行有机结合。从长期来看，单次同传工作结束以后，译员短时记忆储存的部分信息将会储存于译员的长时记忆之中，在以后的口译工作中，如有需要，这些存储在长时记忆中的信息将被激活，以帮助译员减轻记忆负担，顺利进行口译工作。

长时记忆与短时记忆在同传与交传中的作用也有不同，一般而言，相对于交传，同传对短时记忆的依赖性更高。近年来，众多学者通过对同传中工作记忆的研究，认为工作记忆与同传译员的表现有直接关系 (Christoffels et al, 2006; Liu, Minhua et al, 2004; Mizuno, 2005)。

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## 第二部分 技能提示

通过前文的分析,我们了解到短时记忆能力对同传任务的关键作用,在同传训练的第一阶段,我们应重点训练短时记忆能力。那么同传训练中常用的短时记忆训练方法有哪些呢?我们一起来看一下:

### 1 源语连续复述

源语连续复述即听取录音后用源语进行复述。这是交传起步阶段中常用的记忆训练法。同传中的源语复述则加大难度,增加了数数的内容,在扩容学员的短时记忆力的同时培养学员一心两用的习惯。训练时,学员一边听录音一边大声倒数数字,听完录音以后用源语复述所听录音内容。再次开始练习时应从不同数字开始倒数,如799、798、797……518、517、516……刚开始训练时学员会觉得力不从心,难以做到边记忆边数数,不是数数时跳过了许多,就是在内容上有所遗漏,因此教师要注意练习材料的选择,尽量挑选结构简单、情节性较强、逻辑关系较为明晰、数字和专有名词含量较少、语速较慢、长度较短的发言材料,随着训练的不断深入逐渐加大练习材料的难度。另外,在训练中教师要注意观察学员进度,以便适时做出调整。

### 2 译语连续复述

译语连续复述同源语连续复述一样要求学员一边听录音一边大声倒数数字,只是听完录音以后要用译语复述所听录音的内容。再次开始练习时应从不同数字开始倒数。相比源语连续复述练习,译语连续复述在听录音和倒数数字之外增加了翻译的任务,对学员的注意力分配和协调能力有了进一步的要求。

因此，译语连续复述练习应在源语连续复述之后进行。

在源语连续复述和译语连续复述的练习阶段，教师应引导学员灵活使用有效预测、视觉化（visualization）/具体化与抽象化、分类与合并、联想与组块等微观记忆技巧（这些微观记忆技巧已于交传记忆训练阶段讲述），指导学员通过强化训练找到符合个人习惯和特点的记忆方法。

### 3 源语同步复述

源语同步复述是指用同种语言几乎同步地跟读发言人的讲话或其他录音、录像等会议资料。源语同步复述是“影子练习”（shadowing exercise）的初级阶段，要求在录音开始时，学员即紧紧跟随源语开始同步复述。在源语同步复述训练的初期，学员只需要进行同步复述并保持内容完整、连贯，在中后期的练习中，教师可在学员完成同步复述之后要求学员概括所听内容大意，其目的是进一步强化学员记忆力，培养学员协调注意力分配和听说同步的能力。

### 4 源语延迟复述

经过一段时间的源语同步复述练习后，学员可以在源语开始后延迟半句到一句话进行跟读。这就是源语延迟复述，相当于“影子练习”的高级阶段。这种跟读练习从形式上看很像鹦鹉学舌，其实不然：同传跟读源语时，要做到耳朵在听（源语）、嘴巴在说（同种语言复述）、脑子在想（发言内容）。这一阶段的练习重在锻炼学员在一心多用状态下的口译传意能力。同源语同步复述练习一样，在练习的中后阶段，学员完成延迟复述之后也练习概括所听内容大意，如延迟跟读完一段5-8分钟长度的讲话或新闻后概述出主要内容。在影子练习的后一阶段，可以加入数数练习。不同于源语连续复述和译语连续复述要求学员大声倒数数字，影子练习中的数数是要求学员在听、想、说同步进行时让手也动起来，从任意一个三位或以上数字开始，按倒数的形式往下写。

