

第2章 口译技能

在上一章“口译概论”中我们谈到，口译译员需要娴熟地掌握口译技能，才能在精通双语、拥有广博知识的基础上提高口译的质量。为了高质量地完成口译工作，口译译员需要掌握一系列技能；其中，记忆、记录、数字转换三项尤为重要。本章将针对这三项技能的训练一一加以阐释。

记忆训练

口译译员需要具备良好的记忆力。良好的记忆力可以是天生的，也可以通过后天的训练加以增强。口译初学者都有过类似的体验：作为一个旁听者，可以很轻松地记住原文，并指出译员任何细微的遗漏之处；可一旦自己上场翻译就会发现，明明听得清清楚楚，传译时却突然卡壳，要么大脑一片空白，不知从何开始，要么丢三落四，翻译得支离破碎。不过随着记忆技能训练的加强和口译经验的不断积累，即时记忆力会大大改善。可见，记忆力是可以通过训练得到强化的。

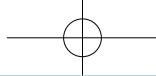
一般来说，记忆与理解有密切的联系，对原话理解得越透彻，就越容易记住；对原文一知半解，抓不住逻辑关系，企图强迫大脑记忆是很困难的。所以，要记住原文，就是要抓住两个要点：原文的中心思想，以及其中的逻辑关系。理解原文的中心思想，分析出阐述中心思想的逻辑结构，通过逻辑结构这个脉络协助记忆。也就是说，在听原文时，不要试图去记每句话，而是从分析原文逻辑结构的角度去记中心思想。一般来说，一段比较完整的讲话的逻辑结构可以分为开头、具体论述和结尾三个部分。开头一般引出中心思想，之后提出几点具体的内容去阐述中心思想，最后结尾总结。请见下面的几个例子：

例一

It is often assumed that the cultures of Canada and the United States are similar, and in fact they are.

Canada and the United States have a similar culture because they share a similar history. Both countries were settled by people from Europe who came to North America looking for a new life. Canadians and Americans both developed an individual-oriented culture because this was needed to survive in a huge, new land.

In addition, many of the early settlers in Canada came from America. In the early years of



Canada's history, American farmers came to Canada to settle on land that was very cheap. With them, they brought their way of thinking and their politics.

按照上述的技巧，这段话的两大要点是：（1）中心思想：Canadian and American cultures are similar.（2）逻辑关系：因果关系（即加拿大文化与美国文化相似的两大原因）。这段话的结构为：开头引出中心思想—分析原因加以阐述（举出两大原因）。

例二

In another sense, however, the history of Canada and the United States is quite different. The US became a country after a war of independence with its mother country, Britain. Canada never had to fight for independence from Britain. Instead, Canada quietly became a country nearly 100 years after the US did. This historical difference has caused some small, but important cultural differences between the two countries.

For example, Canada's founding document, the British North America Act, has as its goal "peace, order and good government," while America's founding document, the Declaration of Independence, has its goal "life, liberty and pursuit of happiness." This shows that Americans may have a stronger spirit of individualism than Canadians.

In some ways, Canadians are more conservative than Americans. In Canada, the sale of alcohol is controlled more tightly by the government. Guns are also strictly controlled by the government.

Canadian government programs are also a bit different from those of the United States. In Canada, health insurance is free. Naturally, programs like this are very expensive, which means that Canadians pay higher taxes. Once again, this shows that there is a stronger feeling for the group, and less for the individual.

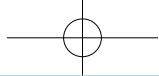
这段话的两大要点是：（1）中心思想：This historical difference has caused some small, but important cultural differences between the two countries.（2）逻辑关系：举例阐述中心思想。

这段话的结构为：开头以加拿大与美国两国不同的历史引出中心思想—举出三个例子进一步阐述中心思想（即建国宣言体现了美国人更强的个人主义，对酒精和枪支销售的控制说明加拿大人更加保守，两国不同的政府福利项目再次体现了加拿大人更注重集体）。

例三

The geographical location of a country and its physical characteristics are very important to its development and progress. The United States is very fortunate in this respect.

First of all, it has a good climate. In almost all sections of the country, it is possible to live comfortably during the whole year. It is true that in the south it sometimes gets very hot, and in the north very cold, but the people who live in these regions become accustomed to the climate and never suffer very much when the weather is either very hot or very cold.



In a large country, there is usually a great variety of different physical characteristics. In the United States, there are wide plains and high mountains, thousands of lakes and rivers of all sizes, cool forests and hot deserts, and a coastline several thousands miles long.

The many lakes and rivers, as well as the long coastline, have been of great importance to the development of the country, since they made possible the easy transportation of people and all the things people need.

这段话的两大要点是：(1) 中心思想：A country's geographical location and physical characteristics are important to its development and progress. (2) 逻辑关系：举例阐述中心思想。

这段话的结构为：开头引出中心思想——以美国为例，从三个方面说明美国的地理位置和地貌特征对其发展的优势（即气候、地貌的多样性及绵长的海岸线）。

上述三例中，通过分析逻辑结构去记忆中心思想，就可以抓住要点，减轻记忆负担。一般来说，在开头—阐述—总结三部曲的第二部分“阐述”时，比较常见的有以下几种方式：

一、以时间为线索

源语以时间为脉络展开叙述。

例一

要了解一个真实的中国，就有必要了解中国的昨天、今天和明天。昨天的中国，是一个古老并创造了灿烂文明的大国；今天的中国，是一个改革开放与和平崛起的大国；明天的中国，是一个热爱和平和充满希望的大国。

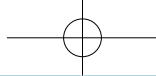
通过“昨天—今天—明天”，把整段话串起来，记起来就容易多了，本段话可以翻译为：

To understand the true China, it is necessary to get to know her yesterday, her today and her tomorrow.

China yesterday was a big ancient country that created a splendid civilization. China today is a country in reform and opening up, and a rising power committed to peace. China tomorrow will continue to be a major country that loves peace and has a great deal to look forward to.

例二

首先我将向朋友们简单介绍一下广交会的情况，然后我会带领大家进行参观，参观完后我们还会安排一个15分钟的录像节目，向大家全面介绍一下我们广东省近年来的对外经贸发展情况。大家看这个安排怎么样？



通过“首先—然后—参观完后”的时间顺序，把整个安排分成三项内容连接起来，本段话可以翻译为：

I will give you a short briefing about the Canton Fair, and then will take you around the Fair. After that, there will be a 15-minute video show on the recent development of trade and economy of Guangdong Province. Is this plan all right with you?

例三

At the last Ministerial Conference two years ago, you, distinguished ministers, recognized that negotiations were at an impasse. You instructed us to focus on some achievable parts of the wider agenda. It was an important decision. Work has been going on since then to deliver on this mandate. And since I took on the role of Director-General in September we have spent hundreds of hours, day and night, negotiating the package that is before you today. The process was open, inclusive and transparent. All voices have been heard.

本段的时间线索为：the last Ministerial Conference two years ago—since then—since I took on the role of Director-General in September—today，以时间为线索，清楚地叙述了世界贸易组织第九次部长级会议“巴厘一揽子协定”达成的过程，记忆的脉络也一清二楚。本段话可以翻译为：

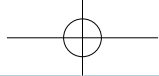
在两年前上一次部长级会议上，各位尊敬的部长们意识到谈判陷入了僵局，于是你们指导我们要聚焦谈判大议程中能谈成的部分，这是个重要的决定。自那以后我们一直在努力工作，以期实现这一目标。自我9月份担任总干事之后，我们日以继夜，经过几百小时的谈判，达成了今天摆在大家面前的一揽子协定。整个过程是公开、包容、透明的，也听取了各方的意见。

例四

I invite you to cast your minds back to the early months of 1914, exactly a century ago. Much of the world had enjoyed long years of peace, and giant leaps in scientific and technological innovation had led to path-breaking advances in living standards and communications. There were few barriers to trade, travel, or the movement of capital. The future was full of potential.

Yet, 1914 was the gateway to 30 years of disaster—marked by two world wars and the Great Depression. It was the year when everything started to go wrong. What happened? What happened was that the birth of the modern industrial society brought about massive dislocation. The world was rife with tension—rivalry between nations, upsetting the traditional balance of power, and inequality between the haves and have-nots, whether in the form of colonialism or the sunken prospects of the uneducated working classes.

By 1914, these imbalances had toppled over into outright conflict. In the years to follow, nationalist and ideological thinking led to an unprecedented denigration of human dignity.



Technology, instead of uplifting the human spirit, was deployed for destruction and terror. Early attempts at international cooperation, such as the League of Nations, fell flat. By the end of the Second World War, large parts of the world lay in ruins.

贯穿这段演讲的主线也是时间：从1914年之前的和平繁荣，到1914年这一历史转折点造成世界混乱的原因，再到1914年之后冲突的爆发以及第二次世界大战后的一片废墟。如果以时间为记忆的线索，辅以每个时间段发生的事情，记忆问题就迎刃而解了。本段话可以翻译为：

请把我们的思绪拉回到1914年初，整整100年前：那时世界享受了多年的和平，科技创新的巨大进步大大改善了生活水平和通信，贸易、旅游、资本的流动几乎没有障碍，未来充满了希望。

然而1914年却是一个转折点，之后的30年灾难重重：发生了两次世界大战、一次大萧条。在那一年，一切开始急转而下。那么到底发生了什么？事实是：现代工业社会的诞生造成了大规模的混乱，世界局势充满了紧张——国与国之间的竞争颠覆了传统的权利平衡；贫富差距不断加大，不管是表现为殖民主义，还是表现为没有受过教育的工人阶级希望的破灭。

到了1914年，这样的不平衡最终轰然倒下，演变成了彻彻底底的冲突。1914年后，民粹主义和意识形态的思潮使人类尊严遭受了史无前例的践踏，本应升华人类精神的科技却被用于破坏和恐怖行动；早期国际合作的努力，如国际联盟，也彻底失败。到第二次世界大战结束的时候，世界的大部分地区已成为一片废墟。

二、以地点为线索

源语以地点或空间方位为脉络展开叙述。

例一

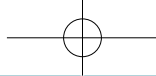
人民大会堂是各届人民代表大会和重要政治会议的召开地，由三个主要部分组成，第一部分是中央位置的大礼堂，有一万个座位；第二部分是北面的宴会厅，可容纳五千人参加宴会；第三部分是南面的接待厅，所有的接待厅都以中国的省、市、自治区的名字命名，并且按照各自的不同地方风格装饰。

按照中央—北面—南面，把人民大会堂的三个主要组成部分记住，可以将本段话翻译为：

The Great Hall of the People is where sessions of the National People's Congress and other important political meetings are held. The Hall is composed of three major sections, the Grand Auditorium, with a seating capacity of 10,000 in the center, the Banquet Hall seating 5,000 in the north, and the Reception Hall in the south. All reception rooms are named after China's provinces, municipalities and autonomous regions and decorated with a touch of local style.

