In this issue:
Maturity and Language
Training for Technical Translators
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How Mature Are We, Really, When It Comes to Language?

By Nataly Kelly

Why do those of us who work in the language field often take things so personally when it comes to language?

Seven Things a Chief Interpreter Wishes You Knew

By Ewandro Magalhães

An interpreter recruiter shares advice on the dos and don’ts for freelancers.

Training for Technical Translators: An Interview with Uwe Muegge

By Marta Chereshnovska

In addition to developing skills in translation core technologies like terminology management, translation memory, and machine translation systems, what other skills are necessary for students of technical translation?

Translators and Self-Published Authors: A Partnership for the New Digital Publishing Age

By Rafa Lombardino

If you are thinking of gaining experience as a literary translator, you might want to consider a relatively untapped niche: self-publishing.
Our Authors

Marta Chereshnovska is a translation and localization specialist (English-Ukrainian, English-Russian). She has six years of translation, localization, and subtitling experience. She has worked on information technology, telecom translation, and localization projects (software, web, mobile, games). You can find her blog, Translation and 110n for dummies, at http://trans110n.tumblr.com. Contact: martavelychko@gmail.com.


Rafa Lombardino is an ATA-certified English-Portuguese translator. She has a professional certificate in Spanish-English translation from the University of California San Diego Extension, where she teaches the course “Tools and Technology in Translation.” Specializing in computers and technology and business communication since 1997, she branched out into literary translation in 2011. She has translated seven books to date, with the eighth in the works. She is the president of Word Awareness, a small network of professional translators, and runs two literary translation projects, BrazilianShortStories.com and CuentosDeBrasil.com. She also blogs at eWordNews.com. Contact: translations@wordawareness.com.

Ewandro Magalhães has over 20 years of experience as a conference interpreter. He has a master’s degree in conference interpreting from the Monterey Institute of International Studies Graduate School of Translation, Interpretation, and Language Education, where he is an adjunct professor. He is the chief interpreter at the International Telecommunication Union in Geneva, Switzerland, and a former contractor with the U.S. Department of State, International Monetary Fund, The World Bank, Organization of American States, and several other international organizations. He is the author of Sua Majestade, o Interprete - o fascinante mundo da tradução simultânea. He is a member of the American Association of Language Specialists. You can find his blog, Field Notes, at www.ewandro.com. Contact: ewandro@gmail.com.

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www.mdc.edu

13 University of Arizona
http://nci.arizona.edu

7 University of Illinois Translation.Illinois.edu/programs/masters.html
At its recent annual Planning Day, the Board discussed potential growth strategies for a number of different membership segments. Because students of translation and interpreting and those entering the profession from other fields are of particular importance to the Association, it was agreed that ATA should make even greater efforts to serve the needs of newcomers.

Like other associations of comparable size, ATA monitors the renewal patterns of its members. The resulting statistics give us insight into the groups we serve well and lets us identify those membership segments that may be looking for additional services or benefits. In the context of attracting and retaining members, newcomers (both to the Association and to the profession) deserve particular attention. The wealth of information contained on ATA’s website and on the various communication platforms of divisions and chapters is not always apparent at a quick glance, and may even seem overwhelming. At the same time, new members may not realize where to turn with their questions and feel isolated. A recent free webinar offered by the Mentoring Committee (www.atanet.org/webinars) drew a record crowd, underscoring the need for resources tailored specifically to members finding their way into the profession.

A newly formed group of volunteers has been discussing ways to make our newcomer experience even better, both in ATA’s media offerings and at the Annual Conference. The first goal is to build a moderated online forum to share resources and host discussions. The group first analyzed which medium would be best suited for discussions about breaking into the profession and for learning more about the existing resources the Association offers. Although Yahoo! listservs such as our popular Business Practices Forum (finance.groups.yahoo.com/group/ata_business_practices) are well suited for professional exchanges, they can be a challenge to join and administer. Therefore, the group has decided to build a blog that will compile topics of interest to newcomers and allow for comments and questions.

In a parallel development, plans are under way to expand our efforts to make the Annual Conference more welcoming for first-time attendees with an optional “buddy system” that will allow them to share conference experiences with established translators and interpreters. This effort would go beyond the scope of the popular “First-Time Attendee” ribbons that serve as icebreakers for networking.

Thinking back on your first years of working in the profession or your own early membership experience in ATA, do you have any recommendations for this effort? As always, your comments and ideas are much appreciated.

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In the context of attracting and retaining members, newcomers (both to the Association and to the profession) deserve particular attention.
In late January, I was only too happy to be given the opportunity to escape our gray winter skies for a quick trip to sunny San Antonio, Texas, for a site visit of the Marriott Rivercenter, the venue for ATA’s 54th Annual Conference, November 6-9, 2013. Though it seems that we only just finished one conference, we are already well into preparations for the next one!

San Antonio is a Hispanic cultural center, combining elements of Old Mexico and the Wild West. The River Walk, a five-mile network of walkways along the banks of the San Antonio River, is most certainly the central attraction. Lined with bars, shops, and restaurants, the River Walk is an important part of the city’s urban fabric and a tourist attraction in its own right. The Marriott Rivercenter is right in the middle of the action. The doors of the hotel open onto the River Walk, with water taxis meandering past colorful sun umbrellas and patrons spilling out onto walkways of dappled sunlight. Sidewalk cafés along the River Walk have tables outside year-round for diners to enjoy the excellent food and drink while listening to live music (think mariachi). Tableside guacamole and margaritas are staples here, and sure to please.

If you venture up to street level, the lush, contemplative gardens surrounding the Alamo beckon to both tourists and natives alike, and the San Antonio Museum of Art delights with the largest and most comprehensive collection of ancient Egyptian, Greek, Roman, and Asian art in the southern United States. Within easy striking distance of the conference hotel, kids (and their parents) will enjoy HemisFair Urban Park (built to host the 1968 World’s Fair) and SeaWorld, and there are also plenty of great golf courses for greens worshipers. Be sure to check out the websites in the box below for more information on area attractions.

Texan hospitality is a given, as are the oversized cowboy hats and boots that really are worn around these parts. Once again, we are fortunate to have a crack team of local ATA members to help provide insider information on everything from where to find a drugstore or the best Tex-Mex food in town to helping decipher some of the more colorful regionalisms you may hear.

ATA’s Annual Conference provides so much more than the opportunity to sightsee—the hallmark of the conference remains its top-notch educational sessions. A select mix of invited speakers from around the globe and colleagues who generously share their expertise ensure that there is always something for everybody. By the time you read this, I will be spending some quality time reviewing the many session proposals we received.

Of course, the heart of every ATA conference is the people: presenters and attendees alike relish this annual opportunity to connect, building new relationships and renewing the old. Mark your calendars now for November 6-9, 2013. I am looking forward to seeing y’all there!
If it is too good to be true, it is probably a scam.

A number of e-mail and online scams have specifically targeted translators and interpreters. Stay vigilant!

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National White Collar Crime Center
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Reminder: Beware of Scams
ATA engages the services of an independent auditing firm each year to review our finances and our financial management procedures and controls. They then provide audited year-end financial statements.

ATA's financial statements for Fiscal Year 2011-2012 have been reviewed by the independent auditors, who gave them their “unqualified approval” (i.e., approval without reservations or objections). This is the highest possible rating.


As reported previously, our finances were impacted negatively by the one-time loss that resulted from ATA hosting the International Federation of Translators Congress in August 2011. Most of the $136K deficit for Fiscal Year 2011-2012 is attributable to this loss. (In response, the Board has revised the long-term budget to call for eliminating this accumulated deficit in two or three years.)

Membership dues revenues were comparable to the previous year’s figures at $1,681K. These revenues help finance ATA’s major programs and services, such as The ATA Chronicle, Certification, the Conference, and Professional Development. Since this audit period, ATA has seen strong membership renewals, which are good indicators for future growth.

Compared to the previous year (2010-2011), the deficits from The ATA Chronicle and Professional Development were reduced, the first as a result of cost-saving measures, and the second as a result of the shift from regional seminars to webinars. The deficit from Certification was due mainly to inflationary factors while that from the Conference was due to the higher meeting expenses in Boston as compared to Denver.

The 2012 year-end deficit reduces our Net Assets from ($83K) to ($219K).

Our cash flow is cyclical, with more cash coming in from Conference registrations in the fall and from Membership renewals at the beginning of the year. As of June 30, 2012, we had $264K in cash reserves. In addition, as of June 30, 2012, we had financial investments in the amount of $290K, which are readily convertible to cash, but were not used.

Looking ahead, we will be preparing the budget for the new fiscal year, which will begin on July 1, and the draft budget for two additional years. I will report on the budgets in my next column.

ATA Scholarly Monograph Series XVII

From the Classroom to the Courtroom:
A guide to interpreting in the U.S. justice system

An ideal reference manual for interpreters! From the Classroom to the Courtroom explains and illustrates court procedure and provides interpreting exercises based on authentic material from each successive stage of the judicial process. Supplementary instructional aids include recordings in English and Spanish and a glossary of selected legal terms in context.

The American Translators Association’s Board of Directors met February 9-10, 2013, in Las Vegas, Nevada. The meeting followed the Board’s Annual Planning Day.

The Planning Day allows the Board to discuss various in-depth aspects of the Association’s activities and governance. These discussions help the Board reach a consensus on the Association’s priorities, as well as work through complex options for the Association. This year, topics of discussion included advancing membership growth, further strengthening ATA’s Certification Program, and offering resources for post-editors.

Here are some highlights from the Board meeting.

**Nominating and Leadership Development Committee:** The Board approved the appointment of the members of the 2013 Nominating and Leadership Development Committee: Beatriz Bonnet, Connie Prener, Frieda Ruppaner-Lind, and Karen Tkaczyk. Jiri Stejskal, the chair of the committee, was already approved.

**ATA Guide to an Interpreting Services Agreement:** The Board approved the *ATA Guide to an Interpreting Services Agreement* (www.atanet.org/careers/interpreting_agreement_guide.pdf). This new online guide provides practical information on what to look for in an interpreting services agreement. The guide is similar to the previously approved *ATA Guide to a Translation Services Agreement* (www.atanet.org/careers/translation_agreement_guide.pdf).

**Ethics Procedures:** The Board continued its work and discussions on revising the Administrative Procedures for Ethics Proceedings. The goal is to update procedures that will continue to ensure due process while addressing, among other things, timeliness, clear steps, and better communication among all involved. ATA President Dorothee Racette established an ad hoc committee, chaired by Director Ted Wozniak, to work on the revisions.