上述四种记忆力练习法可视个人基础循序渐进，持续一至两个月。在训练起步阶段，教师应帮助学员挑选合适的练习材料，确定练习难度，根据学习者个人情况制定训练计划。这四种练习对训练场地要求都较为宽松，形式也比较自由，既可在同传实验室内操作也可在课外进行，学员在听广播、看电视、听报告时都可以展开训练，单人、双人或小组练习的形式都能让学员有所收获（单人练习要求学员对练习过程进行录音并自查，双人和小组练习要求学员针对技能运用和产出效果相互评价）。经过这一阶段的训练以后，如果学员在练习过程中产生用译语进行同步复述的想法并有脱口而出的倾向，就说明本阶段一心多用情况下记忆力强化练习的目的已基本达成，可以进入下一阶段的练习了。

## 第三部分 词汇扩展

### Text 3

2006年广东国际旅游文化节暨泛珠三角旅游招商会 2006 International Tourism and Culture Festival & PPRD Tourism Promotion Conference

旅游服务业 travel service

海泉湾度假城 Ocean Spring Resort

香港中旅集团 China Travel Service Hong Kong Limited (CTS)

国有资产管理委员会(国资委) State Asset Supervision and Administration Commission (SASAC)

深圳华侨城 Shenzhen Overseas Chinese Town (OCT)

锦绣中华 Splendid China

中国民俗文化村 China Folk Culture Villages

深圳世界之窗 Shenzhen the Window of the World

香港中旅国际投资有限公司 Hong Kong China Travel Service International Investment Limited

国家旅游局 National Tourism Administration

自驾游 drive travel

自由行 free walker

### Text 4

root cause 根本原因

integrated circuit distance 集成电路距离

transistor 晶体管

variable 变量

Silicon Valley 硅谷

## 第四部分 补充练习

**Instructions:** Listen to the following two speeches and count backwards (e.g. from 1000, 999, 998... to 1) aloud at the same time. Reproduce the speeches in source language after each segment.



## Text 1

尊敬的领导，尊敬的嘉宾，各位先生们、女士们，媒体朋友：

大家上午好！

我今天呢想用中文跟各位介绍，希望如果说错一些字，请大家多多原谅。

首先，第一件事情呢，我想感谢白云机场，包括广东省旅游局，这一次让我们有这样一个机会来介绍我们芬兰航空公司。芬兰航空公司呢可能对在<座>的现场<各位>呢并不是特别熟悉的一个品牌。芬兰航空公司在八十年代呢是只飞芬兰内陆，包括北欧一些点的一个航空公司，是个很小的公司。明年夏天芬兰航空有将近60个欧洲跟亚洲之间的航班，所以我们的发展相对来说是特别特别的快。

为什么芬兰航空公司呢广告词呢会选择“让您最快抵达欧洲”？是因为如果您看地球的话呢，地球上呢芬兰实际就是离中国最近的欧洲国家，我们两国之间呢就隔了一个俄罗斯。因为这么一个地理原因，芬兰航空公司就选择我们今天的这个产品，欧洲跟亚洲之间的航空公司，我们就选择把亚洲客人带到欧洲，欧洲客人再带到亚洲。这实际就是把一个地理的优势……呃……做成我们的品牌。//

我们……呃……中国现在航线呢是有北京、上海、香港，还有广州，虽然目前广州航线呢一个礼拜只有四班机，但是当然我们也希望跟着北京、上海、香港呢，每天也可以从广州一个礼拜有七班的这个方向发展。实际芬航的产品是什么呢？就是让您经过赫尔辛基——赫尔辛基就是我们的枢纽机场——赫尔辛基机场让您很快地抵达我们欧洲的42个不同的目的地。所以，经过广州出发抵达赫尔辛基，赫尔辛基再接着转到我们欧洲的这些不同的城市。当然因为我们是芬兰航空公司呢我们在芬兰国内也有21个不同的国内站，呃……但是这个就长话短说，因为现在快到中午了。