例二

大家知道，在人类发展史上，曾经出现过西亚两河流域的巴比伦文明，北非尼罗河



流域的古埃及文明，地中海北岸的古希腊—罗马文明，南亚印度河流域的古文明，发源于黄河—长江流域的中华文明，等等。由于地震、洪水、瘟疫、灾荒，或异族入侵和内部动乱，这些古文明有的衰落了，有的消亡了，有的融入了其他文明。而中华文明，以其顽强的凝聚力和隽永的魅力，历经沧桑而完整地延续了下来。拥有五千年的文明史，这是我们中国人的骄傲。

本段可以按照地理方位来记忆：从西亚到北非，再到地中海、南亚和东亚，并联系相对应的五大文明，即巴比伦文明、古埃及文明、古希腊—罗马文明、中华文明。再通过分析消亡的原因，即天灾、人祸两方面，解释了其他文明的衰亡和中华文明的延续。这样通过空间的线索，就可以较完整地记忆本段，并将其翻译为：

As we all know in history of mankind there appeared the Mesopotamian civilization in West Asia, the ancient Egyptian civilization along the Nile in North Africa, the ancient Greek-Roman civilization along the northern bank of the Mediterranean, the ancient Indian civilization in the Indus River Valley in South Asia, and the Chinese civilization originating in the Yellow and Yangtze River Valleys. Owing to earthquake, flood, plague and famine, or to alien invasion or internal turmoil, some of these ancient civilizations withered away, some were destroyed and others became assimilated into other civilizations. Only the Chinese civilization, thanks to its strong cohesive power and inexhaustible appeal, has survived many vicissitudes intact. The 5,000-year-long civilization is the source of pride of every Chinese.

例三

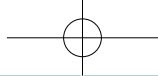
Welcome to Vancouver. Sometimes called Canada's gateway to the Pacific, Vancouver is linked by shipping services with Pacific ports of the United States, China, Japan, Australia and New Zealand. Through the Panama Canal, it is linked with Atlantic ports of Americas and Europe. Products of western Canada's farms, ranches, forests and industries are sent by rail to Vancouver and then by water to the ports of the world.

通过分析温哥华的地理位置，在记忆时勾画出它在地图上的空间概念，就可以把源语的主要内容概括为“温哥华在太平洋和大西洋两侧占据的重要位置以及因此对加拿大西部的重要性”。本段可以翻译为：

欢迎光临温哥华。温哥华有时被称为加拿大通往太平洋的门户，通过船运服务，温哥华和美国、中国、日本、澳大利亚和新西兰在太平洋沿岸的港口连为一体；而巴拿马运河则将它和美洲以及欧洲的大西洋沿岸的港口连接起来。加拿大西部的农产品、畜牧产品、木产品和工业产品通过铁路运到温哥华，再经水路运往世界各地的港口。

例四

Right here in Europe, we are making progress towards finalizing the Transatlantic Trade and Investment Partnership, which would link the world's largest market, the EU, with the



world's single largest economy, the United States, raising standards and creating jobs on both sides of the Atlantic. In the Asia-Pacific region, we are negotiating the Trans-Pacific Partnership, which will similarly encourage a race to the top, not the bottom, as it unifies 40% of the world's economy. Across Africa, we are investing heavily in both development and trade. Closer to home, we just completed a US-Canada-Mexico summit in Washington last week in preparation for our leaders who will focus on increased cooperation in our hemisphere, a North American effort for renewed entrepreneurship, renewable energy, and educational exchanges.

本段通过讲述美国的经贸政策在欧洲、亚太地区、非洲和本国所在地北美洲这四个不同地区的最新发展情况，描绘了美国全球经贸政策的重点。只要抓住了“欧洲、亚太地区、非洲和北美洲”这些空间方位上的线索，记忆就比较轻松了。本段话可以翻译为：

在欧洲，我们在跨大西洋贸易和投资伙伴关系的谈判上正不断取得进展，这将把全球最大市场的欧盟和作为世界最大经济体的美国紧密地联系在一起，提高大西洋两岸人民的生活水平，创造就业；在亚太地区，我们正在进行跨太平洋伙伴关系的谈判，这样的谈判同样也将鼓励择优竞争，而不是逐底竞争，因为亚太地区占了世界经济总量的40%；在非洲，我们在发展和贸易上进行了大量的投资；而在国内，我们上周在华盛顿刚刚结束了美国—加拿大—墨西哥峰会，我们的领导人将关注加强北美地区的合作，本次峰会为此奠定了基础，这也是北美地区为了鼓励在创业、可再生能源和教育上的交流而做的努力。

三、对比的逻辑关系

源语对事物进行对比分析。

例一

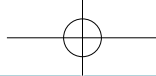
中美两国人民的友好合作对世界具有重大影响。美国是最发达的资本主义国家，中国是最大的发展中国家。美国拥有先进的科学技术和巨大的物质力量，而中国拥有最大的市场和发展需求，两国之间有很强的经济互补性。

通过对比分析中美两国各自的特点和优势，说明两国合作的重要性，因此记忆时就容易，本段话可以翻译为：

Friendship and cooperation between our two peoples are of great importance to the world. The United States is the most developed capitalist country and China the largest developing country. The United States possesses advanced science and technology as well as enormous material force, while China has a huge market and a great demand for development. The economies of the two countries are therefore highly complementary.

例二

产业结构调整要依靠改革，进退并举。进，要更加积极有为。优先发展生产性服务



业，推进服务业综合改革试点和示范建设。促进信息化与工业化深度融合，推动企业加快技术改造，增强传统产业竞争力。设立新兴产业创业创新平台，在新一代移动通信、先进制造、新能源、新材料等方面赶超先进国家，引领未来产业发展。退，要更加主动有序。坚持通过市场竞争实现优胜劣汰，鼓励企业兼并重组。对产能严重过剩行业，强化环保、能耗、技术等标准，清理各种优惠政策，消化一批存量，严控新上增量。

本段通过“进”和“退”两种政策的对比，阐述了中国产业结构调整的两个方向。再进而对采取的“进”和“退”的举措分别进行编号，记忆为三个“进”的举措和两个“退”的措施，这样整段的记忆就相对轻松多了。本段话可以翻译为：

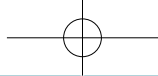
In making industrial restructuring, we will rely on reform and support growth in some sectors while curbing excess and outdated production capacity in others. We will support growth more vigorously. We will give high priority to developing production-oriented service industries and carry out pilot and demonstration projects to advance the comprehensive reform of the service industry. We will promote full integration of IT application with industrialization, encourage businesses to accelerate technological upgrading and make traditional industries more competitive. We will build a platform for supporting business startups and innovation in emerging industries. We will strive to catch up with and overtake advanced countries in areas of new-generation mobile communications, advanced manufacturing, new energy and new materials, and to guide the development of emerging industries. We will curb excess and outdated production capacity in a more proactive and orderly way. We will let market competition determine which businesses survive and encourage business acquisitions and reorganizations. In industries with serious overcapacity, we will strengthen environmental protection, energy consumption and technological standards, abolish preferential policies, absorb some excess production capacity and strictly control increases in production capacity.

例三

The nature of information technologies is shifting from analog to digital, wired and fixed to wireless and mobile, and from separate transmissions of voice, data, text and image to interactive multimedia. This world of advanced electronic networks will open up an entirely new domain of possibility and progress.

通过对比信息技术在三个方面的转变，说明新的信息技术对创新与发展的重要作用。只要记住信息技术现在和过去在三个方面的鲜明对比，就可以把本段话翻译为：

信息技术的本质正从模拟技术转变为数字技术，从有线电信和固定电信转变为无线电信和移动通信，从互为独立的声音、数据、文字和图像传播方式转变为交互式的多媒体方式。这个先进的电子网络世界将开辟一个创新与发展的新天地。



例四

This is my first time traveling to China, and I'm excited to see this majestic country. Here, in Shanghai, we see the growth that has caught the attention of the world—the soaring skyscrapers, the bustling streets and entrepreneurial activity. And just as I'm impressed by these signs of China's journey to the 21st century, I'm eager to see those ancient places that speak to us from China's distant past. Tomorrow and the next day I hope to have a chance when I'm in Beijing to see the majesty of the Forbidden City and the wonder of the Great Wall. Truly, this is a nation that encompasses both a rich history and a belief in the promise of the future.

演讲人把上海和北京进行对比，前者是现代中国的标志，后者则是古老中国的见证，两者的结合最为形象地代表了中国这样一个历史悠久、充满希望的国度。本段话可以翻译为：

这是我第一次来到中国，我非常兴奋能亲眼目睹这个伟大的国家。此时此刻在上海，我们看到了中国吸引全世界目光的飞速发展：高耸入云的摩天大楼、熙熙攘攘的大街、生机勃勃的创业活动，这些都标志着中国正大步迈向21世纪。我一方面为此所吸引，另一方面又十分期待参观代表了中国悠久历史的古迹。我希望明后天在访问北京时能有机会见识故宫的宏伟和长城的奇观。的确，中国真的是一个既拥有丰富历史，又对未来的发展充满信念的国家。

四、因果的逻辑关系

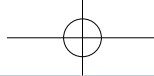
讲话人对造成某一现象的原因进行分析。

例一

我们国家外贸进出口增长速度出现下跌，是多种因素共同作用的结果，我想主要有几个原因：一是外部市场需求低迷，世界银行有一个数据预测全年经济增长预期，原来是2.4%，现在下调到2.2%。二是贸易摩擦频发且多样化，也导致了出口的下降。三是劳动力等出口成本提高，使我国的外贸面临了诸多的困难。截止到今年5月底，人民币的实际有效汇率较去年年底升值了5.6%。与此同时，国内劳动力成本持续增加，还有很多省市上调了最低工资标准。还有一个因素，外贸企业很多是中小企业，融资难，特别是6月份，全国很多地方出现了资金紧张的状况，很多外贸企业有了订单，但是融不到资，最后只好放弃订单。四是国内工业生产放缓抑制了对原材料进口的需求。

这段话的因果联系非常清楚，分析了中国外贸进出口增长速度下跌的四大原因，其中国际原因两个，国内原因两个，其中的第三个原因下面还可细分为三个因素。记住了这样的因果关系，就可以将本段话翻译为：

The decline of China's imports and exports growth is caused by a combination of factors as follows. First is the sluggish external demand. The World Bank has revised its projection for global economic growth this year downward from 2.4% to 2.2%. Second, trade friction is becoming more frequent and taking more forms, which has also led to a drop in exports. Third, labor cost and other export cost have increased, creating a lot of difficulties for China's foreign trade. By the end of May



this year, real exchange rate for RMB has appreciated by 5.6% over the end of last year, coupled by continuous rise in labor cost as many regions in China have increased minimum wages. Moreover, foreign trade businesses, particularly small and medium enterprises, have difficulties in financing, particularly in June when there was a credit crunch in many parts of China. Many foreign trade enterprises had to give up their orders due to financing problems. Fourth, slowdown in domestic industrial production has curbed demand for imports of raw materials. ┘