**Guadalajara Book Fair:** The Board was briefed by Director Lois Feuerle on ATA’s participation in the recent Guadalajara Book Fair, the world’s second largest book fair behind Frankfurt. She reached out to ATA members throughout Mexico to staff ATA’s table in the Rights Center where publishers and literary agents buy and sell rights. These publishers and literary agents, who form the market for translation services, learned about ATA’s online Directory of Translation and Interpreting Services to help find qualified translators for their projects. Based on the success of this initial effort, ATA will look into participating at future Guadalajara Book Fairs.

**Translation and Computers Committee:** The Board approved the appointment of Corinne McKay as the chair of the Translation and Computers Committee. She replaces Michael Metzger, who resigned.

The Board meeting summary is posted online. The minutes will be posted once they are approved at the next Board meeting. Past meeting summaries and minutes are also available online at www.atanet.org/membership/minutes.php. The next Board meeting is set for April 27-28, 2013, in Alexandria, Virginia. As always, the meeting is open to all members, and members are encouraged to attend.
I will never forget the first time I heard the word “transcreation.” I was attending a health care conference and a physician friend of mine was explaining how some of his colleagues used a new process that enabled health education materials to provide more culturally relevant information. He explained that, instead of just converting the information from one language to another, transcreation took into account cultural nuances, adapting the format, the images, and much more.

“But we already have a word for that in the translation field,” I countered. “It’s called localization!” The fact that I was reacting so severely to a word—any word—was a pretty bad sign. After all, anyone with a background in linguistics knows that we should always look at words objectively, with professional interest, but never with disdain. Unfortunately, sometimes even those of us who pride ourselves on our professionalism can forget this momentarily, letting our passion for words run wild. In this case, I could not stop myself from uttering a question to my friend that I have come to despise: “Why do people see the need to invent a new term when we already have one that means the same thing?”

I look back on that incident with embarrassment, for it was clearly a moment of linguistic immaturity on my part. Obviously, people invent new terms because this is the nature of language itself. It is growing and evolving constantly. Would botanists chastise a plant for changing its color to adapt to a new environment, or shake their heads in dismay if a species of bird began to grow fewer feathers in a warmer climate? Surely not. They would take note of it, observe it, and use the information to go about their work. They would not blame the plant or animal. So why do those of us who work in the language field often take things so personally when it comes to language?

In a previous article, I wrote about the fact that as translators and interpreters, we are in a relatively small linguistic group of our own. Even the way we define the word “translation” often differs from the way the general public uses this term, and from the way most dictionaries define it. Even though translators and interpreters are language professionals, we often become irate when we hear people use a word in a way that we believe is incorrect.
a word in a way that we believe is incorrect. Ironically, most professional codes of ethics specify that we should carry out our work in a way that is free of bias.

Do we really always adhere to that? I would argue that most of us find it difficult, and that viewing language in an unbiased way takes time, practice, and the most critical ingredient—awareness. Let me offer a few common examples.

- **Do you believe that one regional version of a language is “better” than another?** If so, you have a bias. A linguist would point out that those regional varieties are merely different. The question of which one becomes standard and which ones are viewed as nonstandard is typically linked to economic, political, and societal reasons—not purely linguistic ones.

- **Do you believe that language should remain “pure?”** There is a term for this in the field of sociolinguistics: “linguistic purism.” This mindset attempts to prioritize the language as spoken by one group over others in order to shield it from outside influences. Had the linguistic purists in Shakespeare’s day been successful, the English language would never have benefited from the hundreds of new words and phrases he popularized, such as “fashionable,” “sanctimonious,” “full circle,” and many others. At that time in history, playwrights were not viewed as intellectuals. They were found at the very bottom of the literary totem pole, like a modern-day version of a celebrity gossip magazine. Tempted to shake your head at the words “cray-cray” and “wackadoo” in the latest headline of the *Enquirer*? Stop to consider that these are simply an accurate reflection of modern language evolution.

- **Do you laugh when people pronounce things “wrong?”** If you snicker every time someone says “nuc-u-lur” instead of “nu-cle-ar,” ask yourself why you believe that millions of people living in the southern part of the U.S. do not have the right to pronounce the word as they see fit. After all, many Brits look down at Americans for “mispronouncing” the word “aluminum” because we do not say “aluminium” with the extra “i.” What is considered standard in one place is not standard in the next, but that does not mean it is incorrect. Obviously, there is such a thing as a language learner or even a native speaker completely botching a pronunciation. Do not be too quick to assume that someone’s pronunciation is incorrect, or you might be reflecting a bias on your part.

- **Do you cringe when you hear an Anglicism in another language?** I have seen many a mournful look cross the faces of translators and interpreters when discussing Anglicisms that are supposedly “contaminating” a language. This view is another version of linguistic purism. Imagine what English would be like if we had tried to ban all of the terms from Latin that entered the language. The reality is that no one can stop people and cultures from coming into contact with each other, and as they do, languages change. This phenomenon is natural and has existed for as long as people and their languages have.

When I worked as an interpreter trainer, I often found that the interpreters in my orientation trainings would complain about how people speak a regional variety of a language. In the case of Spanish, my interpreters from Spain often struggled with Caribbean Spanish. People from some parts of South America would have trouble with Mexican regionalisms. Sometimes, interpreters from an urban setting would complain when they had to interpret for people from a rural area, even if they were all from the same country! I recall one interpreter who told me that whenever someone from Mexico used the word *mueble*, a regional term for “car,” she made sure to “teach” them the proper word, which, according to her, was *automóvil*. The way she explained it was condescending and judgmental. I quickly pointed her back to the impartiality tenet of the interpreting code of ethics, but she remained convinced that her word was right and theirs was wrong.

My unfortunate outburst with my physician friend was simply another manifestation of the same snare trapping that interpreter—an overly emotional attachment to language. As years went by and I did more...
research, I was forced to admit to myself that I had been dead wrong. The research proved that transcreation is in fact a very different thing from localization. Transcreation is used in several very specific fields, including the video gaming industry, the advertising industry, and in cross-cultural health settings. I learned that instead of being billed on a per-word basis, transcreation services are billed by the hour. I also learned that instead of starting with a source text, transcreation starts with a creative brief. I discovered that instead of having an objective of rendering the same information faithfully, transcreation’s goal is to produce a desired outcome, even if it means using completely different words, images, and media. I now know that transcreation is a much more common term in the U.K. than in the U.S., and that many companies even count it as a separate revenue stream from translation. So, as it turned out, I had been dead wrong. Transcreation actually does not have that much in common with localization after all.

Any time we find ourselves judging, especially in a negative way, the way someone else uses words, we are diminishing ourselves as professionals instead of opening our minds to the beauty and diversity of language itself. It is one thing to identify attributes of a word in a detached and neutral way so that we can select the perfect option. It is quite another to react negatively to a newly created term, a nonstandard pronunciation, or a creative use of grammar. After all, if we want our professions to thrive, we need to evolve right along with the ever-changing, ever-growing languages in which we work.

Today, I make a conscious and concerted effort to keep an open mind when it comes to language, not only because of the professional vows we all take to translate and interpret with objectivity and impartiality, but because I believe it is a sign of maturity when it comes to understanding language from various perspectives. I have to work as hard as anyone else to remind myself of the importance of this. And, even though I know it can hurt to hear it, I also feel it is important to remind others of this responsibility.

What is considered standard in one place is not standard in the next, but that does not mean it is incorrect.

The point? Even if we find them abrasive initially, terms like “transcreation” and “cray-cray” will never stop popping up and taking us by surprise. We can either adopt an open, accepting approach to language or a fearful and purist one. Which one sounds more mature? Language evolution will never go away, so there is really no point in being emotional about it. If we want to show true professionalism when it comes to language, we must leave linguistic loathing to the amateurs.

Notes
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Visit www.atanet.org/providers.php to start saving!
There are arguably some disadvantages to being a chief interpreter. One does not get to interpret as often. One has a clock to punch, reports to write, long staff meetings to sit through, and scores of managerial chores that are not necessarily fun. And while one free-rides occasionally on collective success, failure is no longer circumscribed to one’s own mistakes. If an interpreter on my team falls flat on her face, I have a lot of explaining to do.

Obviously, the job comes with many perks. You are suddenly cleared into circles you did not know existed, where guidelines are discussed and decisions are made that have a direct impact on working conditions, technology transfer, and the overall pace of progress in the industry. The opportunity to help shape the field of interpreting and leave the profession better than you found it is real. And did I mention the welcome promise of a steady income to weather the seasonality of freelancing?

But beyond the evanescent elite membership privileges and pecuniary incentives, what I like most about my job as a chief interpreter is the amazing learning experience it provides. Being on the other side of the counter brings a completely different perspective, but I still know full well what it is like to be a freelancer. This position has taught me a lot about diversity and human nature, while revealing many attributes of my own personality, some reassuring and some I would rather sweep under the rug.

Now, just over two years into the job, I realize many things I wish I had known in my days as a freelancer. Knowing then what I do now would have greatly improved my perform-
ance and earned me an extra buck in the process. So, for the benefit of those interpreters who do not aspire to become chiefs, I thought I would share some important lessons learned along my professional journey.

1. Quality Is a Package

One’s interpreting abilities, accuracy, and smooth delivery rank high up on any chief interpreter’s checklist. But so do punctuality, teamwork skills, flexibility, and, most importantly, manners—both in and out of the booth. The best interpreters are the ones who get the job done unassumingly while making it easier for everyone to do the same, including the chief. They work diligently on their languages as well as their people skills. By contrast, arrogant, over-demanding colleagues make it all about themselves and risk having relative gains in performance (if any) overcast by the toxic atmosphere they end up creating. All things considered, I guess any chief interpreter would prefer a really good interpreter with a great attitude over an excellent interpreter with a poor attitude.

Take-home point: be good, but be nice.

2. It Is About Peace of Mind, Not Razzmatazz

You have every reason to be proud of your skills and achievements. You worked hard on yourself and attained a reputation as a reliable, competent linguist. You interpreted for J.K. Rowling, Harry and Dumbledore, and got a standing ovation at Hogwarts. Kudos to you! Your VIP list will earn you extra credits with a prospective employer and you are certain to be a sensation among your Facebook friends. Yet being on a first-name basis with Lord Voldemort does little to impress chief interpreters. They have been around the block once or twice on that broom, too, and can quickly see through the self-promotion blabber.

