

应用型翻译系列教材

实用

Practical Interpreting between
Chinese and English for
Business and Trade

经贸汉英/英汉口译

董晓波 主编



对外经济贸易大学出版社

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and English for Business and Trade**

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Preface

序

随着全球化进程的加快以及中国对外交流的不断扩大和深入,我国对翻译人才的需求也日益旺盛。据统计,目前中国现有在岗聘任的翻译专业人员约 6 万人,翻译从业人员保守估计达 50 万人,专业翻译公司 3 000 多家,但能够胜任翻译工作的合格人才缺口却高达 90%,市场上高水平的翻译人员也大约只占总数的 5%。为了适应时代需求,培养高层次、应用型专门人才,国务院学位委员会 2007 年 1 月批准设立了翻译硕士专业学位,使其成为我国第 18 个硕士层次的专业学位。截至 2010 年,全国 158 所大学设置了翻译专业硕士学位,本科设置对应翻译专业的英语院校有四五百所。

《实用经贸汉英/英汉口译》是英语翻译(本科、硕士)专业的必修课教材。本书立足于高素质、应用型翻译人才之培养创新,着重于专业化与学术化之高度结合,理论与实践相得益彰,策略与技巧有机融合,内容丰富、系统,视野宽阔,素材新颖、典型、应有尽有。它将社会的需求与培养外语专业高素质、创新型人才紧密结合,着重口译基本功训练,强调双语修养和双文化修养。全书共 15 章,以汉英/英汉口译转换技能为主线,以口译的常见场合和主题为辅线。其内容涉及商务礼仪、接待、访问、参观、会谈、谈判、企业文化、公司责任、投资、贸易、宣传介绍、销售营销、国际合作、金融与证券、经贸政策、世贸组织、科技发展、国际会展、新闻发布会、晚宴聚会等诸多领域。

本书适用于普通高等教育经贸英语专业、翻译本科(硕士)专业学生,以及国际贸易、国际经济、国际工商管理 etc 外向型专业的学生,同时也可供从事国际商贸工作的在职人员参考使用。对英语爱好者,尤其是经贸口译爱好者而言,本书也是一本理想的参考书。

本书由董晓波主编,苑湘崎、王文雅、王凡、杨昕怡、马柯、汪雅琪、王克飞、马阳参编。在整个编写过程中,我们力求完美,书中若出现疏漏和欠妥之处,恳请广大同仁和读者不吝指正,以便充实与完善。

董晓波

2013 年 4 月 18 日

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出版说明

随着全球化进程的日益加快，市场上对于翻译人才的需求日渐增加，尤其是不同专业领域的翻译人才越来越受到青睐。许多高等院校开始重视专门用途英语（ESP）课程的开设，商务英语、法律英语、科技英语、旅游英语和新闻英语等，成为重要的 ESP 课程，也越来越受到相关专业学生、普通英语专业中有志于从事相关专业翻译学生的青睐。

为适应新的教学需要，满足社会对专业翻译人才的教学培养需求，对外经济贸易大学出版社策划出版了这套“应用型翻译”系列教材，内容涵盖商务、法律、旅游、新闻、科技等各个方面。它不仅能满足翻译专业人士的需求，同时可作为全国高等院校英语专业（本科）选修课教材，翻译专业（本科、硕士）必修教材，也可以作为英语学习爱好者自学的专业读物。

本系列教材均由全国重点高等院校翻译专业学科带头人和一线优秀教师精心编著，充分体现了当今专门英语翻译教育的发展方向和水平。具体书目包括《实用商务英语翻译》《实用法律英语翻译（英汉双向）》《实用科技英语翻译（英汉双向）》《实用旅游英语翻译（英汉双向）》《实用新闻英语翻译（英汉双向）》《法庭口译》《实用文体翻译教程（英汉双向）》和《实用经贸英语口译（英汉双向）》等。

本套系列大部分教材配有 ppt 电子课件，具体情况请登录 www.uibep.com 查看。

对外经济贸易大学出版社外语图书事业部
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Ceremonial Address and Reception

