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Basics of Clinical Trials
The Conference App: New & Improved!

This FREE app puts the entire conference at your fingertips and lets you connect with attendees like never before.

Sessions: Browse abstracts and bios ★ Create your own personal schedule ★ Submit evaluations instantly ★ View handouts and slides ★ Contact speakers with follow-up questions

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ATA 2013 Elections: Candidate Statements

ATA will hold its regularly scheduled elections to select a president-elect, secretary, treasurer, and three directors.

Tips for Newcomers to the Translation and Interpreting Professions

By Corinne McKay
You’re a freelancer! Now what?

The Compassionate Interpreter

By Ewandro Magalhães
Challenging your underlying motives can take your craft to the next level.

An Overview of Clinical Trials and the Drug Discovery Process

By Carmen Cross
An introduction to how drugs are developed and tested for safety and efficacy.
Carmen Cross has over nine years of experience translating medical and legal documents from Arabic and German into U.S./U.K. English. She specializes in translating all types of legal and clinical trial documentation, including patents, contracts, medical reports, clinical trial protocols, research articles, and startup documentation. She is a member of ATA's Medical Division. Contact: carmensuecross@yahoo.com.

Ewandro Magalhães is an experienced conference interpreter and trainer of interpreters. He has a master’s degree in conference interpreting from the Monterey Institute of International Studies. He is the chief interpreter at the International Telecommunication Union in Geneva, Switzerland. He is the author of Sua Majestade, o Intérprete - o fascinante mundo da tradução simultânea. You can find his blog, Field Notes, at www.ewandro.com. Contact: ewandro@gmail.com.

Corinne McKay is an ATA director and an ATA-certified French>English translator in Boulder, Colorado. She translates in the areas of international development, corporate communications, and law, and is the author of two books for freelance translators: How to Succeed as a Freelance Translator (over 6,000 copies in print) and Thoughts on Translation. Contact: corinne.mckay@gmail.com.

Advertising Directory

Did you know?
81% of subscribers read the advertisements in The ATA Chronicle and 36% of the readers BUY the products that are advertised.

To place your ad, contact:
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caron@atanet.org EXT. 3003

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9 National Security Agency
www.nsa.gov

39 The University of Texas at Brownsville
utb.edu/translation

27 Universe Technical Translation
www.universe.us
My husband and I volunteer occasionally at a small community-owned nature preserve, doing trail work and other chores. After a damaging windstorm, a group of us were picking up debris when a few hikers came through. Dissatisfied with the amount of blow-down on the trails, one woman remarked to no one in particular, “they should really clean this up.” The quote became a favorite joke in our household for chores no one was eager to do. “They should really do the laundry,” we would say, or “they should cook dinner earlier here.” While it is easy to make suggestions from a perspective of non-involvement, the real adventure begins with the decision to play an active role.

Many volunteers in ATA have taken the important step from the sidelines to action, turning “they should” into “let’s see what we can do.”

At its meeting in July, the Board discussed two new volunteer initiatives that exemplify this leap. In light of the growing number of training programs, the founders of the new Educators Division saw the need for greater communication and better networking among teachers and instructors of translation and interpreting at all levels, regardless of academic rank. The petition to form the new division drew instant responses, and the necessary signatures were collected in less than two days. For further information on this exciting new initiative, see www.atanet.org/divisions/EdD_announcement.php.

In a related effort, a group of dedicated volunteers has looked into the question of how to serve newcomers better, those new to both the Association and the profession. While ATA has a wealth of resources available for those starting out in the profession, these materials may not be immediately obvious to anyone just casually visiting our website. Realizing the importance of the conference for professional contacts and for jump-starting one’s career, the group came up with the creative “Buddies Welcome Newbies” program that pairs first-time attendees with veteran conference-goers. Since not everyone can make it to the conference, the same group has been working on a blog to discuss questions about starting out in the profession. It can be found at http://atasavvynewcomer.org and will hopefully become a favorite forum of translators and interpreters in the early phases of their career.

Initiatives such as the new Educators Division and The Savvy Newcomer blog keep the offerings of our Association fresh and in line with the needs of members. My sincere appreciation goes to everyone who becomes involved as a volunteer in our organization. They should really highlight those people more often.

From the President

Dorothee Racette
dracette@hughes.net

Volunteers Turn “They Should” into “We Can”

While it is easy to make suggestions from a perspective of non-involvement, the real adventure begins with the decision to play an active role.

Win a Free Night in the Conference Hotel

American Translators Association
54th Annual Conference
November 6-9, 2013 | San Antonio, TX

Five lucky winners will receive one free night at the Marriott Rivercenter, the venue for ATA’s 54th Annual Conference, November 6-9, 2013. Room reservations made before November 4th will automatically be entered to win. The winners will be announced at the Closing Session.