To really leave a mark, review the attributes discussed in the previous section. Prepare and deliver as a dependable professional. Get in, get it done, and get out. Do so consistently and let your work speak for itself.

Take-home points: drop the hocus pocus and sell the steak, not the sizzle.

3. A Fusillade of Questions Will Backfire

There are some valid questions an interpreter might consider asking before an assignment if the requirements have not been communicated effectively by the chief interpreter. Dropping a line to flag an important omission or to seek clarification on the venue, the time, or the subject matter shows professionalism and conscientiousness. Overdoing it will convey the opposite impression, though, and you will come across as an inexperienced or, worse, insecure interpreter.

To make sure this does not happen to you, here is a quick guide to getting the information you need in a manner that conveys professional competence.

- Think of all the questions you want to ask and then refine the list, mentally or on a sheet of paper.
- Strike out from your inventory any questions you might find the answers to somewhere else. (Unless a Sandy-like storm is forecast, I have no idea what the weather will be like in Geneva next week, and I am not the one to tell you what to pack in your suitcase.)
- Drop the awkward requests. (No, I cannot get you a window seat on your upcoming trip to Moscow.) Also, refrain from asking questions to which answers have been promised. (“You said the program would be forthcoming. Any chance I could have it now?”)
- Do not ask questions a chief interpreter might prefer not to answer, like who your boothmate is going to be or why you have not been assigned to interpret at the closing ceremony. You may end up with a vague answer or one you do not want to hear.
- Most importantly, in the event you receive a notification canceling the assignment (which can happen abruptly), be careful not to ask for reasons based on unproven assumptions. (“Did I do anything wrong?”) Rather, reply with a short, assertive note to acknowledge the cancellation and reiterate your willingness to be of assistance a second time around.

If you need to rely on e-mail, please do your share to keep message
traffic to a minimum. E-mail is an incredibly time-consuming tool. Keep your notes short and concise. If reacting to a group e-mail, do not copy everybody by clicking the “Reply to All” button, and by all means never blind copy anyone. Whenever possible, present all relevant concerns in a single, concise e-mail and make it such that no reply is necessary. (“If I do not hear from you by Monday, I will assume ...”).

Take home point: do not seek and ye shall find!

4. Ask and You May Well Receive

On the bright side, interpreting just may be a recession-proof occupation. The deeper the crisis, the more people talk about it. In every language. On the not-so bright side, conference interpreting is seasonal by definition. Conferences follow a predictable ebb and flow pattern. Few people will be willing to meet over the holiday season, and come August, it will be too damned hot (or cold) to talk about anything. You might as well close the talk shop for a good 30 days and be out playing golf or skiing.

If you are a well-established professional in your area (geographically or otherwise), you can rely on a rather steady flow of contracts and income from February to mid-July and from September to early December. During those peak periods you will probably run into a different type of problem: receiving too many work offers. Despite appearances, this is not a good problem to have. Save for occasional double-dipping, you can only service one conference a day. Unless you run a business where you capitalize on somebody else’s labor, a sudden downpour of gigs after a long dry streak might get you wet but it is unlikely to leave you dripping with gold. Somewhere along the line you will have to sacrifice a full week of meetings for a conflicting two-day conference.

Regardless of how good you are, there will eventually be unwanted holes in your calendar. That is just a fact of life; a freelancer’s life, anyway. While this situation just has to be accepted, that does not mean you have to take it lying down. During the low tides, most interpreters respond passively, sitting by the telephone with their fingers crossed and wondering why it will not ring. They are either too shy or too proud to make their availability known, and only a few will break the inertia and ask their employers for work. Guess what? These selected few who take initiative are the reason your telephone is not ringing.

A chief interpreter will typically draw from a pool of hundreds of interpreters who are screened constantly for quality, teamwork ability, and availability. In times of plenty, everyone gets their share. But when conference days start to dwindle, you will need one extra attribute to keep the offers coming: visibility. I can only hire you if I “see” you. To be in my booth, you need to be on my radar screen. To keep coming back, you need to be top of mind.

There is nothing wrong with flagging your readiness to an employer. The trick is doing it nicely, without imposition. Do not ask funny questions and do not kiss up. Simply reiterate your willingness and availability in a concise, straightforward e-mail, with no attachments. You are not begging for work. You are simply presenting yourself as a viable option. In so doing, you increase your chances of landing another contract while helping the chief interpreter in the process.

Take-home point: out of sight, out of mind.

5. Nobody Likes Whiners

In an ideal world, presenters speak slowly, bring extra hard copies of their presentations, and throw candies to interpreters from behind the podium. Schedules are announced in advance and kept unchanged. Travel conditions are great, the sound system works to perfection, and everyone around you is cool, calm, and collected. But save for Shangri-la, that is certainly not the norm anywhere, and the ensuing uncertainties often drive interpreters to the edge.

Some colleagues react to the added stress by going into chronic whining mode. Their frustration mounts and is often misdirected at teammates or the client. This leads to poor team spirit and puts people off fast.

As a conscientious colleague, you will want to keep a constructive attitude despite any perceived risks and would do well to put the client first. Be transparent. Address problems directly and be sure to target behavior, rather than people. Be part of the solution or be neutral. Not getting in the
way is sometimes the greatest help of all and the kindest thing to do. Cursing the darkness may feel good and temporarily appease your anxiety, but lighting a candle works a lot better for all concerned.

Take-home points: reach for those matches and do not put oil in the fire.

6. Appreciation Goes a Long Way, Both Ways

The words “thank you” are among the first and last ones to ever come out of an interpreter’s mouth in the booth. They are also the first and last words interpreters will hear as speakers open and close their presentations. Repetition alone should have by now engraved in our brains the self-evident truth that appreciation ought to precede and succeed all of our actions. Sadly, however, that awareness is lost to many amongst us once we step out of our glassy working cubicles, and many interpreters leave those powerful words unsaid.

These colleagues waste a golden opportunity to experience a superior emotion and the promise of more good things to come. They overlook and eventually banalize the many blessings involved in bringing another day of work to fruition. They deny themselves the gift of joy and snap back into anxious anticipation for what tomorrow will bring. And tomorrow keeps bringing more of the same.

According to most ancient traditions, our universe runs on thought-forms and feelings, and what we call reality is a mere reflection of what we project. In less esoteric lingo, science points in the same direction, with expectations dictating results in high-level experiments in physics. Whether or not you believe in the magnetic pull of gratitude, adopting a more appreciative stance is guaranteed to make you happier. It will also bring you more jobs and ultimately money. Another simple principle is at play here: reciprocity. Appreciation acknowledges the circumstances that bring freelancers and employers together, mindful that both parties could have chosen otherwise. Appreciation operates from the premise that both sides want to get it right. Appreciation acknowledges one’s honest efforts, albeit imperfect, as steps in the right direction. It makes visible and reinforces that which need not be fixed. It feeds back on itself and keeps mutually appreciative players engaged in a long, self-sustaining virtuous cycle.

Unless you cannot possibly accommodate any more prosperity or happiness than you have currently, you may consider increasing your thankfulness. Train yourself to feel grateful for—not entitled to—the offers of work you get. Acknowledge them with gratitude or decline with grace. Reinforce the behavior you want to see more of. Make it a habit to send a thank-you note to those who help you materialize the wonderful life you create for yourself in your chosen field. The trick is doing it sincerely, with conviction yet without the expectation of receiving anything in return. No need to get carried away or say much. Those two simple words will do.

Take-home point: just say the words.

7. It Is Not About You

Interpreting is a communications business. As an interpreter, you are part of a broader conversation, and complete neutrality remains a lofty yet elusive aspiration. Try as you might, you cannot help but bring into the picture some of your true essence. It will show through in your intonation, your word choice, and even the length of your pauses. You are certainly not at liberty to share your opinions in the booth, but the interaction will be different because of you. That is okay, but only as long as you can shift the focus away from you.

You are not a machine. Think communicate, rather than interpret, and do not be afraid to contribute the attributes that make you a unique enabler. But remember that good communicators make it all about their interlocutors. Good interpreters take genuine interest in those on the receiving end.

Take-home point: they are happy you are there, but they are not there for you.

Being on the other side of the counter brings a completely different perspective, but I still know full well what it is like to be a freelancer.

Visit ATA’s Online Calendar
www.atanet.org/calendar/ for a comprehensive look at upcoming events
Uwe Muegge is the coordinator of the Masters in Translation and Localization Management Program at the Monterey Institute of International Studies Graduate School of Translation, Interpretation, and Language Education. He teaches courses in computer-assisted translation and publishes regularly on translation technology. He is a director at CSOFT in Beijing. As CSOFT’s senior translation tools strategist for North America, he contributed to the development of TermWiki, a cloud-based terminology management system. He is a member of several standardization bodies, including ASTM International Technical Committee F43 on Language Services and Products and ISO Technical Committee 37 for Terminology and Other Language and Content Resources. He has more than 15 years of experience working on both the vendor and buyer sides of the industry.

I believe strongly in teaching the fundamental skills any knowledge worker in the 21st century needs.

What aspects do you emphasize most in your work as an educator of future technical translators and localizers?

One of the first things students learn in my “Introduction to Computer-Assisted Translation (CAT)” course is how technical translation is different from translation in the literary tradition. The most important characteristic of a typical technical translation project (if there is such a thing) is that the text to be translated is linked to a product or service, whereas a text in a literary translation project typically stands alone. The fact that there is a strong connection between the source text and a product or service has many implications. First, consistency within and across documents and versions is of the utmost importance throughout the entire process of any technical translation project. For instance, how do you make sure that multiple translators working on multiple text types within a large project (e.g., software strings, online help, tutorials, etc.) all use the same terms in the target language? How do you ensure stylistic consistency between translated documents in the current release and those in previous releases (think usability and corporate identity)?
The big question is how do freelance technical translators meet the requirements for consistency and accuracy while performing their jobs in the most efficient manner? Unlike in literary translation projects, buyers of technical translation services typically have made heavy investments in research, development, and marketing prior to the launch of a new product or service. That is why buyers of technical translation services lose revenue every day a translation is not available and the company is not able to sell to international markets. Helping students understand the business reasons that drive technical translation projects and how to meet these needs using state-of-the-art translation tools and processes is the primary goal of all the courses I teach.