商务礼仪与接待

Part I 口译导入 Interpretation Lead-in

A. 重点词汇 Vocabulary Preview

opening/closing ceremony	开/闭幕式
welcome/closing address	欢迎致辞/闭幕发言
make a(n) opening/closing speech	致开幕/闭幕辞
declare ... open/declare the opening of...	宣布……开幕
goodwill visit	友好访问
signing ceremony	签字仪式
deliver a speech	发表演讲
delegation; mission	代表团
Your/His/Her Honor/Majesty	殿下
Your/His/Her Honor/Excellency	阁下
distinguished guests	贵宾
on the occasion of	值……之际
at the invitation of	应……之邀
on behalf of	代表
in the name of	以……的名义
take this opportunity	借此机会
heartfelt thanks	由衷的感激
cordial greetings	亲切的问候
friends coming from a distant land	远道而来的朋友
gracious invitation and hospitality	盛情邀请和热情款待
host country	东道国
to have ... with us	欢聚一堂

to congratulate sb. on sth.	向……表示祝贺
to appreciate sb. for doing sth.	向……表示感谢
take some time out of one's tight schedule	百忙中抽空
host a banquet for	设宴招待
reception	招待会
cocktail party	酒会
buffet reception	冷餐招待会
evening reception	晚宴
return banquet	答谢宴会
celebration dinner	庆功宴
look back on; in retrospect	回顾过去
look ahead; look into the future	展望未来
last but not least; in conclusion	最后
propose a toast	祝酒
the best for everything	万事如意
a complete success	圆满成功

to increase/strengthen/promote/expand our mutual understanding and friendship 增进我们彼此之间的理解和友谊

to promote/facilitate/enhance/strengthen/advance our friendly relations of cooperation 促进我们之间的友好合作关系

accord with/agree with/conform to/meet the common interests 符合共同的利益

B. 句子精炼 Sentence in Focus

1. 请允许我向远道而来的贵宾表示热烈的欢迎和亲切的问候。

Allow me to express my warm welcome and gracious greetings to our distinguished guests coming from afar.

2. 我很荣幸地代表中国政府和人民向来自联合王国的代表团表示热烈的欢迎。

I have the honor to express this warm welcome on behalf of the Chinese government and people to the delegation from the United Kingdom.

3. 唐朝的一位诗人说过：“海内存知己，天涯若比邻。”

To quote a poet of the Tang Dynasty, “Long distance separates no bosom friends.”

4. 中国有句话说得好：“有朋自远方来，不亦乐乎？”

As a Chinese saying goes, “It is such a delight to have friends coming from afar!”

5. 我们真诚地希望彼此之间继续合作，发展我们的友好关系。

It is our sincere wish that we continue to work close together to enhance our friendly relationship.

6. On the occasion of this reception, I wish all our Chinese friends present here tonight good health in the New Year.

请允许我借此机会，祝愿出席今晚招待会的所有中国朋友在新的一年里身体健康。

7. I would like to toast with you to this happy occasion at the end of the year.

在这年终岁末之际，让我们共同举杯，祝贺喜庆的佳节。

8. On behalf of all the members of our mission, I would like to express our sincere thanks to Mr. Li for inviting us to such a marvelous dinner tonight.

我谨代表我们代表团的所有成员对李先生今晚为我们举行如此丰盛的晚宴表示衷心的感谢。

9. I'm delighted to see the EU enterprises are giving more confidence to the Chinese market under the background of a global economic system.

我很高兴在全球经济体系的背景下，欧盟企业越来越看好中国市场。

10. We all feel reluctant to part from each other at this time to say goodbye.

在这临别的时刻，我们都有一种恋恋不舍之情。

C. 段落视译 Sight Interpretation

1. Your Chinese friends, ladies and gentlemen, I feel honored to come here on my first visit to your beautiful city. On behalf of all the members of our mission, I would like to express our sincere thanks to our host for the gracious hospitality that we have received since arriving. I am also very happy that this visit has given me an excellent opportunity to convey to you and to the people of Shanghai our warm greetings and sincerely good wishes from the government and people of my country. Although we live with a distance of thousands of miles between us, "Long distance separates no bosom friends," as one of your Tang poets said.