呃……芬兰航空公司呢一个……另一个优点呢是因为……呃……我们欧洲航班的时间也比较多，包括最主要我觉得是我们在赫尔辛基转机的……呃……最短转机时间35分钟。各位在场的领导要明白，这个35分钟包含过关跟海关，这样的话呢相对来说是特别快。怎么能达到这个呢？当然就是赫尔辛基机场特别小，赫尔辛基机场小呢就给客人带来了很大的方便，能让客人呢在机场很快就可以转到下一个航班。

实际这个图片呢只有一个目的，就让各位在场的理解，基本上从广州出发到欧洲呢在15个小时以内你就到了欧洲任何一个……嗯……也到最南……欧洲最南部的一些目的地。//

航空……航空公司呢也……最近几年也发展得特别特别快，应该能说所有



的航空公司上面的商务舱应该能说是可以追往这种五星级饭店的感觉，所以商务舱呢配套设施包括商务舱的服务呢确实是在每一个航空公司应该算是他们最自豪的一件事情，包括我们芬航在内。

我们广州航线开航两周年，但是我们今年是北京航线开航20年的……呃……庆典，我们在20年以来呢我们是特别想把中国市场做好，那中国市场怎么能做好呢？那我觉得呢要让中国客人经过我们赫尔辛基转机的时候呢感到舒服，也不感到……不让他们碰到任何困难。那为了能解决这个问题呢，我们当然就要提供这些中文的地勤人员，包括飞机上面的空姐，理所当然，包括机场要有中文的指示牌，以后呢当然在机场也得有中文的地服，这样子呢大家特别地舒服又特别地顺利地就转机。

芬兰航空呢是属于寰宇一家，寰宇一家这个联盟也相对来说是比较大，可能各位在场的领导也认识其中的、当然是离我们最近的国泰。后面的呢我……我就会很快地……呃……给你们看一下图片。我们呃……去年我们订了很多新的空客，我们订了三十多架空客，然后呢我们也是现在在等这些新的产品……呃……更快能拿到手。A340确实这个产品相当相当的不错，所以我相信各位坐过的都知道。我们在内陆段选的飞机机型特别小，为什么呢，因为我们想飞很多目的地，就等于说呢您想去的地方我们基本上就想覆盖，那很多目的地呢客流量并还没有达到很大的量，那这样子呢用小的飞机呢第一呢特别的环保，又考虑到就是实际的客流量跟飞机的大小是特别的配合。

那今天呢我也就说到这，我想最后再……再说一下，我特别荣幸今天有这么一个机会跟……跟大家交流，我也特别高兴有这么一个机会介绍我们芬兰航空。我们做销售的人很少能这么长话短说，特别是我本人。我想最后祝各位在场的领导身体健康，万事如意。谢谢大家！

(2007年11月24日，芬兰航空公司南中国区总经理闵爱琪在2007广东国际旅游文化节“白云启航”专场推介会上的演讲，全文，根据录音材料整理)

## Text 2

It's particularly nice to be a part of it at this exciting time in China. Quite often people in similar teaching positions as myself will provide an interesting and fresh perspective on things. Possibly some things that long-term residents wouldn't notice. I've been asked to speak about my views on the continuing development of Nanhai, but being an English teacher, I feel at all unqualified to speak in any detail about the business or the finance aspect to this. Therefore, it would be more appropriate and beneficial for me to talk about the aspects of Nanhai, which has [have] either



impressed me, proving the current effectiveness or made me ask how can this be improved. Inevitably I will therefore primarily focus on the aspects of education, which stood out to me during my time here.