In addition to developing skills in translation core technologies like terminology management, translation memory, and machine translation systems, I believe strongly in teaching the fundamental skills any knowledge worker in the 21st century needs. For instance, I offer a module called “Advanced Web Search,” where students learn to use search operators like filetype:, definition:, or “phrase” to perform more targeted Google searches.1 Helping students sharpen their online research skills enables aspiring linguists to find information related to translation of any kind faster and more efficiently. In another module, I familiarize incoming translation and localization students with basic social networking skills and strategies. Students learn that LinkedIn is a people and solutions search engine that rewards those who understand basic search engine optimization principles. I also emphasize that a presence on LinkedIn, Twitter, and Facebook helps students get hired in emerging roles like social media marketing, which more and more language services providers are starting to offer.

Are there any emerging technologies and practices that you currently use in the classroom?

I have been very excited about the potential of cloud-computing ever since this technology arrived on the horizon. For those unfamiliar with cloud computing, it means that the applications that process your data reside on a remote webserver, not on your local computer. Cloud-computing has many benefits. Applications are basically maintenance-free, do not cause compatibility problems on the local computer, and many run on all major operating systems. In addition, because cloud-based applications are typically offered as software as a service (SaaS) on a monthly subscription basis, using this type of technology does not require a major upfront investment in software licenses.

I started using cloud-based translation memory systems in the classroom in 2008, and last year I made the transition to delivering all course material and activities in my CAT courses using cloud-based systems. Students access all material online, including instructor-generated content (articles and slides), student-generated content (results of group discussions), testing (with instant feedback!), and translation exercises in a CAT tool. Best of all, students have access to this information 24/7, from any place that has an Internet connection, using the computing device of their choice (desktop, laptop, tablet, or smartphone).

Currently, I am using four types of cloud-based applications in my courses:

**Moodle**
www.moodle.org
A cross-platform, topic-based, self-service learning management system where students access course content, collaborate with other students, submit assignments, participate in tests, and receive performance feedback/grades.

**TermWiki**
www.termwiki.com
A cross-platform terminology management system where students create terminology projects and termbase entries that include mandatory definitions and a hierarchical data category structure. Students also perform batch uploads from external resources.

**Wordfast Anywhere**
www.freetm.com
A cross-platform translation memory system where students set up simple termbases and translation memories, analyze new documents, translate using termbases and translation memories, perform simple quality assurance, and share translation memories and termbases.
Lingotek
www.lingotek.com/collaborative_translation_platform

A cross-platform translation management system with an integrated machine translation component where students set up and manage simple translation workflows, post-edit machine-generated translations using termbases and (human-generated) translation memories, and collaborate with fellow students in real-time.

[For those who are interested, there is a brief video available on how I am using cloud-based translation tools in the classroom.]

Do you have any tips for freelance translators who are interested in terminology management?

In my opinion, terminology management is one of the areas that many freelance linguists neglect in their professional practice. I tell my students that terms are the words that clients particularly care about. As a service provider, you want to make sure that you are using the client’s preferred terms within and across projects, and you want to do that as efficiently as possible. But how?

First, and this may sound trivial, use a translation memory system for every project. It is amazing how many professional translators use a translation memory system only for repetitive text or if the client explicitly requires it. I know from experience that many industry professionals look at translation memory systems primarily as a productivity tool. However, translation memory software also offers many quality features that help translators with every translation project, be it repetitive or not. [For a brief overview of the benefits of using translation memories, readers can consult an article I wrote on the subject.]

Second, create or update a project-specific termbase for every translation project using the terminology management component of a translation memory system. It is true that once translators process each and every translation project in a translation memory product, terminology from previous translations is accessible through the concordance or translation memory search function. However, there are two problems with relying solely on the translation memory database for terminology management:

1. Concordance searches are a manual and therefore slow process.

2. Concordances typically produce multiple search results, which necessitate time-consuming navigation of search results and decision-making.

The biggest problem with terminology management via concordance is that even after spending all of that time on identifying the best translated term, the linguist may still pick the “wrong” term, that is, the one to which the client might object! Therefore, using the terminology management component of a translation memory system to create a project-specific termbase is the most efficient way of ensuring terminological consistency within and across translation projects.

Finally, I strongly recommend that translators have their multilingual termbases validated by the client early on in the translation project. With more than 10 years of freelance translation experience, I know that this is easier said than done. Having the client review a termbase before translation begins is the best way of ensuring that the target-language terms to be used in a translation meet the client’s needs. Consider this scenario. The linguist has done his or her due diligence during terminology research to ensure that each target term in a glossary comes from a reliable source. However, the client has been using different target terms consistently in internal and external communications. What is the most likely outcome after the client reviews the translation after delivery? It is not very likely that the client will change the terminology in all existing product-related publications so that the website and catalogs are now consistent with the newly submitted translation. The most typical result of a terminological mismatch between what a translator delivers and what
the client expects is that the reviewer will mark all terms in a translation that deviate from established usage as translation errors.

[For those interested in a more detailed discussion of terminology validation as part of a translation project, see my article “Ten Good Reasons Why You Should Validate Your Translated Terminology.”]

Can you recommend any best practices and tools for translation quality assurance?

Based on my experience working on the translation buyer side, many freelance translators have an uneasy relationship with translation quality assurance. In my opinion, there are a number of reasons for this:

1. In traditional translator training, translation quality is frequently defined purely in semantic terms (i.e., how well does a translation convey the meaning of the source text, serve the intended purpose, etc.).

2. Conversely, aspects of what I call “formal translation quality” have traditionally been neglected (i.e., consistency issues within and across documents, such as terminology, numbers, punctuation, tagging, etc.).

3. Most translation tools developers do not have a long history of providing comprehensive translation quality assurance features and functions.

My advice to (aspiring) translators on how to ensure high translation quality is:

- Accept only projects for which you have the required competence (domain and text-type expertise).
- Process every translation project in a translation memory system. Many commercial translation memory products offer a range of quality assurance features, including a completeness check, consistency check (translation memory/terminology lookup), and easy formatting (tags/placeables).5
- Use the four-eye principle (i.e., have your translations edited) whenever possible.

While there is not exactly an abundance of free translation quality assurance tools, there are a few worth mentioning.

Across Personal Edition
This is a powerful translation memory solution that is available for free to freelance translators. It offers a wide range of automatic translation quality assurance functions.

ApSIC Xbench
This free download is primarily a concordance tool for searching translation memory and glossary databases, but it also offers many translation quality assurance features.

Wordfast Classic and Wordfast Pro
www.wordfast.com/index.html
Both Wordfast Classic and Wordfast Pro, which are free in demo mode (up to 1,000 translation units), offer very useful translation quality assurance modules.

My last question to you is about translation and localization standards. Which of these should freelance translators be familiar with?

I use a variety of standards in teaching my translation technology courses, and I tell my students that standards are basically best-practice documents. Standards initiatives typically reflect the combined wisdom of some of the most experienced practitioners in an industry. That is why these standards have something to offer to both novice translators and seasoned professionals. I am particularly fond of the following three translation standards:

ASTM F2575 Standard Guide for Quality Assurance in Translation
www.astm.org/Standards/F2575.htm
This is the standard I use the most in my classroom, and the primary reason for that is the fact that ASTM F2575 has the largest scope. This translation quality standard not only covers the translation process, but also gives

Consistency within and across documents and versions is of the utmost importance across the entire spectrum of technical translation projects.
recommendations for selecting translation services providers based on competencies, including competence in various types of translation technology. From the perspective of a freelance translator, the most valuable part of ASTM F2575 is probably Section 8, “Specifications Phase.” In this section, the standard lists the various areas where the translation buyer and translation vendor need to agree before translation begins. (Note: Uwe has recently been appointed chair of ASTM F43.03, the body responsible for revising F2575.)

SAE J2450 Translation Quality Metric http://standards.sae.org/j2450_200508/

Even though this standard was originally developed specifically for use in the automotive industry, SAE J2450 is probably the most widely used translation quality standard today. As the “metric” in its name implies, J2450 is a standardized methodology for measuring the quality level of a translation. This metric was designed so that translation reviewers could rate translations in an objective and repeatable fashion. Freelance translators should be familiar with this standard because their clients are likely either already using this methodology or are thinking about it.


One of my pet peeves is that many of the freelance translators with whom I have professional contact either do not manage terminology efficiently or do not manage terminology at all. Anyone who has a basic understanding of linguistics and is looking for a concise guide to terminology management should familiarize themselves with ISO 704. This standard has answers to many questions related to terminology management (“What is a concept?” “How do I write a definition?” or “What is the difference between homonymy and synonymy?”). In closing, a word of warning: while reading these standards can be rewarding in many ways, they are not exactly light fare!

If you want to read more, Uwe is a frequent contributor to CSOFT’s blog (http://blog.csoftintl.com). Uwe also makes his publications available for free download through SelectedWorks (http://works.bepress.com/uwe_muegge/doctype.html).

Notes
1. A search operator is an instruction that joins keywords to form a new, more complex query. It enables you to look for several words at once by telling the search engine how to link keywords. The most common search operators are the three Boolean operators (AND/+, OR, and NOT/-), which allow the inclusion or exclusion of documents from the search results. Here are definitions for the three search operators Uwe mentions. For more about search operators, visit www.googleguide.com/advanced_operators.html.

Filetype: This search operation returns content from specific file types. File extensions such as doc, pdf, or txt designate the file type. For example, [web page evaluation checklist filetype:pdf ] will return only Adobe Acrobat pdf files that include the terms “web,” “page,” “evaluation,” and “checklist.”

Define: If you start your query with define:term, Google shows definitions from pages on the web for the term that follows. This advanced search operator is useful for finding definitions of words, phrases, and acronyms.

Quoted Phrases: To search for a phrase, proper name, or a set of words in a specific order, put them in double quotes. A query with terms in quotes finds pages containing the exact quoted phrase. Use quotation marks to avoid finding similar terms or derived words.

2. www.youtube.com/watch?v=2AI0sKfoVIU

Helping students understand the business reasons that drive technical translation projects and how to meet these needs using state-of-the-art translation tools and processes is the primary goal of all the courses I teach.


5. Placeables are formatting placeholders that can be inserted into the translation easily. Using placeables allows translators to work in a text-only environment (i.e., one that eliminates otherwise distracting formatting).

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**Related Resources**

**Catalogue of Free/Open-Source Software for Translators**

**Beninatto, Renato. “Localization Management: Lessons from the Experts” (downloadable PDF)**


**Translation and l10n for dummies (Blog)**
http://trans10n.tumblr.com

Personal blog of Marta Chereshnovska

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**Translation & Interpretation**

Miami Dade College is the only college offering an Associate in Science degree in Translation & Interpretation Studies.