2. 女士们，先生们，朋友们：明年是中加建交 40 周年。我们双方应该对两国关系取得的成果感到自豪，更应该积极推动两国关系在新的历史起点上取得新的更大发展。我们愿与加方一道，坚持从战略高度和长远角度出发，以纪念中加建交 40 周年为契机，承前启后，继往开来，共同创造中加关系更加美好的明天。我希望并坚信，中加友好事业将会继续得到加中贸易理事会以及加拿大各界有识之士的大力支持。感谢大家！

3. I'm pretty sure none of this would have happened if I hadn't been fired from the Apple. It was awful tasting medicine, but I guess the patient needed it. Sometimes life hits you in the head with a brick. Don't lose faith. I'm convinced that the only thing that kept me going was that I loved what I did. You've got to find what you love. And this is as true for your work as it is for your lovers. Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of heart, you'll know when you find it.

4. 不断扩大的经贸和各领域的合作关系，又有助于推动两国政治关系的发展，这符合两国人民的利益。我们希望出席此次大会的所有朋友合作努力，共同为推动中英友好合作关系的全面发展，不断做出新的贡献！谢谢大家！

Part II 口译实战 Field Interpretation

A. 汉英口译 Chinese-English Interpretation

尊敬的曼德尔森大臣，尊敬的傅莹大使，各位企业家，女士们，先生们：

下午好！今天，由中国机电产品进出口商会和英中贸易协会组织的中英经贸合作研讨会在这里隆重开幕。在此，我谨代表中华人民共和国商务部表示衷心的祝贺！今天，中英两国政府和工商界的人士聚集在这里，围绕“新挑战、新机遇”这一主题，深入探讨应对危机、共谋发展的重大举措，具有十分重要的现实意义。在此，我预祝研讨会取得成功！

毋庸置疑，这场国际金融危机，使世界经济陷入 20 世纪大萧条以来最困难的境地。作为一个外向度较高的发展中国家，中国的经济发展，特别是对外贸易投资也受到了较大的冲击。从 2008 年 11 月份开始，中国进出口贸易连续三个月出现负增长，吸收外商直接投资出现了明显下滑趋势。我们也注意到，英国经济增长和就业遭受了严重打击，双边贸易受到负面影响。今年 1 月，中英双边贸易额同比下降 21.6%，下降幅度之大、速度之快是罕见的。

当前，为应对危机和挑战，世界各国纷纷出台了应对措施，这对提振信心、缓解危机起到了重要作用。但在危机面前，仅仅依靠单个国家的努力远远不够，因为在经济全球化趋势下，当今的世界经济舞台已经形成了“你中有我，我中有你”的局面。世界经济发展的历史早已证明，在危机面前，封闭与保护没有出路，开放与合作才是正途。此次我率领中国贸易投资促进团访英，就是落实温家宝总理本月初“信心之旅”的一次重要后续活动，充分表明了中国政府在困难形势下，以实际行动反对贸易保护主义的态度与决心。

新挑战中往往蕴含着新的机遇。对于中英两国来说，危机将促使我们延伸和拓宽互利合作的内涵。目前，中国各级政府和部门，正在积极落实保持经济稳定增长的各项举措。伴随大规模民生工程、基础设施和生态环境等领域的建设，包括英资企业在内的数十万家在华外资企业将分享这些新的商机。我在中国各地调研过程中，感受到许多中国企业特别是民营企业，对欧优势技术和装备的采购具有浓厚的兴趣。英国是中国在欧盟中的第三大贸易伙伴和累计第一大对华投资国，中英两国在生物、信息、环保、低碳经济、能源科技、新材料、医药卫生等领域，蕴含巨大的合作潜力。我们鼓励中英双方企业在各个领域扩大交流和深化合作，共同分享宝贵的发展机遇。

女士们，先生们：

英国是自由贸易思想的发源地，亚当·斯密的理论影响了 200 多年来的国际贸易实践。选择这里作为我们此次贸易投资促进团的最后一站，赋予了此次活动更加特殊的意义。我们一路走来，无论是老朋友还是新伙伴，无论是签订合同或者仅仅是洽谈意向，大家都进行了坦诚而深入地沟通，取得了许多有形和无形的丰硕成果。更为重要的是，我们向外界传递了秉持开放心态、携手合作、共渡难关的诚意和信心。我们坚信，未来商机无限，春天终将来临。

谢谢大家。

B. 英汉口译 English-Chinese Interpretation

It is a great pleasure to welcome you all here today, to celebrate the launch of the Approved Destination Status scheme between China and the UK. Welcoming the first official group of Chinese tourists to the UK is so important that I even managed to arrange for a banner to hang from Tower Bridge to mark the event!