In the notes I was given to help me prepare today, I was asked to talk about my idea of what a five-star Nanhai should look like. I find this guide interesting because I don't feel I've ever come across a five-star city or district in the world. An area should be constantly listening and improving in on-going development. Every place has its good points, the things which make the place unique; and every place has its bad points, the things which require attention, be it crime, health care, transport, or, indeed education. Nan... Nanhai is no exception. Although I'm deeply interested in China, I've only lived here for 14 months and so being no expert on the country. Everything I say is still from the point of view of a foreigner, or be it one who lives and works here every day. Please bear this in mind when listening to my suggestions. //

Uh, whenever people talk about the future, the first thing I think over is education, teaching how to make, eh, avoid making the same mistakes for the next generation. No matter how far into the future you wish to look, the children and students of any area are the priority. They are the ones who are, even as we speak, in the classroom, studying hard to be in the position to continue the work that you are all doing here today. It is ultimately because of this that I feel Nanhai has the potential for a very bright and prosperous future ahead. The students that I teach every day seem to me to be the single greatest asset that China currently has. They are the ones who will be very soon steering the country through the obstacles in the years ahead. I often find myself comparing the attitudes of my Chinese students to that [those] of similar aged children in England. Your responsible, respectful and selfless children put a large number of English students to shame. I feel very lucky to be teaching your children and have a lot of sympathy for the teachers doing the same job in English schools. Eh, Western students have a lot to learn from the students, which I have the pleasure to teach every day here. //

I've often heard that there is no such thing as a bad student, only the bad teacher. Whether or not this is true is open to debate. However, even here in China, I feel that the schools themselves could be doing more to vary the education that their students receive. Of course with such fierce competition in schools to be the best, the core subjects must remain the priority. However, I constantly see that students do have the ability to think for themselves, and should be encouraged and given more chances to do this. Often I see particular students struggling hard to make their

thoughts heard. Eh, unfortunately, there is nobody to listen to them or for encouragement, especially concerning their futures.

Last year, my school allowed me to run drama classes for my youngest Grade One students. This enabled them to improve their English, but in an informal, creative and hopefully more stimulating environment. The classes were successful and the students found it a good way to just be themselves for a short time and not feel guilty about it. Unfortunately, there was [were] such a high number of students who wanted to attend, the classes became too crowded. I will suggest planning and organizing similar classes to other schools. English corners are fine but bringing into it something as engaging as drama classes is found more productive, I found. Students of any nationality need good honest advice, yet I see they are all too often forced to make important life decisions, especially concerning careers, based on a lack of knowledge, rather than being exposed to all their options, and guided through them, considering them carefully. Being young in China, as in any other country, is very scary. I feel better support for these students outside of school is necessary. Information centers, easily accessible advice and honest, unbiased guidance is [are] what the students are struggling to find. Whether that means setting up a young persons' advice group in local areas, or just insuring that teachers are fulfilling their obligations in this department, I'll leave you to decide. //

Working with a Chinese school is a valuable vantage point for which to see the everyday workings of the education infrastructure. And having many fellow teachers in various schools around Foshan and Guangzhou, it is impossible for me to ignore the differences and similarities between the schools and their management systems. Working in an experimental school, I've been alerted to a slightly different attitude toward teaching, better and worse than normal schools for a number of reasons. Sometimes it's hard to see experimental schools' establishments as anything other than businesses.

Aside from the much affronted displays of students' obedience and study, and occasionally it seems the students' academic and individual guidance is not always the schools' first priority. As of any business, the primary concern seems to be the make of money. Some schools need to be careful about this. My own idea has come purely from the desire to insure that all the available money goes toward the students' education. Their facilities and equipment and fair payment to the hardworking teachers are the places where this money is most deserved and most needed. //

Eh, when I was at high school in the south of England, I was able to receive

information about future opportunities and one-to-one guidance concerning possible career options from the school's variant careers library. Uh, the careers library building had endless resources available to every student who needed help when planning their life after they leave school. Internet access, books, careers offices, and reference materials were all stored, detailing work opportunities and listing qualifications required for hundreds of jobs. Even week-long work placement programs were set up between the schools and local businesses to provide all the students with valuable work experiences before they leave school. This type of facility is essential when it comes to helping students to plan their futures. By setting up a careers library in the schools, the high schools in Nanhai, you will insure the best advice possible for the most valuable people to the future development of the area. This is one instance where improving communication between the students and the school and in turn communications between the school and local businesses in the area is important.