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Contact:
Caron Mason, CAE  +1-703-683-6100  caron@atanet.org

**Contact:** Professor Humberto Cerna  hcerna@mdc.edu  305-237-6209
I have been in the translation business for over 15 years, but only recently started to work with what truly attracted me to this career: book translation. With a solid client base in my two specialty fields—computers and technology and business communication—I decided to take a more proactive approach to breaking into the world of literary translation.

My obvious first step was to contact publishers in Brazil, my native country. I sent out résumés and let publishers know that I was available if they wanted me to complete a translation sample test in my language pair (English>Portuguese). Months would go by and, when I did hear back from an editor, the answer was always the same: “We loved your sample, but we simply cannot afford you. Considering our budget, we were wondering if you could work at a rate of X per word.” I had to pass on such opportunities because X was already about half of my “special” rate. I was perfectly willing to accept the fact that since I did not have any literary experience, I would need to start from the bottom until I could get a few books under my belt. However, since X was well below my regular rate at my “day job” translating technical material, accepting these assignments was not the ideal scenario. I still needed to make a living.

So, where could I go from here? I simply was not ready to give up just yet. I needed a creative outlet after logging hours and hours of software and website localization, press releases, business brochures, and employee/client satisfaction surveys.

Foot in the Door

After I got a Kindle as an end-of-the-year gift in 2010, I soon started buying affordable books to feed my reading habits. That was how I discovered the world of self-published authors, who usually make their work available within the $0.99-$2.99 price range on Amazon. These authors tend to be very prolific and many dedicate themselves to book series centered on

Translators and Self-Published Authors: A Partnership for the New Digital Publishing Age

By Rafa Lombardino

(This article was originally published as a two-part guest post on Lisa Carter’s blog http://intralingo.com/blog-site.)
a theme or set of protagonists. A rare few have even become millionaires due to the popularity of their novels and large following online.

Friends and family encouraged me, so I took a deep breath and started researching some of the titles that I thought would be fun to translate into Portuguese. I did all my research on Amazon.com, reading reviews from English readers and using the “Customers Who Bought This Item Also Bought” feature. Once I had compiled a list of potential titles, I wrote several letters and started getting a few replies from authors who were interested in expanding their readership.

When first approaching these authors, I introduced myself as a certified translator, talked about my knowledge of the Brazilian market, and discussed my literary interests and how their books were aligned with what I usually read in my working languages. The odds were not on my side, since the eBook market in Brazil was very small 18 months ago—Amazon.com.br and Google Books were soon to be launched and eReaders like Kindle and Kobo had not hit the country yet—but the fascination with everything Brazilian contributed to sparking the imagination of some of my contacts.

**Negotiations**

Once I had some tentative commitments, the next step was to formalize the translator-author partnership. I discussed the details with my attorney, who drafted a few contract templates I could use. Once agreements were signed, I would finally be able to get my hands dirty.

If I thought the budgets of Brazilian publishers were very small, I would need to understand the limitations that the average self-published author usually faces and be creative in my approach in terms of negotiating payment. Some authors are doing very well and can pay in installments while you are translating the book. Others do not have that much in reserve, so you can negotiate a smaller per-word rate plus royalties on sales. Most cannot afford any money upfront and insist on paying in royalties only, sometimes offering the translator a more even percentage of the royalties to make up for the longer wait until the book is released. A few (yes, they do exist!) are so focused on unleashing their creative demons that they would rather relinquish any rights to translation works derived from their original titles, leaving 100% of the profits to be pocketed by the translator.

What goes into a contract? Please note that I am not a lawyer, so I encourage you to seek an expert opinion when drawing up contracts. In my experience, some of the specific provisions added to contracts include:

**Payment Method:** Rate per word or percentage of royalties.

**Record of Financial Accounts:** In case royalties are to be paid, authors must provide monthly/quarterly copies of reports related to sales of the translated book.

**Credits:** Translator’s name on the front cover and/or first page, including attribution when registering books in online stores.

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You are the author’s partner and need to wear many hats to contribute to the success of the book.

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So far, having completed seven books and with another one on the way, I have been able to try all of the approaches to negotiation mentioned above. I have been receiving modest royalty checks from Joe Perrone Jr.’s *Pau que nasce torto* and Bryce Beattie’s *Oásis* and Terri Reid’s *Casos mal resolvidos*. While working with royalties alone is a risky business indeed, there is always a chance you will make it big if you find the next J. A. Konrath, Amanda Hocking, or Hugh C. Howey. Or maybe you will work with genres that are hot right now—paranormal romances for the young adult audience, such as the *Twilight* series, or spicy novels targeting female readers, like the *Fifty Shades of Grey* trilogy. Who knows? You may well strike gold!

**Your Work Is Never Done**

There is a downside to working with the less conventional approach of self-publishing as a literary translator. Without the support of a publisher, you need to find your own proofreader, fact-checker, or editor; learn more about desktop publishing techniques that will make the book look pretty; maybe hire a designer to work on the cover art; and certainly get your feet wet in marketing and advertising.

In this setup you are no longer one piece in the larger game of book publishing, and your responsibilities will involve much more than providing translation services. You are the author’s partner and need to wear
many hats to contribute to the success of the book. On the other hand, being able to work so closely with someone who wrote the original material is an invaluable experience. Not only do you get a more detailed insight on word choices and ambiguities, you also get to be truly certain that you will be faithful to the author’s intentions.

Luckily, I have been able to count on the proofreaders who work with me on non-literary translations, for they are avid readers as well. Thanks to my background in computer science, I was already familiar enough with desktop publishing software to provide the authors with a book in two different formats. One version is suitable for eBook format, which is more of a plain text, and the second version is more suitable for a print-on-demand format, which respects the conventions you find in paper books (e.g., headers and footers, page numbers, and chapters beginning on odd-numbered pages).

Still, most self-published authors are already pretty savvy and will provide the support you need to turn the translation into book form. They will often prepare the file for the multiple eBook formats used by eReaders (Kindle’s .mobi, Nook’s and Sony’s .epub, Apple’s .ibook), as well as the good old .pdf, .html, .doc, and .txt formats. In addition, they already know where to go to bring their books to the masses through both electronic and print-on-demand platforms. You can always adapt the original book cover for various platforms. They also have great advertising ideas that already worked in the original market, so you can replicate their strategy with the target audience as well.

What you will need to bring to the table is your knowledge of the foreign market. With Tom Lichtenberg’s Um zumbi na noite, for example, I had the rare opportunity of retaining 100% of the translation rights. It has been a great lesson for me, since I am also 100% in charge of publishing and marketing the book. In this regard, I had a chance to learn about the Amazon and Smashwords online platforms, allowing us to make Tom’s book available in different formats. I also tried Bookess, named one of the

<table>
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<th>Suggested Reading and Resources for Self-Publishing</th>
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<td>PEN America Center Model Publishing Contract <a href="http://www.pen.org/model-contract">www.pen.org/model-contract</a></td>
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<td>American Literary Translators Association Guides to Literary Translation <a href="http://www.utdallas.edu/alta/publications/alta-guides">www.utdallas.edu/alta/publications/alta-guides</a></td>
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10 best book publishing platforms worldwide, and Hotmart, a Brazilian marketplace for digital content. Both make books available in Brazil. Having a book available in the target country makes it more accessible to Brazilian readers who prefer the print-on-demand option so they can receive the physical book at home without paying outrageous international shipping and handling fees. The final product comes from a local distributor, not from a U.S.-based company.

Book sales are likely to increase now that Amazon has opened a subsidiary in Brazil, which will make the Kindle device and eBooks themselves easier to buy in my native country. Other eReader manufacturers, such as Canada’s Kobo, are also getting into the game, so it is good to be slightly ahead of the curve and to have something to offer once these services and products become trendy locally.

Above all, the good old word-of-mouth campaign continues to work, even in the tech age. I advise literary translators to set up accounts on Twitter, Facebook, and Pinterest to market the books on which they work. Also, check what types of books your friends are reading, since they will be happy to read something translated by you and recommend it to their friends as well. Create a blog to talk about the translation process and to share your challenges and accomplishments. You can even create microsites dedicated to each book you translate. Attend meetings with authors and translators and put together presentations about your experiences. Your hard work will make things easier down the road and definitely pay off to help you build your résumé and acquire valuable knowledge about all aspects of the evolving publishing industry.

Where Do I Find Self-Published Authors?

- Createspace (Print-on-Demand) [http://bit.ly/PoD-CreateSpace]
- Lulu (Print-on-Demand) [http://bit.ly/PoD-Lulu]
- Youblisher (Flippable PDFs) [http://bit.ly/Youblisher]
Put a Smile on Your Face

Working with self-published authors is a lot of work because you are playing many roles at once, but the possibilities are endless and your personal satisfaction is guaranteed. You will have complete creative control over the final product, but also full accountability, so make sure it is a good final product.

The great thing is that computer tools make it easy for you to do edits on the fly. Should you receive input from readers after the book is published, you can always make a new edition available with revisions and corrections for no additional cost. You simply replace the original file on the websites where the book is being offered to correct any issues. Even the most successful self-published authors follow this practice, and readers enjoy contributing to the books they love by correcting misspelled words or calling attention to an inconsistency in the story. In a traditional setting, publishers cannot always afford to issue another version, since it represents big losses in book recalls, reprints, and redistribution efforts.

During these past 18 months, I have enjoyed the challenges of the steep learning curve presented by this industry. Yes, the work hours are a little longer, and I usually dedicate a few hours on the weekends to translation so that I can make progress on the current book. The absence of a deadline makes up for this, though, since I have more time to reflect on my translation choices and enjoy the entire process, which is exactly the experience for which I was looking. And it always makes me smile when a new title becomes available with “Translated by Rafa Lombardino” on the cover, not to mention watching how the list of publications associated with my name continues to grow on Amazon.

Overall, as long as you can balance the profitability of conventional translation projects with tight deadlines and more structured work, and the ups and downs of a niche that demands creative ways to get fair compensation but offers a great deal of fun, you too can break into this tough, quickly evolving segment. And the odds may be in your favor.

You will have complete creative control over the final product, but also full accountability, so make sure it is a good final product.