On the 24th of July the first group of tourists from China will travel to Britain under the ADS scheme. This occasion is the result of much hard work and close cooperation between our two governments. The ADS agreement facilitates group tourism from China to the UK, strengthening ties between our two countries. Today I am delighted to announce that our joint preparations are complete and the agreement comes into effect.

And this is a particularly exciting time for visitors to the UK. Britons around the world were overjoyed to learn that London had won its bid to host the 2012 Olympics. London is a winning city: not only is it the historical capital of Britain, but also it is the modern cultural, entertainment and business centre of the country.

London's famous landmarks will form a breathtaking backdrop to the Games in 2012, complemented by brand new facilities in the new Olympic Park, including the Olympic Stadium and the Aquatics Centre.

It is this blend of old and new, ancient and modern, that makes Britain such a unique tourist destination. In this respect China and the UK share much in common. Both of our countries have long, rich histories. Both of our countries are renowned for their ancient traditions and culture. But both Britain and China today are also dynamic, modern world economies, working together to promote even closer political, cultural and trade ties. Both of our countries are home to many cultures and many languages. London alone is home to 200 different nationalities, and over 300 languages are spoken there. This is part of what makes Britain such a diverse and exciting country, and what makes every visitor feel welcomed.

It is fitting that, in the year we celebrate the first groups of ADS tourists from China to Britain, we are also celebrating the 150th anniversary of the first package holidays, which were devised by an English man—Thomas Cook. His first package holidays from Britain to China took a full 8 months, and cost about 175,000 RMB in today's money. Happily today, Britain is rather a lot closer to China, and a lot more affordable, thanks to a great extent to the excellent services provided by travel agents and airlines from our two countries. I am delighted to see so many of these organizations represented here today.

I would also like to take this opportunity to thank Visit Britain for their excellent work in promoting Britain as a favored tourist destination here in China, and for their efforts in bringing you all here today. Heartfelt thanks as well to Mr. Liu, Manager of World Park, in providing us with this unique venue for our event. I feel quite at home!

I would now like to invite representatives from our first ADS tour group to the front, and to present them with a small gift, courtesy of British Airways, to welcome them to Britain.

Part III 模拟练习 Simulation Exercises

1. 很高兴参加博鳌亚洲论坛 2009 年年会。首先,我谨代表中国对年会的召开表示热烈的祝贺!对各位来宾表示诚挚的欢迎!本届年会把“经济危机与亚洲:挑战和展望”作为主题,对于凝聚共识、增强信心、深化合作、战胜危机,具有十分重要的意义。我衷心祝愿本届年会取得圆满成功!

2. I am very much impressed by the hospitality and warmth with which you have received us. You must have had a very busy time making all the preparations. We are especially thankful to you for arranging the meeting for us with the Machinery Trading Delegation at such short notice. So once again I wish to express our thanks to you all for everything that you have done on our account.

3. 很高兴在春暖花开的时节来到伦敦,同各位同事共商应对国际金融危机、恢复世界经济增长之策。首先,我对布朗首相的盛情邀请和周到安排表示衷心的感谢!

4. Let me welcome everybody to this fifth CEO summit that we've done. It's our pleasure to have a chance to host you today. We do this session as an opportunity for all of us to share feedback, to brainstorm, to prompt some ideas and hopefully leave you with some thoughts that are useful.

5. 各位代表不辞劳苦,以满腔的热诚投入工作,积极建言献策,广泛深入讨论,使大会各项议程进展非常顺利。在此,我谨代表大会主办方,向你们表示诚挚的感谢!今天晚上,我代表中国教育部和孔子学院总部,在这里设家宴,款待出席大会的中外朋友!希望大家这次中国之行,心情愉快,身体健康!