And in leaving away from the topic of education, it is this idea of communication which I feel can be improved in nearly other aspects of everyday life here in Nanhai. //

When I first arrived in China, it was with the help of the excellent British Council organization who provided a group of us with help, support and general advice on living here in China. In order to prepare us for the onset of what they call culture shock, one of the things they tell foreigners such as myself, eh, concerns the lack of communication. At first I thought it was just us who experience this problem, the language barrier adding to the difficulties. However, having spoken to Chinese people in similar work, they too are affected by the lack of contact within their workplace. Everyone here is aware of the importance of advanced planning, but this is not always the case in everyday life. Informing someone at the last possible opportunity of something is not the best way to secure their help, or convince them that you are... you seriously care about whatever it is you are trying to help them with or use them for. Or if you want to be much more open to people's requests if they planned things in advance, and gave more than a day or a few days warning. In dealing with foreigners, I mean foreign businesses, this is especially important. You will find everything becomes a lot more efficient as a result.

Eh, the fact that I've been invited to talk about my opinions is a great honor and although I have decided to mention things which might be, can be improved upon, I must say that I chose to return here to live and to continue my work at school, mainly due to the friendly nature of the majority of people I have met and the fantastic

opportunity to help and encourage your students. As I said at the start, every place has good and bad points, things to be proud of and challenges to be improved upon. Eh, I've had an opportunity to learn a lot by living here. And I feel proud by welcoming you here and listening to my input. I've been able to offer my suggestions to help Nanhai in return. Thank you for the opportunity to speak today.

(Full text of the remarks by Joseph Briscoe, teacher of Nanhai Shimen Experimental School at 2007 Nanhai Forum for Enterprises and Development on September 21, 2007, as transcribed)

**Instructions:** Listen to the following two speeches and count backwards (e.g. from 1000, 999, 998... to 1) aloud at the same time. Reproduce the speeches in target language after each segment.

### Text 3

尊敬的女士们、先生们，朋友们：

大家好！非常荣幸参加“2006年广东国际旅游文化节暨泛珠三角旅游招商会”，并作为在广东省投资旅游服务业的代表，向在座的各位简要介绍广东省珠海市投资经营，在……我们在广东省珠海市投资经营海泉湾度假城的经验和体会。

众所周知，随着我国经济的快速发展，人民生活水平得到了很大的提高，旅游已成为人们的时尚，成为平民百姓生活中不可或缺的重要组成部分。据世界旅游组织预测，中国公民旅游在今后10年内，每年将以8%的速度递增，旅游收入将以15%的速度递增。香港中旅集团作为唯一以旅游为主业的国务院国资委直接管理的53家重点特大型企业之一，以做优做强做大旅游主业作为生产……生存发展的内在需要，突出旅游主业的整合与发展，加强旅游业的综合配套，走旅游产品供应商、服务商的发展道路，不断提升旅游主业的核心竞争力，取得了良好的经济效益和社会效益。港中旅集团从1985年开始，投资开发建设了深圳华侨城，建成了中国最……最好的、一流的文化主题公园群，从第一个锦绣中华到中国民俗文化村到深圳世界之窗，一个一个都取得了巨大的成功，形成了中国主题公园的热。那么我们在19……港中旅集团在1992年将下属的香港中旅国际投资有限公司在香港成功挂牌上市，这个已经……现在我们目前的资产已经比原来投资初期增长了12倍。//

那么我们旅游业呢，进入新的世纪以来，旅游产品、旅游的趋势发生了明显的变化。从国内的旅游业来看，80年代是单纯的观光型旅游，到了90年代已经进入了这个参与型、互动型的旅游的趋势。进入新的世纪以来，我们的旅游，随着国民经济的发展，随着人民生活水平的提高，现在的旅游已经向休闲度假的趋势发展。最近呢，这个前几个月国家旅游局的邵局长来到我们海泉湾，对[在]看了我们之后，给予了充分的肯定，而且呢也给寄予了厚望，提出了让我们珠海的海泉湾打造成中国第一个以旅游休闲度假为主的示范区，所以呢这给我们也给予了深深的一种激励。