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ATA Certification Exam Information

Upcoming Exams

**Colorado**
- Boulder
  - May 5, 2013
  - Registration Deadline: April 19, 2013

**Kentucky**
- Louisville
  - August 21, 2013
  - Registration Deadline: August 7, 2013

**Massachusetts**
- Somerville
  - May 5, 2013
  - Registration Deadline: April 19, 2013

**Michigan**
- Grand Rapids
  - May 18, 2013
  - Registration Deadline: May 3, 2013

**Nebraska**
- Omaha
  - August 3, 2013
  - Registration Deadline: July 19, 2013

**Ohio**
- Kent
  - May 18, 2013
  - Registration Deadline: May 3, 2013

**Pennsylvania**
- Elkins Park
  - June 8, 2013
  - Registration Deadline: May 24, 2013

**Washington**
- Seattle
  - June 1, 2013
  - Registration Deadline: May 17, 2013

All candidates applying for ATA certification must provide proof that they meet the certification program eligibility requirements. Please direct all inquiries regarding general certification information to ATA Headquarters at +1-703-683-6100. Registration for all certification exams should be made through ATA Headquarters. All sittings have a maximum capacity and admission is based on the order in which registrations are received. Forms are available from ATA’s website or from Headquarters.
A few months after it was announced that the oral exam would take place in July 2013 at several cities around the country, I decided that I was going to interpret 100 days in a row. I already interpret in the courts and at many civil procedures several times a week, but I wanted to be more consistent and really make interpreting part of my day—even if it is a holiday, late on a Sunday night, or on days that I really do not feel like doing it. Thus far, I have succeeded 99% of the time (I did take a day off when I was sick). Here is my practice regimen:

- I record every interpreting project using free software from Audacity (audacity.sourceforge.net). I make sure not only to record each session, but also really listen to the recording immediately in order to assess my performance quickly.
- One of my favorite resources for pre-recorded videos is the TED website (www.ted.com/talks). This is a gold mine of outstanding content, all neatly organized in a searchable format. You can sort results by length, topic, tags, etc. It is not courtroom terminology, which is what I should focus on, but the presentations are all top-notch, include a wide variety of vocabulary (very beneficial), and I just love interpreting them. I always learn something new.
- For specific legal terminology, I have worked with all of the outstanding practice material available from both ACEBO (CDs and books, www.acebo.com) and the Agnes Haury Institute at the University of Arizona (a binder full of material and some CDs, http://nci.arizona.edu). There is also a mock oral exam on the FCICE website (www.ncsc.org/fcice).
- To practice my speed and efficiency interpreting legal proceedings, I have been working with YouTube videos, mostly opening and closing statements and expert witness testimony. Much of this is a pretty big challenge, but I have been relatively happy with my performance. However, I am aware that I still have a very long way to go.
- I jot down notes during the speeches and then look up words that I either did not know or terms that could have benefited from a more elegant solution. And, yes, I am hypercritical. I try to give myself a grade after each performance, and it is never an A.
- During this process, I have identified some weaknesses to improve upon. They include choppy sentences, incorrect register (usually too high), and pauses that are too long (I can hear myself think).

Wish me luck, dear readers! I bet I will need it.
Interpreter Shortages

Industry serving a small set of clients in a limited number of venues no longer fits all situations in which interpreting is required. In order to address this shortage, the interpreting industry will need to do things differently. Providing enough interpreting services to meet demand in a wide range of venues is a complex and moving target.

The current “shortage” of interpreters is a function of several factors: availability, expertise, supply and demand, and, yes, price. In order to meet the growing demand for interpreting services while ensuring a viable livelihood for those who provide them, our profession will have to:

1. Expand training opportunities for interpreters. While it is difficult to reduce the time it takes to train interpreters well, educational institutions will need to become more efficient and better equipped to overcome the constraints of time and space by offering more distance learning.

2. Innovate to come up with more efficient and cost-effective ways to deliver interpreting services, thereby bringing down overhead and making the services more affordable. (Please notice I did not say find ways to pay interpreters less.)

3. Grow into new spaces together with new forms of communication. Telecommunications technologies continue to grow and improve by leaps and bounds. Can we honestly expect to continue to provide interpreting services only face to face—the predominant model of the 20th century—when we now use smartphones as boarding passes, Skype with colleagues halfway around the world, and use Google Translate to research terminology? Better efficiency in delivering interpreting services will grow the market by offering the service in new venues and in new ways.

In sum, to address this shortage, interpreting has to evolve with the times.

Tony Rosado: federally certified Spanish court interpreter, conference interpreter, instructor, and author of The New Professional Court Interpreter

While language services agencies, government offices, and others who use interpreters argue that there is a shortage of interpreters, many interpreters believe that there are too many. Who is right? I believe that the answer is both and that the picture is not as tragic as either side thinks. There is a great need for interpreters, but in many cases the need is not in the fields in which some of my colleagues want to work. There are many languages underserved all over the world, but many interpreters do not want to learn a different language combination. There is a high demand in many areas that have little or nothing to do with court, community, and medical interpreting. Fields like national security, media, sports, diplomacy, business, military, and conference planning are full of potential clients who are ready to hire interpreters. There are also countless opportunities to work, but many inter-

This column is designed to promote discussion of pertinent issues in our industry. Moderator Corinne McKay proposes a topic and asks industry experts to respond. The dialogue will then continue on ATA’s LinkedIn group (www.atanet.org/linkedin.php).
Interpreters do not want to live where the work exists. Interpreters cannot stay at home and meet market demands. They actually have to live where the services are required.

The need for interpreting services will be different depending on what part of the world we are talking about. Some destinations offer conventions and tourism, other regions offer business and science, certain places require military interpreters, and others need media interpreting. The languages that are in demand in Africa will not be the same as those needed in Asia. Depending on current events, some languages become more popular, such as the Middle Eastern languages and African French, while others, such as Russian and Japanese, lose the worldwide market share they had in the past. Finally, because of demographics, interpreting services in some languages will be needed for many decades to come. This is the case with English, Spanish, and Mandarin.

Marcella Alohalani Boido: Spanish—>English interpreter certified by the Hawaii Judiciary

Causes and remedies for interpreter shortages vary according to geographic location, language pair, available training, the existence and use of reliable certification tests, and by sector (education, community, health care, court, conference, etc.). To be attractive, a profession must offer adequate training, full-time work on a long-term basis, and good working conditions and salaries.

In the U.S., much of the training seems to focus on Spanish. Objective, valid professional qualification exams for many language pairs either do not exist or are not being utilized. As a result, the field is flooded with people who cannot do the work to an acceptable standard. This drives down pay and hurts working conditions.

U.S. interpreters tend to work on a per-hour basis, but interpreters in many language pairs are unable to work a 40-hour week. Flexible jobs that allow an interpreter to come and go are scarce. Since most people need to earn a living, many bilinguals who have the potential to develop into competent interpreters have no financial incentive to do so.

Jobs are unstable and wages are often too low. This situation exists in both the U.S. and the European Union. For example, Oregon recently laid off staff interpreters and Nevada unilaterally cut pay to court interpreters by 30%. A major contractor with the U.S. government also cut pay rates. In England, an ill-considered contract with significant cuts in interpreter pay has led to chaos in the court system.

If the European Union is losing interpreters to competition from the private sector, they need to improve working conditions and salaries. If the courts cannot fill their demand for court interpreters, then they also need to think about revising payment policies.

In conclusion, to remedy interpreter shortages, we need to expand training in more languages and offer objective, valid qualifying exams in more language pairs and for more sectors. We need to offer good working conditions and salaries. When it comes to hiring interpreters, employers need to change from a win-lose financial model to playing a win-win game.

Join the Discussion on ATA’s LinkedIn Group

Want to contribute your viewpoint? It’s easy. ATA members can join the discussion by logging on to the Association’s LinkedIn group (www.atanet.org/linkedin.php). Just look for the “Please Discuss” thread.

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If you enjoyed reading this issue of The ATA Chronicle and think a colleague or organization would enjoy it too, we will send a free copy.

Simply e-mail the recipient’s name and address to ATA Headquarters—ata@atanet.org—and we will send the magazine with a note indicating that the copy is being sent with your compliments. Help spread the word about ATA!
Opportunities to Learn: I am the epitome of the eternal student, so I am enamored of the fact that interpreting is such a stimulating and educational experience. I am working on something new constantly, so I am always learning as I research different industries and processes in order to develop glossaries. I also learn when travel is required, which is an education in and of itself. I have learned from my research that as long as the brain is kept in good condition through regular intellectual activity, it will continue to build new synapses that, among other favorable effects, allow for greater complexity of thought and deeper understanding. A life-long approach to learning has even been linked to many health benefits, including increased retention of cognitive processes as we age.

Calmness of a Well-Prepared Mind: I enjoy the feeling of being settled and prepared when I report to work, with the conviction that I have done my best to learn the subject matter. To further this feeling of calm, I always strive to arrive early with ample time to anticipate surprises. Punctuality is very important in our industry because many people are dependent on us, from conference attendees to judges and attorneys who cannot proceed without us. Fortunately, being very punctual is something that dovetails with my nature. I am grateful to my dad for instilling this trait in his children, as it has always stood us in good stead. I remember that when my dad used to drive us to church on Sundays, he would be in the car long before the service was set to start, waiting for my mother, four brothers, and me to get ready. When it was time for us to go, his ritual was to honk the horn only once, and woe to us if we were not ready to leave promptly.

Interacting with Colleagues: I take pleasure in interacting with other players at interpreted events. Making new acquaintances, be they colleagues, employers, judges, presenters, litigants, etc., creates bonds that will strengthen my network of relationships. We never know when we could be of assistance to someone else or they to us. I remember the time I helped an American court reporter by making a comprehensive list of dozens of proper names and addresses in Spanish of the individuals, companies, and institutions mentioned during several hours of testimony. It was not always easy to do because I was interpreting complex testimony at the same time. The list allowed the court reporter to concentrate on maintaining the record instead of having to chase down different witnesses during a recess or after hours to get the correct spellings. She was very grateful and soon thereafter recommended me for a well-paid assignment. I am not encouraging you to help others with the expectation that they will reciprocate, but when someone does you a good turn you often naturally want to return the favor. This leads me to another reason I love what I do.

Making a Difference: I like the recognition of being selected to do particular jobs based on a proven track record. I enjoy the satisfaction of being asked to come back, of having contributed to an effort, of having helped others to understand something that is important to them.

A Positive Loop
I appreciate feeling energized and mindful when I work, which is engendered by all of the above. It is a positive feedback loop. When we focus on constructive, favorable actions, they create the memories that are the filters for experience. These become the building blocks that dictate how we perceive occurrences in our lives, based on how we have assimilated past events.