例二

中国经济结构的变化可能对我们的货币金融环境造成影响。由于劳动力市场发生了比较深刻的变化，剩余劳动力减少，劳动力成本提高，以及人口老龄化的出现，中国的储蓄率将会从高峰逐渐降低。储蓄率的降低必将影响整个经济系统的资金成本，资金成本将会上升，我们过去几年来经历的流动性充裕、资金泛滥、资产价格上行的压力等等一系列现象就会有一个逆转的过程，包括体现在对人民币的升值压力等等。所以说这个影响不仅仅体现在对实体经济的影响上，也体现在对金融货币条件的影响上。

┌ 本段的阐述总体上也是遵循了因果分析的逻辑关系，通过层层分析，理清了这样的因果关系：劳动力市场的变化（3大因素）→储蓄率降低→资金成本上升→金融货币条件受到影响。本段话可以翻译为：

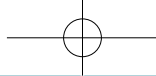
Changes in China's economic structure may have an impact on our monetary and financial environment. Due to the profound changes in the labor market, including a decline of surplus labor, an increase of labor cost and an aging population, China's saving rate will drop from the previous record high, which in turn is bound to affect the capital cost of the whole economic system, leading to its increase. What we had enjoyed over the previous years such as adequate liquidity, overabundance of capital and upward pressure on asset prices will experience a downturn, including the appreciation pressure on RMB. Therefore, the impact is not just on the real economy, but also on the financial and monetary conditions. ┘

例三

The following factors are usually named as causes of financial instabilities. First, unforeseen external shocks. Second, failure to implement adequate macroeconomic policy. Third, information asymmetry inherent in the market and lastly, structural element of financial institutions and supervisory authorities.

┌ 同样地，这段话中译员要记住的主要内容是：造成金融动荡的四大原因。本段话可以翻译为：

下列因素为通常所说的导致金融动荡的诱因：一是不可预见的外部冲击；二是未能实施恰当的宏观经济政策；三是金融市场固有的信息不对称；四是金融机构和监督部门的结构问题。 ┘



例四

I have always enjoyed speaking to young people, whether in America or China, because young people have such great energy and creativity and really represent the future of our great society. As China's next generation of leaders in business, in government, science, academia and the arts, you are all going to play a very vital role in China's future and in the direction of US-China relations for generations to come.

本段通过分析年轻人的特点，解释了为何演讲人喜欢和年轻人交谈的原因，因果关系非常清楚。本段话可以翻译为：

我一直喜欢和年轻人交谈，不管是在美国还是在中国，因为年轻人活力四射，充满创造力，代表了我们社会的未来。作为在商界、政界、科技、学术和艺术等各领域中国未来的领导人，你们将在决定中国的未来、决定今后几代美中关系的发展中扮演重要的角色。

五、叙事性描述

讲话人讲述一个故事，或描述一个情景。

例一

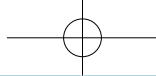
Over a hundred years ago, in 1898, the American consumer industry was just beginning. In a small town in North Carolina called New Bern, a pharmacy store owner Caleb Bradhma wanted to improve his business and make it a gathering place. In the summer, North Carolina is hot and humid. And Caleb thought that his neighbor would enjoy a new refreshment...a new drink...a soft drink. So he invented one. His creation, a unique mixture of kola nut extract, vanilla and rare oils, became so popular that his customers called it "Brad's Drink." He had a better name for it: Pepsi-cola.

对这类描述性的故事，译员只要记住故事的主要内容：时间、地点、人物、事由，就能重新叙述和翻译这个故事：

一百多年前的1898年，美国的消费品工业刚刚起步。在北卡罗来纳州一个叫新博恩的小镇上，有一位叫卡勒布·布拉德罕玛的药店主，他想让药店成为一个聚会场所，使生意更加红火。夏天的北卡罗来纳州非常闷热潮湿，卡勒布想他的邻居们肯定喜欢喝点新的凉爽的软饮料，于是他就发明了一种饮料，由可乐果提取物、香草和稀有油混合而成，结果大受欢迎，顾客们把它称为“布拉德的饮料”，而他给它取了个更好的名字，叫“百事可乐”。

例二

I'm also convinced we can help Americans return to the workforce faster by reforming unemployment insurance so that it's more effective in today's economy. But first, this Congress needs to restore the unemployment insurance you just let expire for 1.6 million people. Let



me tell you why. Misty DeMars is a mother of two young boys. She'd been steadily employed since she was a teenager. She put herself through college. She'd never collected unemployment benefits. In May, she and her husband used their life savings to buy their first home. A week later, budget cuts claimed the job she loved. Last month, when their unemployment insurance was cut off, she sat down and wrote me a letter—the kind I get every day. “We are in the face of the unemployment crisis,” she wrote. “I am not dependent on the government. Our country depends on people like us who build careers, contribute to society, care about our neighbors. I am confident that in time I will find a job. I will pay my taxes, and we will raise our children in their own home in the community we love. Please give us this chance.”

这段话是美国总统奥巴马在国会发表国情咨文演讲时讲述的一个故事，用来强调国会改革失业保险的紧迫性。本段落中，人物：两个孩子的母亲密斯蒂·迪马尔斯；时间：5月份以及之后的一周再到上个月；情节：一向自食其力的密斯蒂遭遇失业，失业保险也被中断，于是写信给总统；故事要表达的意义：国会必须重启失业保险。通过这些主要内容，译员可以比较轻松地记忆并翻译如下：

我也相信，通过改革失业保险，加强其在当下经济中的实效性，人们能更快地回到工作岗位上。但首先，国会要重新启动失业保险，现在已经有160万美国人失去了这项保障。请让我来告诉你们为什么必须这么做。密斯蒂·迪马尔斯是一位有着两个年幼儿子的母亲。她从十几岁便开始工作，工作一直很稳定。她自己支付了大学的学费，从未领过失业保险。去年5月，她和丈夫用所有积蓄购置了他们的第一套房子。一周后，由于预算削减，她丢了饭碗。上个月，这对夫妻的失业保险被中断，密斯蒂给我写了一封信——我每天都会收到这类信件。“我们正面临失业危机，”在信中她这样说道。“我并不依赖政府。我们自食其力，为社会贡献自己的力量，关爱邻居。美国需要我们这样的人。我有信心自己一定能很快找到工作的。我会纳税，我们会在自己热爱的社区里，在自己的家中将孩子抚养长大。请给我们这个机会。”

例三

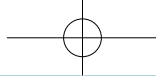
这道菜叫“叫花鸡”。传说当年有个叫花子，偷来一只鸡，因为穷，没有锅，他就用荷花叶子把鸡包起来，再在外面涂上一层泥巴，然后放在火上烤。用这种方法做出来的鸡又嫩味道又好。

这段话是一个传说，所以也只需记住故事的主要情节，本段话可以翻译为：

This dish is called “beggar’s chicken.” It is said that long time ago, there was a beggar. One day he stole a chicken. But he was so poor that he had no pot to cook the chicken, so he used a lotus leaf to first wrap the chicken and then covered it up with some clay and put it on the fire to bake it. Cooked in this way, the chicken was very tender and had a unique flavor.

例四

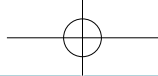
大家都知道，有所谓“两只手”，看不见的是市场的手，看得见的手是政府的手。



社会上有人说，政府“看得见的手”变成了“闲不住的手”，干什么事都要去报批。有一位部长告诉我，说他接到一封投诉信，一个在北京读书的大学生，毕业以后回家，到中部地区的一个小县城，他想自主创业。干什么呢？他觉得这个县城里面要增加点文化氛围，就想办一个书店，从父母和亲属那里借了两万多元，结果跑了三四个月，盖了几十个公章，总算跑下来。好不容易租了店铺，然后就开始被检查了。有的执法人员进去看，说你这个店玻璃颜色不对，照到街面上光污染，你得改。要办书店的年轻人说我已经没钱了，执法人员说没钱也行，给书吧，就摸了几十本书走了。那他书里是不是有什么“打黄扫非”方面的问题呀？没有。实际上，人家办的是一个社科书店，主要是教材，还真没这方面问题。到最后，这个大学生实在是经不起检查，只好“关门大吉”。我说经不起检查，不是书经不起检查，而是经不起各种人员的反复检查。他一气之下给部长写了封投诉信，部里派人下去查，还果真如此。大家想想看，我们在尽力为各地城镇新增就业、创业创造条件，而各种审批、检查显然把人民群众这种创业的热情给抑制了。所以我们下决心减少行政审批。

上述这段话是李克强总理应邀在中国工会第十六次全国代表大会上作经济形势报告时所讲的一个小故事。因为故事情节比较生动，因此记忆时只要关注故事的几大要素：人物（大学毕业生）、时间（大学毕业后）、地点（中部地区的小县城）、发生了什么事（开书店创业，屡遭检查），结果如何（经不起检查，关了书店），故事说明了什么（政府“闲不住的手”造成过多的行政审批，扼杀了人们的创业热情）。有了这些要素，译员并不需要进行详细的记录，本段话可以翻译为：

As you know, there are the so-called “two hands”—the invisible hand is the market and the visible one is the government. Some people say that the government’s “visible hand” has become a “restless hand,” because all business has to be approved. One minister told me that he once got a complaint letter, saying that a young man, after he graduated from a university in Beijing and returned home, wanted to start his own business in a county town in central China. Considering the various proposals, he chose to open a bookstore in a bid to improve the cultural atmosphere of the county. After borrowing more than 20,000 *yuan* from his parents and relatives, he spent three or four months getting dozens of papers stamped with official seals, which was necessary to get the license. Not long after he rented a place, inspectors came. A batch of law enforcement officers went in, and said the shop’s window glass was the wrong color, as the reflection would cause “light pollution” in the street, and told him to fix it. The young man replied, saying he was out of money. The law enforcement officers then offered to take books instead of money, and went away with dozens of books. Did the books contain any adult or illegal content? No. In fact, his was a social science bookstore. Most of his stock was textbooks and he had no problems in this area. Eventually, the graduate could not afford the inspections and chose to close down the store. In my opinion, it was not that his books could not pass the inspections, but that he could not afford to have the inspectors come so frequently. Feeling aggrieved, he wrote a complaint letter, and the ministry sent people to investigate the matter and found that his complaints were true. Think about it. While we are doing our best to create



new jobs and facilitate entrepreneurship, numerous approval procedures and inspections are destroying people's enthusiasm for starting their own business. This is why we are determined to simplify administrative approval processes. ┘

综上所述，记忆一段话，就是找出原话中的上下逻辑关系，归纳讲话的中心思想，从而使一段讲话在译员脑中有框架、有内容。为了训练本书学习者的记忆力，在后面的每个章节中，都设置了专项练习。

口译记录

俗话说，“好记性不如烂笔头（The worst pen is better than the best memory）”。人的记忆力再好，在有些场合还是需要笔记来协助记忆。例如讲话人一时兴起，连续说了五六分钟也不停顿，或者是引用了一长串的数字、人名、地名等。对这种机械性记忆的内容，完全可以通过记录来解决问题。

Let's look at the problems faced by almost all foreign companies in China. Some of the problems are:

1. The protections enjoyed by state-owned enterprises often result in an uneven playing field that can limit the benefits of foreign investment.
2. The lack of a stable and structural legal framework is a concern. China's moves toward rule of law are applauded by all of us.
3. Although the Chinese government has made much progress in both legal structure and environment, intellectual property rights are still at some risk.
4. Constantly changing tax regulations and the general high cost of doing business are formidable obstacle.
5. And many recent studies have shown that the number one problem for foreign-funded enterprises is attracting and retaining good local employees.