It is not unusual for ATA’s room block to be sold out before the Conference. Don’t wait! Book your room online now. You will find more details on the conference website at http://atanet.org/conf/2013.
The free conference app

for ATA's 54th Annual Conference (November 6-9, San Antonio, Texas) is a tool available to all registered attendees this month, and is accessible from all mobile devices or from a laptop or desktop. Feedback from the app’s debut at last year’s conference in San Diego was overwhelmingly positive, and we have improved it based on your suggestions. Just as we spend the time to learn our professional tools, it makes sense to spend some time with the app now, before arriving at the conference, in order to maximize its utility.

Most people dive immediately into the app to check out the sessions and events and to familiarize themselves with the schedule planner feature. (Note that the app will reflect the latest changes and cancellations to the program.) In addition to conference sessions, you can also use the app to include your own personal events into the schedule you create (e.g., a division dinner or lunch with a favorite project manager). Here is what else the app will allow you to do:

**Contact People:** The app can be used as a powerful networking tool. To start off, all attendees’ names will be included automatically in the app. Attendees can add to this basic profile by logging in and including their contact information, photo, languages, and specializations. You will be able to see the list of attendees before you arrive. The Matchmaker utility filters the list by a number of criteria, letting you create your own contact list. Whether you access the app from your phone, tablet, laptop, or desktop, you are just a few clicks away from reaching any attendee via phone, e-mail, or social media. (Remember, even though your name will be included in the app automatically, you will still need to log in and add your contact information to your profile.) Take advantage of this powerful feature and complete your schedule now, and make sure to schedule a block of time for evening tapas on the Riverwalk or takeout lunches on the green of Hemisphere Park.

**Polish Your Appearance:** As I mentioned before, the app will already include your first and last name, but you can beef your profile up: add a picture so others know for whom they are looking (more practical than carrying a book of poems or a red rose), enter your languages, and upload your freshly polished résumé. Those simple actions mean that potential clients can research you in advance of the conference and meet you there.

**Research Exhibitors:** Take the time to look through the exhibitor information in the app in advance, and use it to plan a strategy. Instead of an aimless wander through the Exhibit Hall avoiding eye contact, you can plan whom you want to see, get an answer from a software vendor, ask degree program representatives probing questions, and come prepared with your best smile for recruiters.

**Increase Your Visibility:** Use the social media features to post to Twitter (#ata54) and LinkedIn. Let clients know you are sharpening your saw with cutting-edge educational sessions and stand out from the crowd.

**Plan Your Free Time:** The app includes information about our host city, from opening hours for the Alamo to the closest restaurant and a weather forecast. The conference website also links to other San Antonio tourism sites and apps to help you plan time for rest and relaxation (www.atanet.org/conf/2013/city.htm).

**Make the Conference Even Better:** You can submit your session and conference reviews from the app (just a few thumb taps on your way to the next session). You will also be automatically entered in the daily drawing, as well as the big drawing for a free registration for next year’s conference in Chicago.

**Streamline Follow-Up:** Rather than having a pile of business cards,
ATA’s Board of Directors approved the July 1, 2013-June 30, 2014 budget and the draft budgets for 2014-2015 and 2015-2016 at its summer meeting. The budgets project a surplus of $36K, $115K, and $44K, respectively, for the three years in question. This accumulated surplus of $195K, together with the expected surplus of $16K for 2012-2013, keeps us on track to totally eliminate our deficit of $219K accumulated in previous periods. A summary of these budgets is posted in the Members Only section of ATA’s website under “From the Treasurer” (https://atanet.org/TR_August13.php).

Thanks to the prudent management of our funds and cost-cutting measures of the past years, our Association is in sound financial shape. Some key figures and developments reflected in the budget are outlined below.

- We expect the total operating budget of $2,782K for 2013-2014 to exceed slightly the expected actual figure for last year, $2,720K. The budget includes a dues increase of $30 for active, corresponding, and associate members—student membership dues remain unchanged—and a proportionally similar increase for life, corporate, and institutional members.
- We expect the expenses for The ATA Chronicle to increase slightly from $360K to $365K, while advertising and other revenues should increase $25K from $76K to $101K.
- Both revenues and expenses for Certification are expected to drop slightly, as are expenses and revenues for this year’s Conference. However, for next year’s ATA Annual Conference in Chicago, we expect an increase in attendance, which means higher revenues and expenses.
- Professional Development is forecast to maintain its healthy margin of $36K in revenues versus $15K in expenses against $31K versus $9K for this year.