6. These visits are clear signals of the highly productive relationship which Italy and China have developed. Judging by the crowd that has gathered here tonight, I am very confident that the relationship will continue to grow. Thank you for taking the time to include a visit to Wales in your busy and demanding program. We are honored by your presence here this evening and would ask you to take back with you the warmest good wishes from Italian people.

7. 我很高兴今天有机会与各位朋友同聚一堂,共商经贸合作。我愿向各位朋友介绍广东的经济发展情况以及未来经济发展的战略和规划,希望有助于各位朋友增进对广东的了解。

8. It is a real pleasure to be here to open the third meeting of our forum and to be welcoming such a distinguished and influential group of people from both countries, many of whom are now old friends. The forum aims to represent the strength of the relationship between our two cities outside the political relationship and looking around today, it is clear that the relationship is very strong indeed.

9. 我们同英国朋友再次聚首在美丽的泰晤士河畔,召开我们的第三次大会。我谨代表参加此次会议的中方代表,感谢英方的盛情邀请和精心安排。自去年的大会以来,中国又发生了很多变化。

10. As we start the year of the Tiger, I look forward to continuing to strengthen the US-China relationship. In the coming year, we hope to welcome President Hu Jintao to the United States and to continue positive and cooperative practices in the next round of the Strategic Economic Dialogue.

I'm committed to ensuring that the cooperation between our two countries will enhance the bilateral relationship and meet the challenges currently facing the global community.

Part IV 口译技巧与方法 *Interpretation Skills*

口译的定义、分类及特点

口译 (Interpreting, 也称 Interpretation), 是一种通过听取和解析来源语 (source language) 所表达的信息, 随即将其转译为目标语 (target language) 语言符号, 进而达到传递信息之目的的言语交际活动 (梅德明, 1996)。我国资深的口译专家钟述孔先生认为, 口译不是单纯意义上的言语行为, 而是一种涉及诸多知识层面的跨文化的交际行为 (钟述孔, 1999)。我们认为, Interpreting 作为动名词更能表达口译活动的动态特征, 因此在平时的口译教学中常使用这个概念。

口译涉及两种或两种以上的语言。通过口头表达方式将一种语言转译成另一种语言的人叫做译员 (interpreter)。能说两种语言的人叫做双语人。译员必须是具有双语能力的双语人。虽然能操两种语言, 但是双语人却不可等同于译员。这就好比说, 本族语者并不一定能够自然而然地向外族语者教授自己的语言。双语能力仅仅是口译的基础。口译的最终目的是将一方的信息准确流利地传递给另一方, 使交际双方信息渠道畅通。能否顺利地在两种语言之间转化语言符号这一信息的载体, 则是口译成败的关键。语言符号的转换不仅涉及译员的语言知识体系, 还涉及译员的语言表达能力, 反应记忆能力, 信息组合能力, 以及文化背景知识。具有双语能力的人可以通过系统学习, 强化训练和不断实践, 进而掌握口译技能, 成为合格的专职译员。

口译按操作方式可分为两大类型: 即席翻译 (consecutive interpreting) 和同声传译 (simultaneous interpreting)。即席翻译简称交传, 在教学中通常称为交替传译或连续传译。其方式是讲话人说完一句话、几句话或一段话, 停下来让译员进行口头翻译。而当译员同时以两种语言为操不同语言的交际双方进行交替式翻译时, 即席翻译也可称为交替翻译 (alternating interpreting)。我们在电视上经常看到, 国家领导人会见外宾时, 后边坐着一位译员, 或者在会谈时讲话人右边坐着一位译员。这种场合译员所做的就是即席翻译。经常使用即席翻译的场合还包括演讲、祝词、授课、谈判、情况介绍会、高级会议、新闻发布会、记者招待会、参观、采访、宴会等。

同声传译简称同传, 是一种译员在一方讲话的同时不停顿地将其讲话内容传译给另一方的口译方式。因为译员的翻译与一方的讲话几近同步进行, 所以这种翻译也被称为同步翻译。但实际上, 这也是“几乎”, 并非完全同步、同声。如果讲者刚冒出一个词, 译员就跟着蹦出一个词, 听众就抓不住整句话的意思。英汉两种语言在结构上毕竟有很大的差别。译员通常保持半句之差, 或者比发言慢一句, 断断续续地翻译。由于节奏紧迫, 耳听、脑记、口说同步进行, 因此译员需要注意力高度集中。译员工作强度非常之大, 总是被迫接受别人强加的高速度, 一般每工作二十分钟就要轮换。同声传译又可分为三种:

- a. 会议传译 (conference simultaneous interpreting): 译员坐在位于会场边上的传译厢

(booth)里,隔着玻璃可以看到主席台和讲话人,戴着耳机收听发言人的讲话,边听边通过话筒传译给听众。听众也得用耳机,可选听发言人的频道,也可选听传译频道。该传译方式常见于双边和多边国际会议、研讨会、培训班讲课甚至市场调查的座谈会等。

b. 视阅翻译(sight interpreting):简称视译,译员手拿尚未翻译的原文讲稿或书面材料,边看稿边口头翻译。这种同传难度较大,毕竟书面文字较自然的口语用词讲究、严谨、信息量大,实际上是在做口头笔译。除非情况紧急,或出于暂时保密的缘故,译员可以在临场前几分钟甚至更长的时间内得到讲稿或文件,然后可以将所需翻译的文稿快速浏览一遍。

c. 耳语传译(whispering interpreting):俗称“咬耳朵”翻译,顾名思义是译员将一方的讲话内容用耳语的方式轻轻地传译给另一方的翻译方式。这种同传的听众是一对一的个人,其对象往往是接见外宾、参加会晤的国家元首或高级政府官员。

我国著名的口译教学专家梅德明教授把口译的特点归纳为以下五个方面:

1. 即席性强(Extemporaneousness):口译是一种即席性很强的语言符号转码活动。口译人员往往在事先毫无准备的情况下,即刻投入双语转码的临场操作。或许译员可以通过话题来预测说话者的主题,但是,通常他难以预测说话者将要表达的具体的言语内容,尤其在作谈判翻译时,不可预测性更为突出。同时,由于在交际双方之间介入了一个传言人,一定程度上给信息表达和接收的连贯性设置了障碍。正因为如此,在整个交谈过程中,交际双方,无论是说话者还是听众一般都不希望中介占有过多的时间。这就要求译员具有很快的即席反应能力和高超的临场发挥水平。

2. 压力大(Stressfulness):在场景气氛的压力下工作是口译的另一特点。口译场面有时比较随和,例如导游翻译,有时却极为严肃,例如会议翻译。正式场合的严肃气氛会给经验不足的译员造成心理上的压力,紧张的情绪会影响自信心,怯场的心态会使口误频生,场景气氛的瞬间万变会使译员反应迟钝,从而影响翻译水平正常发挥。原则上,译员的翻译行为不应有意掩饰或调和某种场景气氛,而应该如实地反映口译现场的场景气氛,无论是热烈的,还是沉闷的,无论是严肃的,还是随和的,口译译员应是准确纪录交际现场气氛的晴雨表。此外,口译译员的转译精神和表达形式决不可被场景气氛淹没,当然也不应凌驾于场景气氛之上。

3. 独立性强(Independence):从操作性质上看,口译属一种“单打一”的“个体劳动”,译员的工作独立性强,其责任性自然也大。通常,在整个翻译过程中译员始终处于孤立无援的状态,必须独立处理随时都可能碰到的问题,有的与语言知识有关,有的与文化传统有关,有的则与社会背景知识有关。译员无法回避所出现的任何一个问题,更无退路可走。翻译时,译员不可能查询工具书或有关参考资料,也不能频频要求对方重复话语,解释难点。作为译员,他要对自己的口译负责,不可信口开河,草率翻译,更不可胡译,瞎译,乱译。应该认识到,“一(译)语既出,驷马难追”。译语不可随意收回。某些场合的翻译,譬如说为商务谈判作翻译,出现严重的口译错误还可以在起草或签署书面协议时加以纠正。然而许多口译活动都无事后补救的机会。译员必须遵循“译责自负”的原则,只是有时“译责”太大,恐怕想“负”也“负”不了。

4. 综合性强(Comprehensiveness):口译是一种集视、听、说、写、读之大成的综合性语言操作活动。“视”是指须具有观察捕捉说话者的脸部表情、手势体态、情绪变化等非语言因