外企：（中）问题

1. SOE 保护

2. 法制

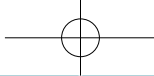
3. IPR

4. Tax + Biz cost

5. 人才

这段话的结构很清楚，讲的是外企在中国遇到的五大问题，但要记住这五个具体问题却没有那么简单，这时，记录就可以大派用场了。用口译记录的格式，可以把这段话记录为右侧的形式。

通过简单的记录，可以大大减轻译员的记忆负担，触发译员的记忆，帮助译员回想起整段讲话。因此，口译记录是译员辅助记忆的好帮手，学会正确的记录方式是译员必须掌握的一项技能。



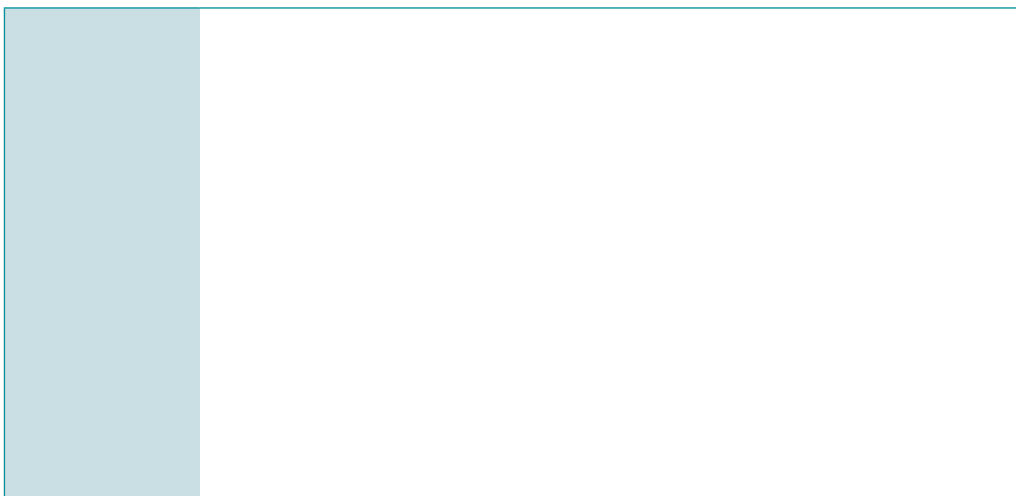
一、口译记录的格式

口译记录常用的笔记本为A6型上下翻的硬面活页记事本，应避免使用散页纸，或左右翻的软面练习本。

记录时一般采用以下格式：

1. 左边预留空隙

在记录纸的左边画一条竖线，留出2厘米左右的空格，用来记录贯穿上下文的逻辑词，以便清楚地显示讲话的逻辑关系；遇到没有听清或没理解的句子或词，也可在左边的空格内打一个问号，以便在翻译前请教发言人。格式如下图所示：



2. 错行记录

每记一层意思，或一个独立的意群，就要另外起行，切忌密密麻麻把一个句子甚至几个句子写在一行。

初学者受平时课堂笔记的影响，习惯于在一行上从左到右连续地往下记录。在口译记录中，笔记必须简洁醒目，字体大而稀疏，遇到一个完整的意群结束，就可以另外起行。

例如：

The annual meeting of World Economic Forum chose “Building the Network Society” as its main theme.

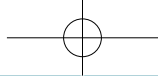
这段话记录时不是记录在一行，而是把 the annual meeting of World Economic Forum, Building the Network Society, main theme 作为三个独立的意群，错行记录，如下：

年◎ / 世 eco.

网 Ⓝ

theme

错行记录的好处是重点信息突出，便于回看。



3. 横线分隔段意

为了保证讲话的内容完整，层次清晰，译员在记录时应边听边分析，把包含的不同层次的意思用横线分隔开，便于翻译时分辨。如：

中国改革开放的30年，也是中英关系持续快速发展的30年。1978年，中英双边贸易额不足10亿美元，去年已跃升至394亿美元，是30年前的近40倍。改革开放之初，两国互留学生人数不足百人，现已有近10万名中国学生在英深造，1千多名英国学生在华学习。

这段话有三层意思，记录时，可以用横线分隔为：

	中 改、开 30y = 中/UK ↑ 30y
	1978 bi- 贸 <10 亿 US\$.y ↑ 394 亿 40 倍
now	改、开初 ↑ ↓ 学° : < 百 10 万中° 1K 英°

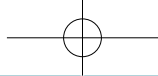
4. 垂直罗列

如果发言人罗列一系列平行的概念，应把这些平行的概念垂直记录，看上去一目了然。例如：“中国在人口、就业、贫困、资源、能源、环保等方面面临着巨大压力”，可以记录为：












中	
	人
	W
	贫
	资
	能
	环
	压

二、口译笔记常用符号

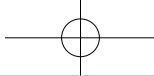
为了节约时间，译员常常使用一些形象生动的符号或缩写，表达特定的词组。口译工作中经常使用的一些符号有：



1. 图像与符号

内容	记录符号	解释
高兴/荣幸		这是一张笑脸，所以表示“高兴”（glad, happy）或“荣幸”（pleasure, honor）。
悲伤/遗憾		哭丧的脸自然是“悲伤”（sad, grieved）或“遗憾”（feel sorry, regret），或是“关切”（concern）。
惊讶		从笑脸、哭脸可以引申出其他表情，例如张大了嘴巴，表示“惊讶”（surprised, shocked）。
听说/众所周知		这张图代表了头上长的耳朵，用来表示“听说”、“据说”，或是“众所周知”（It is said that, as we all know）。
视觉/注意		眼睛可以用来表示“看到”或“视觉”（sight, visual）、“注意”（attention, note）。
力量/能力/农业		这个符号看上去像是汉字“力”，所以经常用来表示“力量”（force）或“能力”（ability）。另外，口译工作者也常用这个符号来代表“农业”（agriculture），因为务农是个力气活。
工业/产业		这个符号代表一支冒烟的烟囱，同时又很像英语 industry 中的第一个字母“I”，所以用来表示“工业”或“产业”（industry）。
渔业/鱼		这个符号看上去像条鱼，所以用来表示“鱼”（fish）、“渔夫”（fisherman）、“钓鱼”（go fishing）或“渔业”（fishery）。
通货膨胀/物价上涨		上升的气球，可以用来表示“物价上涨”（price hikes）、“通货膨胀”（inflation）。
世界的/国际的/全球的		圆圈代表地球，一根横线穿越地球，就是“全球的”、“世界的”、“国际的”（international, global, worldwide）。
会议/讨论		这个符号像是圆桌，我们常说圆桌会议，所以⊙就用来表示“会议”（meeting 或 conference）、“讨论”（discussion）以及“研讨会”（seminar 或 symposium, workshop）。

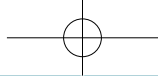
（待续）



(接上表)

内容	记录符号	解释
接触/联系	○○	两个圆圈连在一起, 表示“接触”(contact)或“联系”(keep in touch)。
合作/团结	⊖	一个圆圈套住另一个圆圈则表示“合作”(cooperation, collaboration)与“团结”(solidarity)。
国家/区域	□	这个符号有点像中文的“国”, 因此经常用来表示“国家”(country, state, nation)。
国家之间	□/□	既然□代表国家, 那么两个□便是两个国家。中间用符号/隔开, 就表示“两国之间”(between the two countries)。
人	。	这个符号看上去像个小人头, 因此经常用来表示“人”(person)或“人民”(people)。
中国人(民)	中°	“中”代表“中国”, 加上个小人头, 便是“中国人”(Chinese)或“中国人民”(the Chinese people)。
社会(的)	ſ	ſ是英文字母s的手写体大写, 用来代表“社会”(society)或“社会的”(social)。
协议/合同	V	英文大写字母V像个杯子, 人们签订协议时往往会举杯祝贺, 所以V表示“协议”(agreement)、“合同”(contract)或“条约”(treaty), 当然也表示“祝酒”(propose a toast)。
双边协议	∨ ²	既然V代表协议, 那么在V中加个数字2, 就代表了“双边协议”(bilateral agreement), 加一个m, 就代表“多边协议”(multilateral agreement)。
上面	^	这个符号表示over或above, 经常与别的意义结合起来使用, 也可以把意义单独引申为“高高在上”(stand high above the masses)或“优越”(superior)。
领导人	∧°	前面讲过°表示“人”, 那么°与^结合起来构成∧°, 就是“领导人——在你上面的人”(leader)。

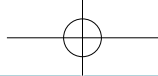
(待续)



(接上表)

内容	记录符号	解释
下面	∨	这个符号显然表示under或beneath, 经常与别的意义结合起来使用, 也同样有引申意义“自卑”(feel oneself inferior)。
下属	∨ ^o	∨与 ^o 在一起构成∨ ^o , 用来表示“下属”(subordinate)。
椅子/主持	ㄣ	这个符号的形状像个椅子, 所以经常用来代表“椅子”(chair), 而英文chair也可以用做动词, 意思是“主持”, 因此ㄣ也用来表示“主持会议”(chair a meeting或preside over a meeting)。
主席	ㄣ ^o	既然ㄣ表示“主持会议”, 那么坐在这把椅子上的人ㄣ ^o 就是“主席”(chairperson, president)了。
红十字会/护士	⊕	这符号本身就是“红十字会”(the Red Cross)的标记, 但在口译记录中可以借用来表示“护士”(nurse)或“医院”(hospital)。
核/核扩散	ㄩ	这个不断往外扩散的符号可以代表扩散、辐射, 进而表示“核”(nuclear)、“核扩散”(nuclear proliferation)。
结束	#	这个符号尤其用在讲话结束的时候, 可以代表许多意思, 例如“谢谢”(Thank you), “谢谢光临”(Thanks for coming)等。
位于	@	这个符号对我们来说非常熟悉, 电子邮件信箱里总要有它, 等于英文at, 所以可用来表示“位于”(located, situated)。
坚持/决心	≡	一下子划了三个横道, 表明决心有多大, 所以≡表示“坚持”(persist, persevere)或“决心”(determination)。
优秀/杰出	☆	五角星表示“优秀”(excellent)或“杰出”(outstanding)。
杰出人物	☆ ^o	五角星边上加个小人头就代表“杰出人物”(elite, prominent figures)。
和/与	&	英文符号&本来就是“和”(and)的意思。