Since this is my last report to you as your treasurer, it includes a summary of our finances during the period of my two terms from 2009 through the end of July 2013, which can also be viewed in a table on ATA’s website in the Members Only Section (https://atanet.org/TR_August13_09.php). Please note that, unlike the budget, this report contains audited figures with a portion of Headquarters’ expenses allocated to the individual programs in proportion to Headquarters resources used by each program. The report shows a slow but steady increase in Membership Dues revenues. Our Conferences have yielded mixed results, the total for the five years in question being close to break-even. The ATA Chronicle has had steadily declining expenses due to the continued efforts of the Board and Headquarters.

Our investments had a positive return in the past three years. Though these gains were not able to offset fully the losses incurred during the 2007-2009 financial crisis, our conservative investment strategy helped us avoid the catastrophic losses suffered by some other organizations.

All in all, the state of ATA’s finances has remained stable during the past five years. Thanks to the Board’s measures to increase revenues and cut expenses without affecting the programs our members consider necessary and desirable, the Association has seen healthy growth and has implemented a number of programs to enhance the membership experience. We hope to continue on this path by making maximum use of evolving technologies.
Annual Conference: ATA’s Annual Conference is one of the largest, if not the largest, annual gathering of translators, interpreters, company owners, and other language services professionals. So what does this mean for you? It means you have a valuable opportunity to network, market your services, and learn, all of which translates into saving time and putting more money in your pocket. With over 175 education sessions, ATA’s Annual Conferences offer an unmatched breadth and depth of practical information and tips to help you work smarter. If you have not registered yet for ATA’s 54th Annual Conference, November 6-9 in San Antonio, Texas, please do: www.atanet.org/conf/2013/register.htm. Register before October 1 and save 20%.

Newcomers: One of the special characteristics of ATA’s Annual Conference is the efforts by your peers to make first-time attendees really feel welcome. This year, ATA volunteers, headed by Helen Eby, are taking this outreach to a new level with “Buddies Welcome Newbies” on Wednesday afternoon, November 6. This meeting will welcome first-time attendees and try to pair them up with more experienced members in an effort to make their conference experience more rewarding and enjoyable. For more information on this effort, please check out: www.atanet.org/conf/2013/newbies.htm.

Outside of the Conference, these same volunteers have created a blog to reach out to students and others just entering the professions. The blog will share tips and offer advice on getting started. To access the blog, please go to: http://atasavvynewcomer.org/.

The ATA Compass: Speaking of blogs, The ATA Compass continues to feature insightful client education material. Recent posts, which are all quick reads, have addressed “What is a Certified Translation?” and “Ten Steps to Make Your Technical Translation Projects a Success.” Be sure to share this blog with your clients: http://theatacompass.org.

Elections: ATA’s elections will take place November 7, 2013, at the Annual Meeting of Voting Members (“Presentation of Candidates and Election”) held at ATA’s Annual Conference in San Antonio. The candidate statements appear in this issue. (Please see page 10.) More information will be sent to all voting members in late September. Thank you to all the candidates who are willing to serve the Association.

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2013 Slate of Candidates

**ATA Elections | 2013 Annual Conference | San Antonio, Texas**

**President-elect (two-year term):**
David Rumsey

**Secretary (two-year term):**
Boris Silversteyn

**Treasurer (two-year term):**
Ted Wozniak

**Director (three positions, three-year terms):**
- Evelyn Yang Garland
- Rudy Heller
- Jonathan T. Hine, Jr.
- Jane Maier
- Emily Tell
- Rosalie Pasquel Wells
The technology we build can collect signals from foreign adversaries, but protecting the nation requires a human understanding of nuance, context, cultural overtones and dialect that only you, a language specialist, can provide. The product of this combination of technology and your expertise will provide the most complete and accurate intelligence to U.S. policy makers, military commanders and other members of the Intelligence Community to help the nation stay a step ahead of foreign threats. Explore career opportunities at NSA and see how your language proficiency can have a direct impact on national security.
ATA 2013 Elections: Candidate Statements

ATA will hold its regularly scheduled elections at the upcoming 2013 ATA Annual Conference in San Antonio, Texas, to select a president-elect, secretary, treasurer, and three directors.

President-elect
(two-year term)
David Rumsey
nordictranslator@gmail.com

I am honored to be nominated for president-elect of ATA. Over the past decade, I have held several positions in ATA, including two terms as the administrator of the Nordic Division, serving as the language lead for the creation of the new Swedish>English certification exam, and serving four years on the Board of Directors. I have also worked on all sides of the language industry as a freelance translator, former agency project manager, and localization engineer for a large software firm.

The years ahead pose some interesting challenges for ATA and the language industry as a whole. The visibility of translation and interpreting is expanding rapidly through technology. ATA must present an image that reflects professionalism, innovation, and education as we move forward. It is important for ATA to remain visible as the key organization representing those of us involved in the language services industry as freelancers, educators, agency owners, translation buyers, or all of the above.