那么现在的旅游呢，从向休闲度假发展，自驾游、自由行以及参与性的旅游项目，不断地这个丰富发展，从依赖地面旅行社的面对面服务，向网上在线旅游产业逐渐地过渡，这对旅游服务行业本身提出了新的更高的要求。值得鼓舞的是，在……广东省委省政府高度重视旅游业的发展，提出了进一步加快旅游业发展的相关扶持政策和措施，积极推动创新型广东和旅游经济国际化的建设与发展，为港中旅集团投资广东建设新型旅游项目提供了良好的机遇。

那么我们从2001年到2002年对珠海进行了考察，我们选定了在珠海的平沙建造一个温泉……大型的温泉度假城。那么从02年4月开始我们进行了建设，到今年的1月份，1月22号，海泉湾度假城正式地向……全面地开业。那么试营业仅仅十个月，我们现在的接待游客人数今年将突破300万人次，营业收入也将达到3.6亿元。明年我们预计啊将以30%的速度发展。那么我们第一期的海泉湾度假城占地……嗯……我们目前的海泉湾度假城占地5.1平方公里。一期开发了将近一个平方公里，我们主要开发了八个……八大主打项目，其中包括温泉中心，包括酒店，包括乐园，还有我们的渔人码头、剧场、体检中心、拓展训练营等等。那么这个也是目前我们国内综合性最强、特色最鲜明的这个度假城，综合性的度假城。那么我们的温泉中心呢以体现世界温泉文化、以打造主题文化为主题，这样呢，我们以综合配套的各种旅游资源作为我们度假城的卖点。那么这样适合各种年龄、各种层次的游客，这个引起他们的各方面的兴奋点。//

回顾海泉湾度假城五年来的建设与发展的历程，我们深深地体会到，有中央和广东省委省政府这个英明的战略决策，有珠海市各级政府和相关部门的大力支持和全力的配合，创造如此优良的投资环境，我们海泉湾的建设和发展一定可以达到更高的水平。那么作为我们投资者来说，最重要的要考虑三个问题，也就是按照我们英文缩写就是三个R。第一个就是return，第二个risk，第三个responsibility。我们作为一个投资者，首先要考虑我们的回报，同时要考虑风险，更重要的我们对社会和我们的股东、对我们的这个市民、对我们的

政府要负起一个社会的责任。所以我们港中旅集团在考虑投资的时候也是从这三个方面考虑。那么由于有广东省和珠海市的政府的大力支持，有优良的稀缺的资源，有优美的环境，这样使我们的投资呢越来越有信心。而且经过 10 个月的开业也证明了这一点。我们取得了丰厚的回报。按照旅游业 1 元的收入可以带来……拉动市……这个拉动相关经济的发展 7 元的这种比例，我们将每年为地方财……这个地方的经济带来几十个亿资产的这个、这个拉动的作用，带来几十个亿资金的回报。

所以展望未来，我们对广东省及珠海市的投资经营环境充满了信心，我们将加快海泉湾第二、三、第三期的……第二、三期建设的这个发展速度，预计我们到 2010 年投资总额将达到 50 个亿。我们还要进一步建设综合性的体育公园、高尔夫球场、温泉博物馆以及开发带有高尔夫这个因素的和温泉特色的这种温泉别墅和高尔夫别墅，这样会进一步增强海泉湾的综合配套能力，全面提升综合竞争力。我们有决心、有信心，在广东省和珠海市各级政府以及各个部门的一如既往的关怀和支持下，把海泉湾建设成为国内一级一流、世界先进的休闲度假城，共同推动广东的旅游事业迈上新的台阶，为广东的经济发展做出应有的贡献。欢迎大家来珠海海泉湾度假休闲，谢谢大家！

(2006 年 11 月 25 日，海泉湾度假城总裁王长乐在“2006 泛珠三角旅游投资推介会”上的演讲，全文，根据录音材料整理)

#### Text 4

Well, distinguished faculty, students, it is a pleasure to be on any university campus, but to be on the university site with so many students in such a large university is indeed a pleasure.