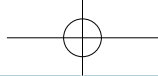
(待续)



(接上表)

内容	记录符号	解释
代表	△	这个三角符号在口译记录中表示“代表”(representative, on behalf of)。
删除		我们在修改文章的时候经常用这个符号来表示“删除”(delete)。
替换	S	这个符号可用来表示“替换”(substitute A with B, substitute B for A)。
过去	┘	这个符号经常用在动词的后面,表示动作已经发生,是“过去时态”(past tense)。
将来	└	这个符号经常用在动词的前面,表示动作尚未发生,是“将来时态”(future tense)。
政府	γ	希腊字母 γ,念成gamma,听上去像是英文的government,所以经常用来表示“政府”(government)或“政府的”(governmental)。
政治/政策	π	π读成[pai],代表“政治”(politics)、“政策”(policy),甚至“决策人”(policy-maker)。
优于	>	这个符号在数学里是“大于”,所以借用来表示“优于”(be superior to),或者比较级中的“比……更(多)……”(more than)。
次于	<	与上面的符号相反,<是“小于”,所以用来表示“次于”(be inferior to),或者比较级中的“比……更(少)……”(less than)。
冲突/针锋相对	><	这个符号可以用来表示“冲突”(conflict或confrontation),也可表示“针锋相对”(tit for tat)或“以牙还牙”(eye for eye)的意思。
波折/波浪	<<	这个符号的形状像波浪,所以经常用来表示“波浪”(waves或ripples)或生活中的“波折”(twists and turns)或“挫折”(setbacks或frustrations)。
分歧/不同点	⊥	这个符号经常用来表示“意见分歧”(disagreement)或“不同点”(difference)。

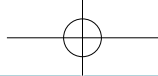
(待续)



(接上表)

内容	记录符号	解释
此外/正确/好	+	符号+表示“正确”(correct)或“好”(good)。它还表示“增加”(add)或“除此以外”(besides, furthermore, what's more)的意思。
更好/更强	++	两个+则表示“更好”(better)或“更强”(stronger)。
弱/差/否定	-	符号-表示“差”(bad)或“弱”(weak),但是它还经常与别的符号放在一起构成相反的意思,例如U代表“协议”,如果在U上面加上横道-,变成⊖,则表示“没有达成协议”(not reach an agreement)或“违反协议”(violate the agreement)。
更弱/更差	--	与两个+一样,两个-也包含“更”的意思:worse或weaker。
错误/坏了	×	符号×表示“错误”(wrong)或“坏了”、机器坏了(break down)、食物腐坏(spoiled)。
肯定/赞成	✓	这个符号用来表示“肯定”或“赞成”(agree或approve of)。
等于/意味着	=	这个符号除了表示“等于”(equal)以外,还表示“意味着”(mean)。
不等于/不意味着	≠	等号=打上个叉,变成≠,就是“不等于”(unequal)或“不是这个意思”(not to mean)。
来自/原因	←	箭头方向往左表示“来自”(come from)或“进口自”(import from),也表示“来源”(source)或“原因”(cause)。
发送/导致	→	箭头方向往右,可表示“到某个方向去”(in the direction of)或“发送”(send),“出口到某个地方去”(export to)以及“导致某个结果”(lead to)。
上升/增加/发展	↑	箭头向上显然表示“上升”(rise)和增加(increase),也可以表示“发展”(develop)和“改善”(improve)。

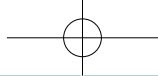
(待续)



(接上表)

内容	记录符号	解释
下降/减少/退步	↓	箭头向下无疑表示“下降”(fall)和“减少”(decrease, diminish),也表示“退步”(retreat)和“衰退”(decline, recession)。
双向/交流	↑ ↓	箭头一上一下,表示“双向”(two-way)或“交流”(exchange)的意思。
上一个台阶/贯穿	↗	拐弯的箭头表示“上一个台阶或档次”(upgrade),也用来表示“贯穿某个阶段或空间”(through, throughout)。
因为	∴	这本来就是数学符号,表示“因为”(because)。
所以	∴	这本身也是数学符号,表示“所以”(so, that's why)。
包括/在内	[]	方括号表示“包括”(include)或“在……内”(within)。
但是	∥	这个符号本来用来起隔开作用,口译中借用来表示“但是”(but, however, nevertheless)。
非常/惊讶/关键	!	惊叹号自然表示“惊讶”(surprised, exclaim)或“非常”(very, extremely),但在口译记录中也用来表示“关键”(key, vital)。
一方面	•/	一撇的左边加一点,表示“一方面”(on the one hand)。
另一方面	/•	一撇的右边加一点,表示“另一方面”(on the other hand)。
双方/关系	•/•	一撇的两边各加一点,表示“双方”(both sides)或两者之间的“关系”(relationship)。
疑问/问题	?	问号当然用来表示“疑问”(doubts)或“问题”(question, problem)。
某某人说/陈述	:	冒号用来表示“说话”(say, tell)或“陈述已经说过的话”(statement)。
昨天	.d	d代表day,左边加一点,则是“昨天”(yesterday)。

(待续)



(接上表)

内容	记录符号	解释
前天	..d	d的左边加两点表示“前天”(the day before yesterday)。
明天	d.	d的右边加一点表示“明天”(tomorrow)。
后天	d..	d的右边加两点表示“后天”(the day after tomorrow)。
上周	.w	w代表week, 左边加一点, 则是“上周”(last week)。
下周	w.	w的右边加一点表示“下周”(next week)。
去年	.y	y代表year, 左边加一点, 则是“去年”(last year)。
明年	y.	y的右边加一点表示“明年”(next year)。

2. 常用略语

英语本身就有大量略语可以供口译记录时使用, 例如“especially”简写为“esp.”, “for example”的缩写为“e.g.”。另外, 口译者也可以自己创造出一些略语, 以方便口译记录。常用缩写可以分为以下几类:

常用国际组织或区域组织的缩写

UN	United Nations	联合国
EU	European Union	欧盟
ASEAN	Association of Southeast Asian Nations	东南亚国家联盟
WTO	World Trade Organization	世界贸易组织
WHO	World Health Organization	世界卫生组织
WB	World Bank	世界银行
IMF	International Monetary Fund	国际货币基金组织
OECD	Organization of Economic Cooperation and Development	经济合作和发展组织
APEC	Asia Pacific Economic Cooperation	亚太经济合作组织

首字母组合代表某些常用术语

IPR	Intellectual Property Rights	知识产权
SME	small-and-medium-sized enterprises	中小型企业
SOE	state-owned enterprises	国有企业
FDI	foreign direct investment	外商直接投资
R&D	research and development	研发

去元音，留下辅音字母来记录英文单词

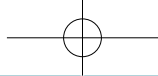
pkg	package	包装
PLS	please	请
qr.	quarter	四分之一
qt.	quantity	量
rcpt	receipt	发票
STD	standard	标准

3. 拼写较长的英语单词的记录

英语中有些单词的拼写较长，如果完整地拼写下来，显然费时费力。可以把这类带有常用后缀的单词分为两部分，即词首和后缀。词首删去元音，留下主要辅音字母以提示发音，或者采用符号甚或中文记录；后缀部分则采用固定记录法，记录在词首的右上角。如下图所示。

单词	词首	词首记录为	后缀	后缀缩写为	记录方式
optimism	optim	opt	ism	m	opt ^m
capitalism	capital	cap			cap ^m
socialism	social	ʃ			ʃ ^m
developing	develop	发	ing	g	发 ^g
developed	develop	发	ed	d	发 ^d
available	avail	av	able	bl	av ^{bl}
demonstration	demons	dms	tion	n	dms ⁿ

(待续)



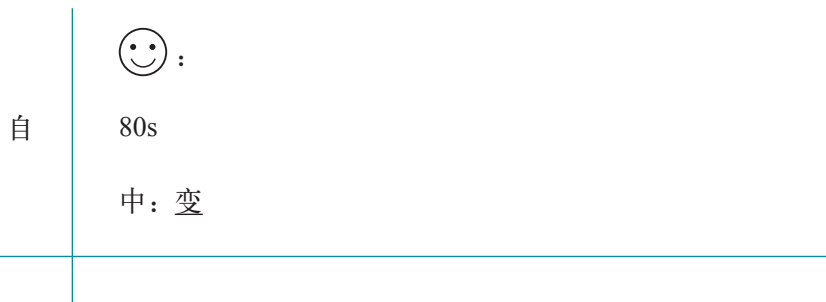
(接上表)

单词	词首	词首记录为	后缀	后缀缩写为	记录方式
invitation	invite	ivt	tion	n	ivt ⁿ
globalization	global	⊖	tion	n	⊖ ⁿ
commitment	commit	cmt	ment	t	cmt ^t

三、实例解析

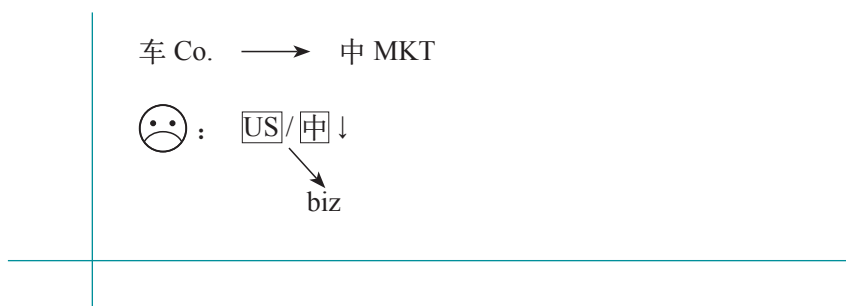
按照刚才介绍的口译记录格式，并利用上述符号和缩写，我们通过实例来练习口译记录。

例1 我们欣喜地看到自20世纪80年代以来，中国大地发生了翻天覆地的变化。



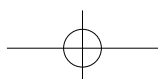
译文：We are very happy to see that since the 1980s, great changes have taken place in China.

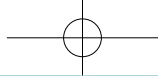
例2 汽车公司都瞄准了中国市场，极为担心美中关系的恶化会损害他们的生意。



译文：Car companies have targeted the Chinese market, and are very worried that deteriorating US-China relations will affect their business.

例3 I will address two concerns the United States has—the need to ensure the free flow of goods, and the need for increased and sustained protection for intellectual property.





I: 2 ☹️/US:
 free goods
 ↑ IPR

译文：我将谈一下美国的两点担忧：一是要保证货物的自由流动，二是要加强对知识产权的保护。

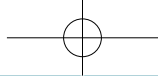
例4 I am very pleased to attend today's luncheon and meet with old and new friends. I would like to thank US-China Business Council for your kind invitation and gracious hospitality.

☺️ : → lunch
 meet new } 友°
 old }
 TKS → Council { invtⁿ
 hosp.