素的能力；“听”是指能耳听会意说话者带各种地方口音和语速的话语的能力；“说”是指译员的母语表达能力和外语表达能力；“写”是指译员在口译时的双语速记能力；“读”是指在译员视译时的阅读理解能力。口译属一种立体式、交叉式的信息传播活动，多层次的信息来源和传播渠道，既给口译工作带来了一些困难，如说话者浓重的地方口音所造成的听解困难，同时又为口译工作创造了颇为有利的条件，如说话者丰富的语音语调变化，生动的体动语或体态语，翻译现场的直观物品，尤其是参观游览地的实景实物，所有这一切都是辅助口译的有利条件。

5. 知识面宽 (Miscellaneousness): 传递信息的覆盖面无限定边界，这是口译的又一特点。口译的内容可以上至天文，下及地理，无所不涉，无所不包。毋庸置疑，口译是一门专业性很强的职业，口译要求译员有扎实的语言功底，一流的双语表达能力和娴熟的转译技能，口译要求译员成为一名专家、行家，这非一日之功。然而，这些仅仅构成译员的语言基本功。由于口译的服务对象为各界人士，来自各个阶层，各行各业，有着不同的教育背景和文化背景，他们在交际过程中会有意或无意地将各自所熟悉的专业知识表露出来，这是无法回避的事实。虽然无人能够精通百家，博晓万事，无人能够天文地理，古今中外，无所不知，无所不晓，但是无所不涉的口译内容却毫不留情地将译员推上了既是语言专家又是略通百事的杂家这样一把交椅！

(选编自赵军峰，《商务英语口译教程》，高等教育出版社 2003 年版)

Part V 参考译文 Reference Version

I. 口译导入 Interpretation Lead-in

C. 段落视译 Sight Interpretation

1. 中国的朋友们，女士们，先生们，这是我首次访问你们这座美丽的城市，我为此深感荣幸。我愿借此机会，代表我们代表团的全体成员，对我们东道主的诚挚邀请，对我们一踏上这块充满魅力的土地便受到的友好款待，向东道主表示真诚的感谢。与此同时，我很高兴这次访问给了我一次极好的机会向市长先生和上海人民转达我国政府和人民的热烈问候和诚挚的良好祝愿。虽然我们远隔万里，但贵国唐朝的一位诗人说得好：“海内存知己，天涯若比邻。”

2. Ladies and gentlemen, dear friends, next year, we will celebrate the 40th anniversary of diplomatic ties between our two countries. We should be proud of what we have achieved and should actively push for greater development of China-Canada relations at a new historical starting point. We are ready to work with Canada, take a strategic and long-term perspective and seize the opportunity brought by the 40th anniversary of China-Canada relations. In this respect, we hope and we believe that we can continue to count on the strong support of the Canada-China Business Council and visionary people from all sectors of Canada. Thank you.

3. 我很确定，如果当年苹果电脑没开除我，就不会发生这些事情。这贴药很苦口，可是我想我很需要这贴药。有时候人生会给你当头一棒，不要丧失信心。我确信我热爱我的工作，这就是这些年来让我继续走下去的唯一理由。你得找出你的所爱，工作上是如此，对爱人也

是如此。你的工作占据了你的大部分人生，唯一获得真正满足的方法就是从事你认为是伟大的工作，而唯一从事伟大工作的方法是去热爱你所做的工作。如果你还没有找到那份工作，继续找，别停顿。如同寻找真爱，等到你找到那份工作的时候，你能从心里感受得到。

4. Expanding economic and trade cooperation and cooperation in other fields are conducive to the development of a bilateral political relationship. It is beneficial to the interests of our two peoples. I hope all our friends at this conference will make joint efforts to continue to contribute to the comprehensive development of the Sino-UK relationship. Thank you!

II. 口译实战 Field Interpretation

A. 汉英口译 Chinese-English Interpretation

Honorable Lord Mandelson,

Honorable Ambassador Fu Ying,

Dear Friends from the Business Community,

Ladies and gentlemen,

Good afternoon,

Today, we hold the Seminar on China-Britain Economic and Trade Cooperation jointly organized by the China Chamber of Commerce for Import and Export of Mechanic and Electronic Products and the China-Britain Business Council. On behalf of the Ministry of Commerce of the People's Republic of China, I'd like to extend heartfelt congratulations on its opening. It brings together government officials and business people from China and Britain to explore ways to tackle the crisis and promote development. The theme "New Challenges, New Opportunities" is highly relevant. I look forward to a successful meeting.