Today I wanted to briefly talk about the world as a whole and then come down and talk a little bit about China, and then a little bit about university and then a little bit about you as students and what you might expect going forward.

If you look at the world as a whole I think there are two major changes that have taken place in the last ten years and have influenced all of our futures. Err... The first is that practically every country in the world now is part of the world free economic system, part of the world free trade system as others say, easy interchange of goods and services between most countries. And this is a major change from where we were only a few years ago. Err... About half of the world's population has joined the free economic system in the last ten years, China is included, India, Russia, Eastern Europe, some of Latin America. So there has been a major change in the



world free economic structure, which means that if you are in any one country, you can deal with any other country, especially in goods and services and ideas which are knowledge-based. //

The other change that has taken place in the last ten years is associated with technology and the Internet. Today it's very easy to communicate between any two spots on the earth. It is very inexpensive to do so, such as you can transfer knowledge, transfer information and communicate anywhere in the world today for almost nothing. And if you take these two major changes together, what it means is, eh, there's great opportunity in the world as well as great competition. And the competition is what drives us and the opportunity is what drives us. And so every country has to accommodate this change. Every country has to accommodate in its economy this new competition and this new opportunity. So if you look at what countries can do, eh, they can really only do three things for their citizens to make them more competitive going forward. One of the things they can do is the reason you are here at this university. They can provide you good education, and generally standard of living goes directly with education level, so the higher the education level within the country, the greater the opportunity for standard of living, the greater the opportunity for economic competitiveness. So providing an education to the whole citizenry is very important. //

The second thing that any country can do is in fact to invest in research and development. Research and development creates ideas for the future. And ideas create new products, new services, new companies. So we need to invest in research and development and just as the standard of living of any country is directly related to the education level of the workforce, refine the standard of living and the economic competitiveness of any country is usually related to its investment in research and development. And obviously China has recognized both of these characteristics with a great emphasis on education in the last decade, and the more recent emphasis on increasing and expanding the research and development.

The third thing that any country can do is in fact to create an environment that allows smart people, well-educated people to come together with smart ideas, generated from research and development and create new products, new companies, new services, new economic growth. So the government, the central government of any country can focus on education, research and development in creating an environment to allow people to be successful and an environment that allows entrepreneurs to succeed. And increasingly we see this sort of entrepreneurial spirit here in China.





My company happens to be the largest high-tech venture capital investor in the world. And increasingly we see more and more high-tech venture capital investments made here in China. It used to be ten years ago those investments were predominantly made in the United States. Now only about 50% of those investments are made in the United States. About 50% are made here in Asia. So those are the three things that any country can do: education, research and development and setting the environment. //

By the way, companies are not much different than countries. If you look at our company, the three things that we focus on to be successful <are>: our hiring the best and brightest in the world, well-educated people, investing a large amount of money in research and development to create the next generation of products, and then providing an environment for our researchers to be successful, to bring their ideas into the market place. So company like Intel or any major successful multinational company today does exactly the same sort of thing that central governments do, trying to promote their competitiveness.

Now you might also then ask what should the individual do? If the world has changed and the world is much smaller today than it used to be, if there's much more competition for jobs, if countries are focusing on education, on research and development and the right environment or atmosphere, what should the individual do? And I have a few just comments for you as individuals going forward. Obviously the reason you are here is to get the best education that you possibly can achieve. And I always recommend to young students that you get the best education you can. That is the best foundation you can have. But once you do that, I think you should recognize that your education has a relatively short half-life. What you learn at the university may be out of date in a few years. So you have to convince yourself that you are going to continuously learn after you leave the university. And you have to continuously learn in your professional life as you go forward. So you never stop learning, you never have the opportunity to stop learning. You must continue to learn as you go forward. //