译文：我非常高兴出席今天的午餐会，与新老朋友相聚一堂，我要感谢美中商会的盛情邀请和热情款待。

例5 随着经济全球化和区域一体化的深入发展，国与国之间的联系日益紧密，相互依存不断加深。求和平、谋发展、促合作已经成为不可阻挡的时代潮流。

With
 eco. ⊖ n
 区ⁿ
 □ / □: close
 inter ↑
 seek 和
 发 阻 trend
 ⊕



译文：With deepening economic globalization and regional integration, countries are becoming increasingly interdependent and more closely interlinked. To pursue peace, development and cooperation constitutes an irresistible trend of the times.

例6 哈佛建校360年来，培养出许多杰出的政治家、科学家、文学家 and 企业家，曾出过6位美国总统、30多位诺贝尔奖获得者。

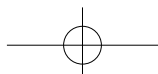
自	哈	360y		
		☆	π°	
			科°	
			文°	6 US 总°
			biz°	30 诺°

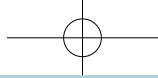
译文：Since its founding some 360 years ago, Harvard has nurtured a great number of outstanding statesmen, scientists, writers and businessmen, including six American presidents and over thirty Nobel Prize winners.

例7 Globalization will continue. It is a fact on the ground. As policymakers, economists, statisticians, political theorists, researchers, academics, and citizens—it is absolutely critical that accurately we measure the positive and negative impacts of globalization.

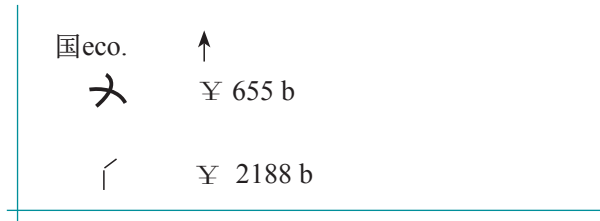
	\ominus^n	:	→	
			fact	
As	π°			
	eco°			
	统°			
	理°			
	R°			
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译文：全球化将持续，这是一个铁定的事实。无论是作为政策制定者、经济学家、统计学家、政治理论家、研究人员、学者还是公民，我们准确地衡量全球化的正面和负面影响是至关重要的。





例8 国民经济持续增长，农业总产值达到了6,550亿元，工业总产值达到了21,880亿元。



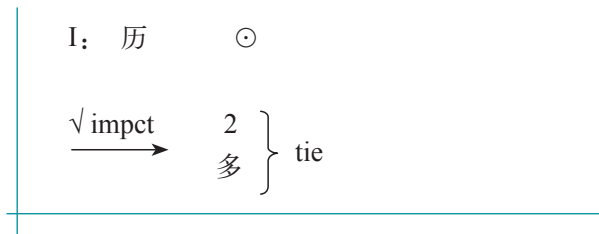
译文：The national economy kept growing. The total agricultural output value amounted to 655 billion *yuan* and the total industrial output value came to 2,188 billion *yuan*.

例9 The economy of India is as diverse as it is large, with a number of major sectors including manufacturing industries, agriculture, textiles and handicrafts, and services. Agriculture is a major component of the Indian economy, as over 66% of the Indian population earns its livelihood from this area.

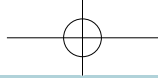


译文：印度经济庞大且多元化，主要包括制造业、农业、纺织和手工业、服务业。农业是印度经济的重要组成部分，超过66%的印度人口依靠农业为生。

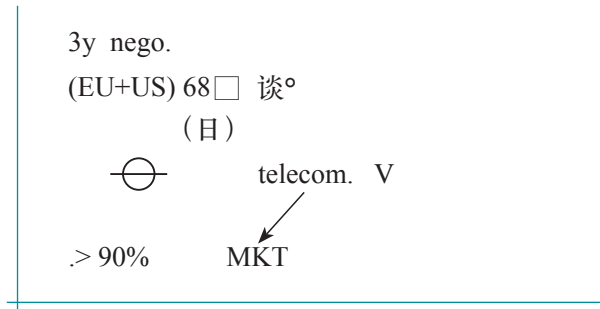
例10 我深信这将是一次具有历史意义的大会，将对我们的双边和多边关系产生积极的影响。



译文：I believe this is a historical meeting, and will have positive impact on both bilateral and multilateral relations.

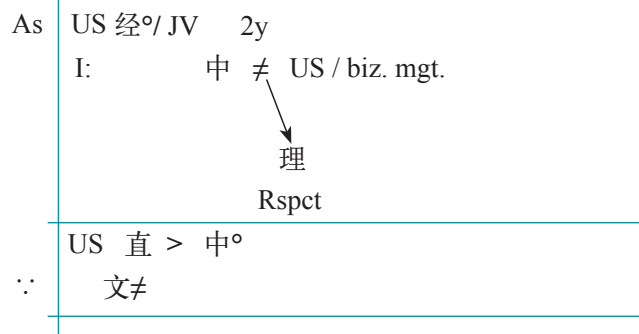


例11 经过三年多谈判，包括欧盟成员国和美国在内的68个国家的谈判代表在日内瓦最终达成了一项全球电信自由贸易协议，同意开放全球90%以上的电信市场。



译文：After over three years of negotiation, representatives from 68 countries, including EU and the US, finally reached an agreement in Geneva on global free trade in telecommunications, agreeing to open over 90% of the global telecom markets.

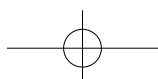
例12 As an American manager of a Sino-American joint venture for two years, I have to say that there are differences in business management between Chinese and Americans that we American businessmen in China should try to understand and respect. We are more direct and straightforward than most Chinese colleagues due to our different cultural traditions.

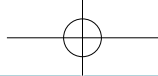


译文：作为一名在中美合资企业任职两年多的美方经理，我必须说，在企业管理上，中国人和美国人存在着差异，对这些差异，我们在中国从商的美国人必须要理解和尊重。由于文化传统的差异，我们比大部分的中国同事要更直接、更坦率。

例13 中美经贸关系的历史发展过程反复提示我们，对话胜于对抗，协商胜于指责。

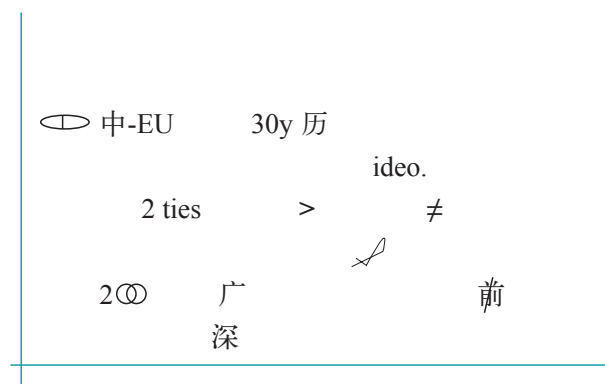
中-US 历：
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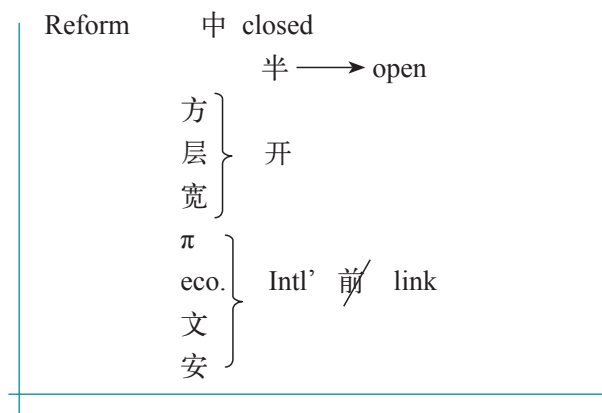
译文：The history of China-US business relations has repeatedly shown us that it is dialogue and consultation, not confrontation and finger pointing, that have enabled the relations to grow.

例14 综观中欧关系三十多年的发展历程，双边关系超越了意识形态和社会制度的差异，双边合作的广度与深度前所未有。



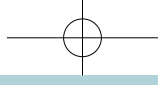
译文：With over 30 years of development, relations between China and Europe have now reached an unprecedented level, both in depth and in breadth, despite our differences in ideology and social system.

例15 改革开放使中国实现了从封闭半封闭到全面开放的伟大历史转折，形成了全方位、多层次、宽领域的对外开放格局，在政治、经济、文化、安全等方面同国际社会建立起前所未有的广泛、深入的联系。



译文：Reform and opening-up have transformed China from a closed or semi-closed society to one that fully embraces the world. A multi-faceted and multi-tiered comprehensive opening-up pattern has taken shape in China. Our interactions with other countries in the political, economic, cultural, security and other fields have never been as extensive and close as they are today.

例16 28年前，中国人民开始了改革开放和现代化建设的伟大历史进程，经过艰苦创业



取得了举世瞩目的巨大成就，从1978年到2005年，中国国内生产总值从1,473亿美元增长到22,257亿美元，进出口总额从206亿美元增长到14,221亿美元，国家外汇储备从1.67亿美元增加到8,189亿美元，农村贫困人口由2.5亿人减少到2,300多万人。

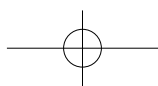
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'78-2005 GDP	\$1473亿 ↑ 22257亿
Exp+imp.	\$206亿 ↑ 14221亿
Forex	\$1.67亿 ↑ 8189亿
贫°	2.5亿 ↓ 2300万

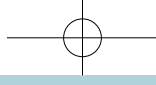
译文：Twenty-eight years ago, the Chinese people embarked upon the historic drive of reform, opening-up and modernization and have made phenomenal progress through unremitting efforts. Between 1978 and 2005, China's GDP grew from \$147.3 billion to \$2.2257 trillion. Its import and export volume went up from \$20.6 billion to \$1.4221 trillion and its foreign exchange reserve soared from \$167 million to \$818.9 billion. During this period, the number of its poor rural population dropped from 250 million to 23 million.

例17 Others see globalization as a risk. I see the rise of China and the reality of globalization not as a threat but as an opportunity, an opportunity because China is a vast potential market for British companies, an opportunity because Britain with our long record of economic stability and of openness and of enterprise is well placed to attract Chinese business and Chinese investment, and an opportunity because Britain and China can contribute together to the greater prosperity of a better world.