Notes


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Reducing Disruptive Behaviors: The Furniture Polish Solution for Trial Interpreting

How We Can Look While We Are in the Zone

Obviously, there are actions, positioning, and volume issues that the court interpreter learns to moderate pretty well, keeping any potential distraction to a minimum. But let’s think about these scenarios:

- You nod slightly while interpreting after realizing that your rendition was not only spot-on, but also a work of art.

- While discussing a difficult term with a teammate during a lull in testimony, you quietly express frustration. Your electronic dictionary just ran out of batteries and your smartphone dictionary app is frozen. Darned technology!

- You are having a hard time seeing the mouth movements of a particularly quiet witness, but squinting seems to help.

- You are in your zone while interpreting routine final comments by the judge. The volume level is great and you are familiar with what the judge is telling the jury, so you do not need to look at him. In fact, you have found a focal point just slightly to the right of the jury box.

- While interpreting, you are having a hard time coming up with a term. As you think about how to render it, you look up and around the room, as if searching for the term in your mind’s eye.

Based on these few situations, we are reminded that although we are not doing anything in particular to cause a distraction, we could be giving the wrong impression. Jurors could easily assume that we are expressing frustration or disagreement about the testimony or the case. They could perceive that a particular piece of evidence or testimony is not to be believed. A juror could even think we are staring at him or her rather than at a spot on the wall. The list goes on and on and the potential for unintended influence abounds.

What We Already Know

To see how our actions could look to an outsider, think of when you have seen attorneys start writing furiously during a cross examination by the other side or during the presentation of arguments. It probably looks like they are upset or even about to come out swinging when it is their chance to speak. What about those attorneys who sit back, arms crossed, sporting a slight grin—we just know they are thinking that this case is in the bag, right?

So, what is the difference between their actions and ours? Simple: they are the advocates and are expected to take a position. We, on the other hand, are neutral officers of the court. Court reporters, by the way, are also non-party participants who could be cause for distraction. Maybe they find it easier than we do to keep that neutral stance since they are not rendering anything verbally or having to perform many of the same mental tasks as we do. I have found that they are very good at keeping expressions in check.

Polishing Up

Looking at ourselves from a juror’s point of view and making small changes will surely serve to improve our poise and professional demeanor. That is a win-win. Think about these tips:

- Take a lesson from the neutral body language and facial expres-
Although many Armenian speakers in communities outside the Republic of Armenia speak and write in Western Armenian, this review of Armenian<>English online dictionaries is limited to resources in Eastern Armenian. Eastern Armenian is the official language of the Republic of Armenia and is also spoken by the majority of immigrants from Armenia proper and by the Armenian community in Iran.

Sources for this review were drawn from a Google search and cross-checked with major Internet research portals of Armenian learning.1 Nine of the sites listed here feature general vocabulary, including two focusing on medical terms. Most of the resources in this review are considered small, ranging between 9,000 to 20,000 entries. Two are larger, containing 40,000 and 85,000 entries, respectively. However, the largest resource in this list (85,000 entries) still contains 50,000 fewer entries than the largest print resource, the *Thesaurus of Modern Armenian Language* by Eduard Aghayan (Yerevan, 1976), which contains 135,600 entries.

Many of these dictionary sites are not updated regularly, and most have obsolete interfaces and limited features. Poor design and lack of editorial oversight are common, as is the absence of critical review. Most search results are arbitrary and show poor regard for the rules of dictionary writing. Many of the sites contain numerous typos and errors, and some have unrecognizable characters, which is a problem that persists even after the recommended download of Armenian fonts.

Some of the dictionaries have structural depth and offer features such as multiple results, entries with several definitions, and grammatical information. Others are simply alphabetical lists with one source term corresponding to one target term, but without any accompanying information. Most of these sites do not feature transcription, except for a few offering it in English only. With the exception of Google Translate, none of the dictionaries offer audio pronunciation of Armenian terms, which would be considerably beneficial to the user.

With one exception, none of the dictionaries cite sources. Most fail to identify authors, raising questions about intellectual property rights. None of the research portals consulted offer a simultaneous search of all online dictionaries that displays results on a single page, which is an increasingly common feature (e.g., the Russian site Словари и энциклопедии на Академике at http://dic.academic.ru). What follows is a brief review of the dictionaries, rated by asterisks on a one- to three-star scale, with three being the best.

**Ankyunacar Press**

**New English-Armenian Dictionary**

Medical terms. Most of the resources in this review are considered small, ranging between 9,000 to 20,000 entries. Two are larger, containing 40,000 and 85,000 entries, respectively. However, the largest resource in this list (85,000 entries) still contains 50,000 fewer entries than the largest print resource, the *Thesaurus of Modern Armenian Language* by Eduard Aghayan (Yerevan, 1976), which contains 135,600 entries.


**Diict — Open Live Multilingual Dictionary**

This site does not list the number of entries, authors, copyright, contact information, or the last site update. There is a simple search interface. Results appear without notes or additional information or features, but as a long list of target words that include distant synonyms and unrelated or incorrect terms. For example, a search for “bar” returned 18 results, but not “bar” (law). There are also many typos and misspellings in the Armenian.

**English>Armenian Medical Terms Dictionary**

This is a bidirectional site with 12,652 entries. The site does not list authors or provide an indication of when it was last updated. A link to the parent site (www.doctor.am) and another link to a list of contacts both refer to Gayane Margaryan, who is likely the same individual listed at www.Medindex.am, reviewed on page 35. The parent site is also cross-linked to Medindex.am.

**Freelang**

This is a bidirectional site developed by Varden and Vahan Papoian: Armenian<>English terms (9,614); English<>Armenian terms (7,725). The site was last updated in May 2002. It claims to offer a bidirectional dictionary, but it has only English<>Armenian. Results appear in unreadable characters, and the problem is not resolved even after a font download. However, results may be exported into a Word file and converted into the common Armenian font Arial AM. A search for “license,” “eligible,” and “lifestyle” renders no results.

**Google Translate**

This is a bidirectional, user-developed site with an unknown number of
entries. There is no indication of when it was last updated. Although it is still under development, Google Translate offers one of the best platforms for an Armenian>English online dictionary. Reliability is still an issue, but the site’s structure, design, features, and standardization make it far superior to other resources. Its enthusiastic user base, professional guidance, and solid organizational and material support may allow it to evolve into a respectable learning and research platform.

½ Hayastan
www.dictionary.hayastan.com
This bidirectional site contains 9,355 entries. No authors are listed, but there is a copyright message hyperlinked to the e-mail address of the webmaster of the parent site (www.hayastan.com). The parent site is an Armenian resources portal run by three web designers led by Arthur Asatridis. The last update is listed as February 2005. The site features a simple alphabetical search. A search for “twin,” “license,” and “mortgage” returned no results, but there were results for “bar” (law) and “bar” used as a verb (“prohibit”). There are many quasi-synonym and outright incorrect returns, such as “steadfast” = տեղափոխ (”tense”), instead of հաղիր հարձակ, անհատական. There are also several typos (“sure name” instead of “surname”).

½ Masis English>Armenian Dictionary
www.masis.am/test/dic
This site contains 17,463 entries. It is an extension of a user-developed database of images and online resources on Armenia (site administrator Tigran Nazaryan). It does not list the authors, sources, or the last site update. The site features a simple search interface. The results appear in unreadable character with no font download, which is a sign that non-Unicode Armenian characters are used, rendering the site practically unusable.

½ Masis Armenian>English Dictionary
www.masis.am/test/dic/flash.html
This is a bidirectional site containing about 13,150 entries. No authors are listed, but a feedback link leads to the names and contact information of two individuals, Lyudvig Khachatryan and Gayane Margaryan. The site was last updated in September 2009. It contains a simple alphabetical search with no added features. There are many typos and errors. Some acronyms are not given in full form (example: ՆԱԴՊ, with no explanation). It also includes the names of countries and animal and bird species unrelated to medicine, such as Բանգլադեշ (“Bangladesh”) and Պայթ (“ducks”).

Summing Up
In conclusion, there are over a dozen Armenian<>English online dictionaries, some relatively large, but none that meet the high scholarship standards of the Armenian linguistic research and publishing tradition. An online resource is needed that is on par with the best print dictionaries published in Armenia throughout the second half of the 20th century.

Notes
1. The Internet portals I consulted include:
   - Multilingualbooks.com
   - Haybook – Armenian e-books
   - Lexilogos
   - Wikipedia’s Armenian Language Article in Armenian

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I am a native English speaker, but even I can barely stand the abundance of neologisms that assault me all of the time, so I can imagine what it is like for a speaker of English as a second language. Take “bitterant,” for example. It is not in my tenth edition of the Merriam-Webster Dictionary, so it is reasonable to assume that it is a neologism. I found the word on the metallic outside of a can of duster spray. The sentence that caught my attention read, “Contains a bitterant to help discourage inhalant use.” One member of the class of nouns that now includes “bitterant” is only four words away in the same sentence: “inhalant.” If you keep lists of English neologisms just for fun or for profit, this is another one to add to your list.

New Queries

(English>French 4-13.1) In the following text dealing with mountain biking, does the problem term refer simply to “steep places,” or is there more to it? Here is a harrowing description of a biking trail: “sections that test your technical skills include the stone-pitched Badger, taking you juddering over boulders and then speeding up over straightened tracks. Later comes Abel, a tight, narrow path where you’re surrounded by trees, some so tall that their tops are out of sight, and with a series of launching pads to keep you jumping.” Is this standard mountain biker jargon?

(English>French 4-13.2) All queries should provide as clear an explanation as this one. The context is culinary, specifically methods for cooling foods, and has to do with “ice paddles.” One paragraph states: “Ice paddles (plastic paddles that are filled with water and frozen) and chill sticks can be used to stir foods through the cooling process. Stirring food with these cold paddles chills foods very quickly.”

(English>Hebrew 4-13.3) Maybe we can get away with no context for this one. Hebrew is needed for “judicial-expert activity.” Anyone willing to try?

(English>Russian 4-13.4) “Percentage of competition” sounds odd in a health care context, so perhaps providing a somewhat longer context sentence is worthwhile. “The receiver operating characteristic (ROC) curve was drawn in order to choose the position of the threshold value: the variation of the sensitivity as a function of the variation of the inverted specificity index was established for each position of the cutoff expressed as a percentage of competition.” What is this all about?