Without doubt, this international financial crisis has landed the world economy in the most difficult situation since the Great Depression. China, as a developing country with heavy reliance on foreign trade, is experiencing a hard time in economic growth, particularly in foreign trade and investment. Since November 2008, China's imports and exports have seen negative growth for 3 consecutive months, while inward investment has been sliding. We've also noted that economic growth and employment here in Britain has also been dealt a heavy blow. Two-way trade between China and Britain has suffered as well. In January 2009, bilateral trade value dropped 21.6% year on year. The gravity and speed of the decline are unprecedented indeed.

To tackle the crisis and challenges, countries have taken various countermeasures, contributing greatly to restoring confidence and mitigating the consequences of the crisis. However, in the face of a crisis, efforts of a single country are far from enough. In a world featuring globalization, economies are inextricably interwoven with each other. The history of world economy has proven that insulation and protectionism offers no way out; openness and cooperation is the right recipe to heal a crisis. The visit of the China Trade and Investment Promotion Delegation, which I lead to Britain, is an important follow-up to Premier Wen Jiabao's "Trip of Confidence" earlier this month. It shows the stance and resolution of the Chinese government to oppose protectionism under

difficult circumstances.

New challenges often present new opportunities. To China and Britain, this crisis will serve as a catalyst to enrich our reciprocal cooperation. At present, governments at all levels in China are in full gear to implement measures targeted at maintaining the steady growth of economy. With the execution of large-scale projects in public welfare, infrastructure, and ecological environment, hundreds of thousands of companies with foreign investment, including Britain's, will be able to share these new business opportunities. During my investigation and study tours around China, I found that many Chinese enterprises, especially private ones, are very interested in buying more advanced technology and equipment from Europe. Among all EU countries, Britain is the third largest trade partner for China and has made the most investment in cumulative terms. Our two countries enjoy huge potential in such fields as biology, information and environmental technology, low-carbon economy, energy technology, new materials, pharmaceuticals and healthcare. We encourage companies from the two countries to further deepen exchanges and cooperation in every field and share those valuable opportunities.

Ladies and Gentlemen,

Britain is the birthplace of the idea of free trade. Adam Smith's theories have influenced international trade over the past 200 old years. Selecting Britain as the last lag of our trip has added special significance to this event. Along the way, we have had candid and in-depth dialogues with friends old and new. We have reaped tangible and intangible fruits by signing contracts or negotiating intentions. Most importantly, we have demonstrated to the rest of the world our sincerity and confidence to tide over the difficulties by opening mind and joining hands. We believe that there are boundless opportunities in the future, and spring is right around the corner.

Thank you.

B. 英汉口译 English-Chinese Interpretation

今天,我非常荣幸能邀请大家来参加英中“旅游目的地国(ADS)计划”的启动仪式。欢迎中国 ADS 首发旅行团到英国旅游。这是一个非常重要的时刻,我甚至设法安排了在伦敦塔桥上悬挂横幅来庆祝这一活动!

根据“旅游目的地国计划”,首发团将于 7 月 24 日启程前往英国。这要归功于英中两国政府之间的辛勤工作和密切合作。旅游目的地国协议可促进中国到英国的团队旅游,加强我们两国之间的联系。今天我非常高兴地宣布,我们的准备工作已经完成,旅游目的地国协议开始生效。

对于要到英国旅游的游客来说,这是一个特别令人兴奋的时刻。世界各地的英国人听到伦敦赢得 2012 年奥运会主办权时都欣喜若狂。伦敦是一座诱人的城市:不仅因为它是具有历史意义的英国首都,还因为它是英国现代文化、娱乐和商业的中心。

伦敦的名胜古迹将为 2012 年奥运会的举办提供令人心动的背景,崭新的奥林匹克公园包括体育场和水上运动中心等将为奥运提供最新的设施。

正是这种新与旧、古代与现代的结合才使英国成为一个无与伦比的旅游目的地。从这个