他°	⊖	n risk
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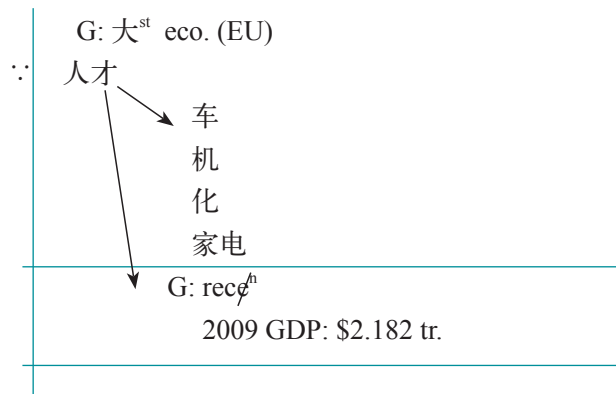
译文：别人把全球化视为风险，我则把中国的崛起和全球化的现实视为机遇而非挑战，





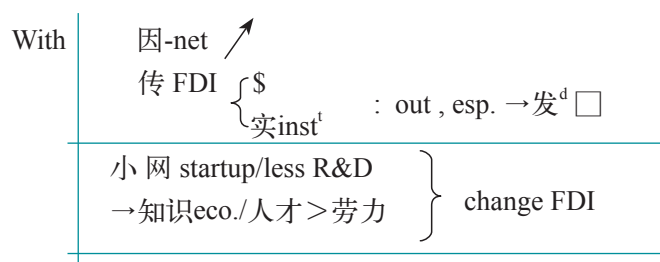
因为中国是我们英国公司潜在的巨大市场，因为我们英国长久以来一直经济稳定、兼容并蓄、重视创业，能吸引中国的企业和投资，因为英国和中国可以共同为创造一个更繁荣美好的世界作出贡献。

例18 Germany is the largest economy in the European Union. It benefits from a large pool of talented workforce that has enabled Germany to dominate the vehicles, machinery, chemicals and household equipment vertical across the globe. It is this strong and productive workforce that enabled Germany to face recession with a resilient face and the Germany economy could manage to have a GDP of \$2.182 trillion in 2009.

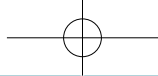


译文：德国是欧盟最大的经济体。由于拥有大量的优秀人才，德国的汽车、机械、化工、家电行业在全球独占鳌头。正是这样一支强大、优秀的劳动力大军使得德国更能应对经济衰退，并在2009年GDP达到了2.182万亿美元。

例19 With the advent and growth of the Internet, many traditional cases of Foreign Direct Investment which required huge amount of capital and physical investments are slowly becoming obsolete, especially for developed countries. The rise of small Internet startups that require less research and development investment and the shift towards knowledge-based economies, where the emphasis is placed on human capital rather than manual labor, has altered the playing field for FDIs.

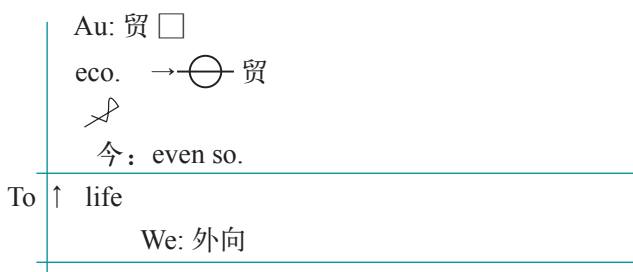


译文：随着互联网的出现和发展，许多需要大量资本和实体投资的传统的对外直接投资方式正在慢慢地退出，特别是对发达国家而言。对研发投入要求不高的小型互联网创业



企业的兴起，以及向重人才、轻人力的知识经济的转变，已经改变了对外直接投资的操作方式。

例20 Australia is a great trading nation. Our social and economic prosperity has always depended on international trade. That remains the case even more so today. To uplift the lives of working Australian families, we must continue to look outwards.

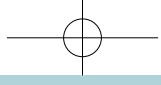


译文：澳大利亚是个贸易大国，我们社会和经济的繁荣一直都依赖于国际贸易，现在尤为如此。为了提高澳大利亚工薪家庭的生活水平，我们必须继续保持开放。

上述实例演示了口译的记录格式和常用的记录符号，但对于初学者来说，往往不知道如何在“听”和“记”之间找到一个平衡点。特别是在英译汉的过程中，由于自身英语听力理解能力的限制，很多初学者感觉做了记录会大大影响对英文原文的理解，可完全不做记录又会出现大片漏译的问题，到底要做记录还是不做记录？到底记多还是记少？似乎陷入了两难的尴尬境地。的确，要熟练掌握口译的记录技巧，做到边听边理解、边分析边记录，不是一朝一夕能掌握的，译员往往要通过多年大量的训练，才能在记忆和记录中间达到最佳的平衡。但这恰恰说明口译记录是一个必过的难关 (a necessary evil)，在有条件做记录的情况下，译员如果舍弃记录而完全依赖记忆，无疑是与自己的脑力与体力为敌；但要真正发挥记录辅助记忆的功能，避免记录成为理解的包袱，必须要牢记记录与记忆一样，不是试图去记每个字、每句话，而是分析原文结构、找出逻辑关系、记录原文的框架。只有在听的过程中理解了原文的内容，作出了正确的分析，才能抓住记录的重点。对初学者来说，要训练自己的记录技能，可以先通过大量的书面练习，即阅读完一段源语后，进行正确记录，逐步掌握记录的技巧，再过渡到边听边做记录。同时，在练习口译记录时，必须不断地提高自己的英语听力和理解能力，双管齐下，才能掌握记录的技巧。在接下来的每一章中，除了记忆训练外，还提供了口译记录的书面练习。另外，学习者还可以在口译模拟训练中，利用听力录音材料，边听边做适当的记录，再根据记录进行翻译。

数字转换

数字是口译工作中的重点。参观、游览时的陪同翻译、合同磋商、业务洽谈时的商



务口译, 以及专题报告、国际会议等场合都少不了数字翻译。例如游览时常会听到导游介绍: “这是一个国际性的大都市, 人口约有2,300万。”参观访问中, 主人也会提到: “本公司是年销售额为150亿美元, 业务遍及120多个国家和地区, 拥有5万多名员工的跨国公司。”而在专题研讨会上, 发言人更是通过一张张幻灯片的播放, 或向与会者介绍本部门在过去几年中业绩的发展, 或对世界经济运行状况作出预测、评论。百分比、曲线图、数据表等如排山倒海般涌向译员。数字在口译中实在是无处不在。

数字也是口语中的难点。众所周知, 在英语和汉语中, 数字的表达迥然不同。中国人习惯上用“万”、“亿”来计数, 而这些在英语中都找不到对应的词, 因为英语中数字的表示以三位数为一递进单位来计数, 即thousand, million和billion。所以“一万”就必须译成ten thousand, “一亿”译为one hundred million。初次担任口译工作的译员当然会感到非常困难和迷惑。

那么, 如何攻克这一难关呢? 首先要充分了解数字汉英对译时常出现的问题。这些可概括如下:

一、多位整数的口译

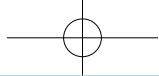
由于个位数、十位数、百位数、千位数的表达法在汉语和英语中互有对应, 所以只要细心谨慎, 还是容易对付的。如初学者常容易把billion混淆成“亿”, 将“中国约有12亿人口”误译为China has 12 billion people。所以, 只有牢牢掌握汉英数字表达法的差异, 有意识地强化训练, 特别是对“万”、“亿”的训练, 才不会在对译时手足无措、漏洞百出。这里我们把多位整数表达法用汉英对照方式罗列出来, 供大家操练。

汉语	英语
万	ten thousand
十万	one hundred thousand
百万	one million
千万	ten million
亿	one hundred million
十亿	one billion
百亿	ten billion
千亿	one hundred billion
万亿	one trillion

二、倍数与分数的口译

1. 倍数

英语中常用“X times as...as...”或“X times larger than...”来表达倍数, 如:



(1) A is two times larger than B.

(2) A is two times as large as B.

在英语中，这两种说法表达的是同一个概念，即如果B是5，A就是10。但是第一种说法容易造成误会，尤其是英译汉时，可能会理解为A比B大两倍，也就是B为5时，A为15。所以，英译汉时要特别注意不要译错，汉译英时也尽量避免使用第一种译法。汉译英时，如果听到“A比B大X倍”，翻译成英语时要格外小心，不能简单地译成：A is X times larger than B，因为A is X times larger than B 相当于A is X times as large as B，所以“A比B大X倍”须译成A is (X+1) times as large as B。例如，“今年的出口比去年增加了两倍”不是The export of this year is two times larger than what it was last year，而是The export of this year is three times as much as what it was last year。

另外，英语中除了A is X times larger than B以外，还有A is X times smaller than B的说法，英译汉时也需要特别注意，不要译为“A比B小X倍”，这样的说法不符合汉语的习惯，应该用减少几分之几来表示。如：A is five times smaller than B，正确的译法是“A比B少五分之四”或“A是B的五分之一”。译员可以记住这样的要诀，即：

A is X times smaller than B，要么译为“A比B少 $X-1/X$ ”，或者“A是B的 X 分之一”。

例如 The house is three times smaller than the one they used to own 应译为：“这房子比他们以前的房子小了三分之二”，或者“这房子是他们以前房子的三分之一”。

有时候，也会用“翻了一番”、“翻了两番”、“增加了五倍”等来表示倍数，这时可用double（翻了一番），triple（原来的三倍），quadruple（翻了两番），grow by five fold等（增加了五倍）。如，国内生产总值翻了一番：The GDP has doubled.

2. 分数

分数在英语中的习惯读法是分子用基数词表示，分母用序数词表示。例如，“1/5”念为one fifth，“2/5”读成“two fifths”。而“1又1/5”读成英文为“one and one-fifth”。

3. 比例

比例的表达方式通常有“成正比”和“成反比”两种。英文中表示“成正比”的表达方式有vary directly with, be proportional to, the more...the more...等；表示“成反比”可用vary inversely with, be inversely proportional to 和 the more...the less...等。如：

(1) 电流定律就是：电流与电压成正比，与电阻成反比。

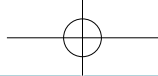
The law of electric current is that an electric current varies directly with the voltage and inversely with the resistance.

(2) 你的工资将会和你的工作量成正比。

Your salary will rise proportionately to your workload.

(3) 钢的含碳量和钢的硬度成正比。

The more carbon the steel contains, the harder it becomes.



三、单位的应用和转换

由于各国度量衡制度的差异，有些国家习惯用英美制，有些用公制，而中国还有自己传统的计量单位，如：亩、斤、里等。如果在正式场合遇到这种情况，翻译就不能简单地直译，因为外国人并没有一亩或一斤的概念，中国人也不会明白一英里有多远，一磅、一盎司有多重。翻译应该尽量把它转换成公制，便于译语的听众真正了解数字的概念。也就是说，翻译要掌握一些常用计量单位之间的换算关系，如磅与公斤、英里与公里、亩与公顷或平方米之间的换算关系。“我们的校区面积大约为1,000亩”可翻译为Our campus is about 67 hectares big. 而The car travels at a speed of 125 miles an hour可以翻译为“这辆车的时速达到125英里，约200公里”。

另外，打折扣的翻译也需要注意，如：“20% discount”是指“20% off”，也就是汉语中的打八折，30% discount是“打七折”。

四、选词的变化

所谓选词的变化，是指翻译一连串数字时，特别是汉译英时，选用词语要灵活多样，不要拘泥于一种形式。如“工业总产值达到4,000亿元”这一句，可译成不同句型的英语句子：

The total industrial output value reached 400 billion *yuan*.