I've a few other pieces of advice for you as well. One of them is even during your education but perhaps more importantly as you start to work in your professional career, is never being afraid to ask the question why. If you're going to solve problems, if you're going to figure out how to be successful, how to create new things, you always have to ask the question why about five times. Quite often when you're approaching a problem, the first explanation of the problem you will receive from

other people is very shallow. It doesn't get to the root cause or the fundamentals of the problem. And you can't be afraid to ask why several times. And I tell all of our employees in Intel to always ask why, why, why. I also like to tell students when they are dealing with their professors to always ask their professors why as well. Don't accept things directly; if you don't understand them, don't be afraid to ask why several times because that's the only way you will totally fully understand the problem. You also obviously need to understand that the problems you will solve as you're going to the outside world, outside of universities are generally very complex problems. They are not simple problems like you're given a homework or assignments in class. For example, if you're in an integrated circuit business, such as we are in Intel, and you want to solve the problems associated with the next generation of technology, how you go from 65 nm to 45 nm to 30 nm to make these ever smaller transistors. There are usually two or three hundred variables involved in solving that problem. And it's a very complex experimentation to solve that problem. And you have to get used to these very very complex problems as opposed to very simple problems that have a definitive answer. And when you do this obviously you need to collect a large amount of data, and make data-based decisions. So getting used to complex problems and getting used to handling large amounts of data I think is very very critical as you go forward. //

I might point out that having read a little bit about your university and the foundation principles for your university, if I understand them correctly, that Sun Yat-sen in 1924 when he founded the university basically said "to study extensively", I think that means to get the best education you possibly can.

(I have to put my glasses on to read the rest of this. Excuse me.)

But "inquire accurately", this means to collect data and ask why several times. To "reflect carefully", make decisions on complex problems. "Discriminate clearly" or make clear decisions when you're moving forward. And then to "practice earnestly"—practice earnestly in my mind means that you have to continue to educate yourself as you go forward. So I think the five basic foundations of this university described in 1924, some 80 years ago, line up precisely with what I am trying to tell you today, which is to get the best possible education that you can, to continue to study, continue to learn, to ask why about things that you don't understand, to recognize that you have complex problems to solve, and that you need to expand an immense amount of data to achieve these results. //

There's one other issue that I would like to suggest which is very important



to you going forward. That's never to underestimate the value of a single idea. The single idea can have great value in the market place going forward. And I will use it as a very simple example the case of Microsoft, the largest software company in the world. And if you look at the challenges that Microsoft has had in the last ten or twenty years, there've been three major challenges to Microsoft. And they have each come from a single idea, from essentially a single person in the university environment. These challenges to Microsoft have not come from large corporations like IBM and other corporations investing large amounts of money. They've come from single ideas in universities. You can go back to Netscape which was really a university experimentation on the browser to the Internet. You can go to Yahoo, which was an idea created at Stanford University basically on how to access all of the companies <that> were associated with the Internet. Or you can go to Google, that search engine, which in fact was a single idea also created to try to analyze all of the information on the Internet. And the three major challenges that Microsoft has had have all come from ideas in the university environment, not from other companies. So please never underestimate the value of an idea created in the university environment; it can have great practical and commercial significance.

I do want to mention one other observation that I have made in my career at Intel. And that observation actually comes from a fortune cookie. As you know in California in Silicon Valley we have a large number of... of engineers from China, from other Asian countries and there are a lot of Chinese restaurants. And my favorite restaurant in Silicon Valley is called Cha Chu. And I was there about five years ago and after diner I opened my fortune cookie. And the fortune said very simply: The world will always accept talents with open arms. And talent is defined as people who can do things and people who know things. Talent is defined as people who have a good education. And the message in that fortune cookie is if you study at this university and you get the best education that you can, the world will accept you with open arms.

So let me conclude my prepared remarks with that comment: get the best education you can, never be afraid to ask why, and always deal with data when you are trying to make complex decisions. Thank you and I'll be happy to answer any questions that you might have.

(Full text of the remarks by Craig Barrett, Intel Corporate Chairman at Sun Yat-sen University in Guangzhou on October 30, 2006, as transcribed)