(English>Spanish 4-13.5) Perhaps this is more of a psychobabble query than a medical query. The words in bold print are the problem: “In recent years we’ve been empowered by these extraordinary changes in DNA sequencing technology, which means we can now sequence the complete cancer genome.”

(English>Spanish 4-13.6) Automatic braking systems seem to undergo a “cycling time,” which is the sticking point in this query. Here is some context: “In gravel and snow, ABS tends to increase braking distances. On these surfaces, locked wheels dig in and stop the vehicle more quickly. ABS prevents this from occurring. Some ABS controllers reduce this problem by slowing the cycling time, thus letting the wheels briefly lock and unlock repeatedly.” Can the automotive experts out there tell use about the term in bold?

(English>Czech [English] 4-13.7) In pharmaceuticals, what is the word in bold print? Meldungen aus dem Spontanerfassungssystem liegen nicht vor. Can anyone provide the Czech for this word? English is acceptable as an answer, although the original query did not involve English.

(German>English 4-13.8) Is there a proper fit for the word Aufhebung in this orthopedics context? Here goes: Befund: Im Seitenvergleich fehlendes Relief der Strecksehne 5. Zehe L mit entsprechender Aufhebung der Streckung und leichter Beugefehlstellung. Keine Schwellung.

(Russian>English 4-13.9) This is a relatively context-poor query, except that it relates to the activity of mole rats: Для участков характерны многочисленные слепышовины (до 20 шт. на 10 м2). What are they?

(Swedish>Norwegian [English] 4-13.10) We will probably not see this language combination again. It is a text on the mounting of cover plates, and the word in bold print caused the trouble: Skarv med styrtift och skarvbleck (se edge kit för detaljer). I realize that the following information is not likely to provide any assistance, but V. F. Maksimov’s Russian-Swedish Polytechnic Dictionary (Moscow, 1994) gives two translations for skarvbleck: стыковая накладка and соединительная [контактная] планка.

Replies to Old Queries

(English>German 2-13.3) (dimple). This, says Ilse Andrews, is a type of damage that occurs to a container that would best be expressed in German by Delle, Einbuchtung, Einbeulung. If it is an intentional feature of the container’s design, then a variety of other German nouns apply. Domingo Mendo Rodriguez suggests Kerbe, based on his experience with numerous German texts on welding where a Kerbe meant an imperfection.
in the material that welding can correct. In contrast, Delle and Grübchen appear not to fit in a welding context.

(French>English 1-13.3) (perdurer): Paolo Mendes believes that the context sentence means that the brand remains visible after the packaged goods have been consumed.

(German>Croatian [English] 1-13.4) (Rücklösung): Cynthia Klohr guesses that the term means “reapportion.” The original context mentions that a new non-cash loan will be issued to pay back cash loan 337 075. This is often the case with consumer debt, when a new long-term loan with lower interest rates is taken out to pay off quick-and-easy-to-get, but expensive, cash loans. The tricky part of this sentence is the preposition gegen (“against”), where one would expect mit (“with”), but if the bank were to use mit it would be unclear whether the new loan pays back the old loan or whether the old loan is somehow repaid simultaneously by some other means. Thus, the new loan is issued “against” the old one. Cynthia’s suggested translation of the entire sentence: “Upon fulfillment of all conditions stipulated in this offer, we will issue the new loan to cover the repayment of cash loan no. 337 075.”

(German>French [English] 2-13.6) (Legiferierungskompetenz): Cheryl Fain says that the term is spelled correctly in the context of a Swiss law office. The somewhat cumbersome French equivalent is compétences en matière de procédures de législation, while in English it is simply “legislative expertise.” For Tom West, the word is a calque of the Italian word legiferazione, meaning “lawmaking” or “drafting of legislation.” His preference for the French is élaboration de textes de lois. Ideally, translators of documents from Switzerland are familiar with French, German, and Italian because each of these languages affects the others in the country.

(German>English 2-13.7) (Alterthumes Himmel): Ilse Andrews says this query is impossible to answer without a syntactically meaningful phrase, but clearly the text has to do with ancient perceptions of heaven. Mark Herman actually managed to track down the source for the phrase: Heinrich Brugsch’s Religion and Mythology of the Egyptians (1887). The longer phrase is Völker des Alterthumes Himmel ... [erfüllten]. Thus, these people of antiquity, opines the author, filled the sky with stars, or perhaps gods.

(Italian>English 1-13.5) (mis): Graziela Daichman believes that this is a pharmaceutical abbreviation referring to the misura, or measure of the powder for an oral solution or suspension. Alessandra Levine believes that mis stands for misurino, the measuring cup or beaker provided in the medicine package. The abbreviation sab means sabato. Thus, 1 mis means that the dose is one spoonful (or capful) of medicine. Metella Paterlini agrees with Alessandra.

(Portuguese>English 1-13.8) (para a formatação deste Contrato): This, says Paolo Mendes, pertains to the formulation of the agreement, as in “All conditions set forth for the formulation of this agreement.”

(Russian>French [English] 1-13.9) (брэхиоцефальный бассейн): Peter Christensen says that in French the whole phrase becomes tronc (artériel) brachio-céphalique or tronc innoméné. The English, he confirms, is similar: “brachiocephalic artery” or “innominate artery.”

Well, here we are, at the 20th anniversary issue of my having been the moderator of this column. Who would have thought my tenure would last this long? It is thanks to contributions by all of you that it has. You have also often accompanied such contributions with statements about how much you like this part of the magazine.

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Three Ways to Connect to ATA

Facebook: http://tinyurl.com/3Bvqgsm
LinkedIn: www.atanet.org/linkedin.php
Twitter: http://twitter.com/atanet
Edith Kelly submitted the following in response to the April 2012 column (“Did They Really Say That?”) regarding the quotation from Mark Twain:

Though the quotation you printed is correct, Mark Twain made a mistake in the German. It should read in connection with the accusative: den Hund. This is the proper grammar.

Here are some more humorous quotes regarding the German language, also by Mark Twain, from A Tramp Abroad (Appendix D, “That Awful German Language”):

Some German words are so long that they have a perspective. Observe these examples:

Freundschaftsbezeichungen
Dilettantenaufdringlichkeiten
Stadtverordnetenversammlungen

These things are not words, they are alphabetical processions.

Generalstaatsverordnetenversammlungen
Alterthumswissenschaften
Kinderbewahrungsanstalten
Unabhaengigkeitserklaerungen
Wiedererstellungbestrebungen
Wafensstillstandsunterhandlungen

Of course when one of these grand mountain ranges goes stretching across the printed page, it adorns and ennobles that literary landscape, but at the same time it is a great distress to the new student, for it blocks up his way …

Julie Sellers submitted the following in response to the May 2012 column (“Fictional Translation”). Her page references are to the 11th edition of Don Quijote de la Mancha by Miguel de Cervantes (Barcelona: Editorial Juvenil, 1992):

Perhaps the best example of the intentional use of fictional translation is in the first modern novel, Cervantes’ Don Quijote. The infamous adventures of the Man of La Mancha, we learn—but not until Chapter IX—were written originally in Arabic by the historian Cide Hamete Benengeli and translated into castellano. The translator is a Morisco paid by an individual who finally divulges that he was the reader and not the author of the first eight chapters. This reader, who is so entranced by Don Quijote’s adventures, beseeches his ad hoc translator to attend to his work forthwith, “sin quitarles ni añadirles nada (without eliminating or adding anything)” (94), and the translator promises to do just that.

Still, it is more than the possibility of translation errors that is at stake for the narrative voice as reader. Rather, the veracity of Cide Hamete Benengeli’s original text is also questionable. According to widely held beliefs of the time, which are reiterated by the reader/narrative voice, Moors are inherently untrustworthy (95). Further, Cide Hamete Benengeli’s name reiterates his ethnicity, since popular notions of the era held that Moors were particularly fond of eggplants (berenjenas), and the chronicler’s name is therefore a play on words.

Cervantes’s deliberate use of fictional translation and the choice of Cide Hamete Benengeli as the original author in Arabic immediately call into question the reliability of the manuscript discovered by the narrative voice in Toledo’s market. This reader-turned-narrator is particularly concerned about being faithful to historical facts, and emphatically reminds the implied reader that if anything is missing, it is Cide Hamete Benengeli’s fault (95). No mention is made of the Morisco translator, the intermediary in the process of delivering the complete and accurate story to a Spanish-speaking readership.

Thus, the trustworthiness of each word throughout the novel is doubly questioned. Did the original Arabic version contain the truth at all, and was the translation accurate? Without a doubt, fictional translation in Don Quijote contributes to the overall play between fantasy and reality, for just as Sancho Panza is often asked to see what he does not believe, we as readers are asked to accept the accuracy of both the original manuscript and its translation.

Finally, staying on the subject of Don Quijote, here is yet another response, from Emilio Bernal Labrada, to the September 2009 column (“Don Quijote’s Dog”):
The key to the whole thing is NOT the indefinite article UN, which is not required in Spanish, classical or modern. You can say él era carpintero or él era un carpintero, both being perfectly correct.

It is, rather, the phrase hidalgo DE LOS DE lanza …, which is equivalent to “ONE OF THOSE.”

So Cervantes is saying Don Q was “one of those knights who go around with …,” etc. It is not an indication of what Don Q necessarily wants to be, but of the general category of knights that he might be classified into (not all knights had a dog, an old shield, etc.). (By the way, galgo corredor could NEVER modify rocin; that is absolutely out of the question. For that to hold true, Cervantes would have had to say rocin flaco como un galgo corredor.)

Blog Trekker Continued from p. 33

• Remember, just to complicate things a bit more, we are starting off at a disadvantage already because some jurors think we are on the side of the defense merely because we are interpreting for the defendant.

• Remember that trial jurors could be anywhere. Always be aware of what you say and do in all public areas, not just in front of courtrooms.

• Relax a bit more than usual and practice using your voice exclusively to express meaning. This helps prevent the use of body language and facial expressions.

• Try to avoid gestures that have specific meaning such as nodding or shaking your head.

Even as professional, poised, quiet, and still as our behavior may be, the reality is that our presence will certainly be noted by all. Although a jury is capable of disregarding whatever distractions we may cause inadvertently, our duty is to keep disruptive behaviors in check. Yes, friends, it is as simple as being a functional piece of furniture in the courtroom. We hold the power to polish up our performance and thereby determine whether we are perceived as pristine mahogany or worn plywood.

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