The industrial output value totaled 400 billion *yuan*.

The industrial output value stood at 400 billion *yuan* totally.

如果能使用不同的词、不同的句型来表达一连串数字，在翻译效果上就会显得生动活泼。以下是数字翻译时常用到的词语，根据程度的强弱，罗列出来供大家选择：

增加： increase, rise, grow, go up

缓增，爬升： pick up, climb

猛增，飙升： jump up, shoot up, soar, zoom, surge, skyrocket, hike

增加到： increase to

增加了： increase by

减少，下降： decrease, decline, drop, fall, go down, reduce

猛跌、猛减： plunge, slash, tumble

稍跌、稍减： trim, dip, slip

达到、总计： reach, amount to, stand at, total, add up to

占（百分比）： account for, take up a percentage of

超出： outstrip, outpace, surpass, exceed

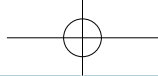
比去年同期上升5%： up 5% over the same period of last year

5% more than the same period of last year

registering an increase of 5% over the same period of last year

a year-on-year increase of 5%

比去年同期下跌了5%： down 5% from the same period of last year



5% less than the same period of last year
 representing a drop of 5% over the same period of last year
 a year-on-year decline of 5%

五、数字的记录

要熟练掌握数字翻译技巧，记录方式也十分重要；正确的记录方式往往会带来事半功倍的辅助效果。

英译汉时，按照英语将数字三位一逗的习惯，用一个千分符号来表示“千”，两个千分符号表示“百万”，三个千分符号表示“十亿”，四个千分符号表示“万亿”；或者，也可以分别用“k”、“m”、“b”、“tr”来表示。例如，听到下面的英语数字可分别记为：

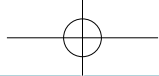
源语数字	记录方法一	记录方法二
fifty thousand	50'	50k
three hundred thousand	300'	300k
two million	2''	2m
thirteen million	13''	13m
one hundred million	100'''	100m
seven billion	7''''	7b
six billion and two hundred million	6''''200'''	6200m
forty two trillion	42''''''	42tr

汉译英时，则用阿拉伯数字加汉语混合记。如：

源语数字	记录方法
五十万	50万
十二亿	12亿
三千七百万	3700万

数字汉译英的整个过程可以分为：(1) 听到“五十万”；(2) 记录为 50 万；(3) “万”译为 ten thousand，所以 50 万就变成 500k；(4) 译为 five hundred thousand。

不管是汉译英还是英译汉，记录数字时切勿把“万”或“亿”全部化为零，点在数字后面，这样做不仅浪费记录的时间，更糟的是翻译回看笔记时容易让人头昏脑胀，试想如果我们把“50万”记为：500000，“12亿”记为：1200000000，译员数几个零都数不过来，怎么能把数字迅速转换成译语？所以，要掌握正确的记录方法，熟记关键数字在译语中的相应说法，特别是如“10k”与“万”、“100m”与“亿”之间的对应关系，



那么数字的翻译就相对容易了。

总之，数字翻译是口译中的难题，要解决这些问题，攻克这些难关关键在于训练。只有通过大量的数字练习，才会熟能生巧，既准确又迅速地译好数字。

六、数字的练习

(一) 数字翻译

1. 英译汉

- | | | |
|-----------|----------|-----------|
| (1) 12k | (2) 36m | (3) 73.5m |
| (4) 60b | (5) 1.5b | (6) 245m |
| (7) 158k | (8) 660m | (9) 126b |
| (10) 988m | | |

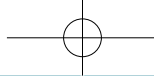
2. 汉译英

- | | | |
|------------|-----------------|--------------|
| (1) 1200 万 | (2) 5 亿 | (3) 40 万 |
| (4) 3.6 亿 | (5) 560 万 | (6) 4000 亿 |
| (7) 72 万 | (8) 35 亿 7000 万 | (9) 6 万 5000 |
| (10) 57 万亿 | | |

(二) 段落翻译

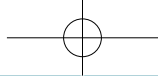
1. 英译汉

- (1) Trade and our business ties intertwine our two countries so much. It would have been virtually unimaginable 40 years ago when President Nixon first came to China to imagine our current economic interdependence. In 1972 when President Nixon first made his trip to China, our bilateral trade was less than \$100 million a year. Investment in each other's markets was virtually zero. Only a handful of American jobs depended on trade with China. But today roughly \$1.5 billion of goods and services flow between our two countries every single day. America's largest export market outside of North America is China, and China has in fact become the number one foreign destination for US agricultural products.
- (2) In 1978, China accounted for less than 1% of the world's economy and its total trade was about \$21 billion. Today, China is the second largest economy in the world. It accounts for 4% of global economic activity with foreign trade over \$1.1 trillion annually. It has become globally competitive in sectors that, less than a generation ago, it barely competed in.
- (3) Today, the US and the European Union are each other's largest economic partners, with \$2.6 billion dollars' worth of goods and services flowing between us each day. We invest



nearly \$4 trillion in each other's economies, creating the world's largest investment relationship. And more than 13 million people owe their jobs to the transatlantic economic relationship. The US-EU economic partnership is second to none.

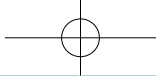
- (4) Few could possibly disagree that China's economic performance since 1979 has been miraculous. A poor and inward-looking economy with a per capita income of 180 USD has been transformed into a middle-income country with a GDP per capita of around six thousand dollars. Hundreds of millions of people have been lifted out of poverty. No other country has achieved an average of 10% growth over such a long period of 30 years. The world has clearly benefited from China's growth, its affluence, its strength and of course, it is feeling its increasing global impact.
- (5) Demand for food will also increase sharply due to urbanization and migration, higher per capita incomes, changing diets and a growing population. Agricultural production will need to increase by 60% over the next 40 years to meet the rising demand for food. This translates into an additional 1 billion tons of cereals and 200 million tons of meat a year by 2050 compared with 2005—2007 levels. These are staggering numbers!
- (6) The US government is running a deficit that is 23.6% lower than that in the same period a year ago through the first five months of this budget year, another sign of improvement in the nation's finances. In its monthly budget report, the Treasury Department said that the deficit for February totaled US\$193.5 billion. For the period from October through February, the deficit totals \$377.4 billion, down from \$493.95 billion a year ago.
- (7) Export growth has provided a third of US economic growth. Over the last four years, exports have supported 1.3 million new private sector jobs. 300,000 American companies are now exporters, the vast majority of which—96%—are small and medium-sized businesses. And as the US Trade Representative pointed out last month, there are huge potential new markets out there: Half a billion middle class consumers in Asia today will rise to 2.7 billion by 2030.
- (8) The total stock of FDI in the US is about \$2.7 trillion, supporting 5.6 million jobs. Last year, about \$168 billion in FDI flowed into the United States. We are seeing fast FDI growth in sectors like manufacturing, machinery, and professional, scientific and technical services. Notably, nearly one-fifth of US exports come from US subsidiaries of foreign firms.
- (9) We all know about unparalleled spending on infrastructure in China. Take a look at the slide. China spent \$503 billion on infrastructure between 1992 and 2011, compared to the US \$374 billion. You can see the European Union there as well. Interesting you see the number there as a percentage of GDP, China 8.5%, US 2.6%, the same as European Union.



- (10) Today we celebrate the growth of the warm friendship, the economic partnership, the frank understanding between Australia and China. In four decades, the value of our trade has grown a thousand fold. Today we welcome half a million Chinese visitors to Australia each year, and over 350,000 Australians visit China each year. Hundreds of thousands of Chinese students have been trained in Australia. Last year alone there were more than one hundred thousand Chinese students studying in our country.

2. 汉译英

- (1) 过去的一年中，经济运行稳中向好。国内生产总值达到56.9万亿元，比上年增长7.7%。居民消费价格涨幅控制在2.6%。城镇登记失业率为4.1%。城镇新增就业1,310万人，创历史新高。进出口总额突破4万亿美元，再上新台阶。
- (2) 城镇居民人均可支配收入实际增长7%，农村居民人均纯收入实际增长9.3%，农村贫困人口减少1,650万人，城乡居民收入差距继续缩小。2,000万年收入规模以上工业企业利润增长12.2%。财政收入增长10.1%。
- (3) 结构调整取得积极成效。粮食产量超过1.2万亿斤，实现“十连增”。服务业增加值比重达到46.1%，首次超过第二产业。中西部地区生产总值比重继续提高，区域发展协调性增强。全社会用电量增长7.5%。货运量增长9.9%。
- (4) 今年拟安排财政赤字13,500亿元，比上年增加1,500亿元，其中中央财政赤字9,500亿元，由中央代地方发债4,000亿元。财政赤字和国债规模随着经济总量扩大而有所增加，但赤字率稳定在2.1%，体现了财政政策的连续性。
- (5) 对产能严重过剩行业，强化环保、能耗、技术等标准，清理各种优惠政策，消化一批存量，严控新上增量。今年要淘汰钢铁2,700万吨、水泥4,200万吨、平板玻璃3,500万标准箱等落后产能。
- (6) 中国改革开放的30年，是中国面貌发生历史性变化的30年。中国人民的生活水平显著改善，实现了从温饱到总体小康的转变。中国人均GDP从226美元上升到2,100美元，增长近10倍，2亿多人口摆脱贫困，解决了占世界23%人口的温饱问题。
- (7) 同时也要看到，中国是在积贫积弱的基础上实现的发展，发展成果要由13亿人来分享。中国的GDP只占世界的5.7%，人均排在100位之后。中国还有2,000多万贫困人口，有1亿人每天人均生活费不足1美元。中国靠世界9%的耕地和仅为世界平均水平1/4的人均自然资源，维持着占世界23%人口的生存和发展。
- (8) 保障群众基本生活。实施大学生就业促进计划，应届高校毕业生绝大部分实现就业。加强农村转移劳动力就业服务和职业培训，对城镇就业困难人员进行就业援助。推进养老保险、社会救助制度建设，城乡低保标准分别提高13.1%和17.7%，企业退休人员基本养老金水平提高10%。新开工保障性安居工程666万套，基本建成544万套，上千万住房困难群众乔迁新居。



- (9) 我们确定了经济增长的合理区间，就是说，经济增长的下限在7.5%左右，CPI上限，就是物价上涨不能超过3.5%左右，因为老百姓要过日子，而在我国物价统计方法中，33%即三分之一权重是食品。我们中低收入的人群还相当多，光低保，城镇2,000多万，农村5,000多万，占整个人口的5%，所以我们向社会发出这个信号，如果经济运行滑出这个合理区间，政府就要采取有针对性的措施。
- (10) 我们加强了基础设施的建设。南水北调东线一期工程提前通水，中线一期主体工程如期完工。推进地下管网等城市基础设施建设。拓展油气和电力输配网络，非化石能源发电量比重达到22.3%。加强民航、水运、信息、邮政网络建设，铁路、高速公路运营里程均超过10万公里，其中高速铁路运营里程达到1.1万公里，居世界首位。