When I ran for the Board of Directors initially, I was eager to expand ATA’s website. Our current effort to revise and improve the website is designed to help improve access to our membership by translation buyers and to the organization’s services by existing ATA members. It will be an attractive and intriguing location where translators—and interpreters—can highlight their skills and services, and where buyers can find them.

I am also encouraged by the success of ATA’s webinar program in bringing better training and educational opportunities to the membership. I would like to see the access and variety of educational opportunities expanded. As technology-assisted translation becomes more widespread, it is going to be increasingly important for language professionals to master these technologies, but also to highlight their own unique talents, expertise, and knowledge. We need to educate the public about the role of human translators and how to approach the myriad of new language technologies.

The use of technology-assisted translation and interpreting is also highlighting the importance of standards in the industry. As I have written in my column “Standard Issue” in The ATA Chronicle, standards apply to more than creating interoperability between translation memory formats. Standards are currently being created that may ultimately provide a template for how language services providers should operate, and potentially how quality will be assessed in terms of translation and interpreting. It may also determine how buyers and regulators will view our industry. It is important for ATA to continue to be at the forefront of these efforts and to ensure that the views and interests of our membership are represented properly.

Ultimately, the job of president-elect involves listening to the many voices in the Association and, at the same time, speaking in a language that is balanced, intelligent, and focused as we approach a new era in our industry. I look forward to the opportunity.

Secretary
(two-year term)
Boris Silversteyn
bsilversteyn@comcast.net

I have been privileged to serve on ATA’s Board—first as a director and then as secretary—and am honored to be nominated to serve a second term as secretary.

ATA’s secretary has an important role with serious responsibilities, and I have been trying to execute these responsibilities properly.

While on the Board, I have been guided by four principles: be active, be a team player, make a difference, and promote the interests of individual members, especially freelancers. This is what I have been doing.

My first initiative on the Board, working together with then-Directors Dorothee Racette and Nick Hartmann, was to update the continuing education (CE) requirements for translator certification, expanding the range of activities awarded CE points and aligning the number of points assigned to each activity with their educational values. This improved the quality of CE and helped certified translators maintain their certification.

To facilitate division leaders’ communications with their members and with ATA’s Board and Headquarters, and to avoid micromanaging divisions from above, I worked closely with then-President-elect Dorothee Racette.
on developing the current Division Governing Policy.

To give ATA members timely information concerning the Board’s activities, as ATA secretary I introduced the practice of posting Board meeting summaries on ATA’s website immediately after each meeting. Now members do not have to wait several months to learn about the Board’s deliberations and decisions.

When the Board embarked on upgrading ATA’s website, I noted that it now takes at least six clicks to find a translator’s/interpreter’s contact information and stressed the need to make it easy for prospective customers of our services to get that information. The website redesign team has made sure it will only take one click.

When the Board did not agree with my proposal to add “and Interpreters” to ATA’s name, I worked with Director Alan Melby and other Board members to develop the current tag line “The Voice of Interpreters and Translators,” which now always accompanies ATA’s logo.

My most recent proposal to the Board is to open ATA’s Certification Program to non-members.

Here are a few words about my background. I am a freelance Russian and Ukrainian interpreter and translator (ATA-certified, English<>Russian). I have been an ATA member since 1986. I am also a charter member of the National Language Service Corps.

Having been fortunate professionally, I have always tried to give back to ATA and our profession. In addition to working on the Board, I chaired ATA’s Dictionary Review Committee and the Divisions Committee, presented at ATA conferences, contributed to ATA publications, and currently participate in ATA’s Certification Program as the language chair for the English-Russian exam and a grader for the English-Russian and English-Ukrainian exams.

A freelancer myself, I know freelancers’ needs and interests. I have always defended those interests on and outside the Board, and will keep doing so.

Treasurer
(two-year term)
Ted Wozniak
ted@tedwozniak.net

I am a German-English financial translator specializing in accounting and taxation translation. I have been a freelancer for more than 15 years, and previously worked as an accountant, interrogator in the U.S. Army, and stockbroker.

I have been privileged to serve as one of your representatives on ATA’s Board of Directors for the past three years, and as a member of the Finance and Audit Committee for the past two years. In addition to the regular duties incumbent on a director in providing stewardship to ATA, I also worked on the model contract project and the revision of the procedures for the Ethics Committee for handling ethics complaints, which was recently approved by ATA’s Board of Directors.

I have also worked closely with Gabe Bokor, our outgoing treasurer, who has done a superb job in overseeing ATA’s finances, especially following the market turmoil of recent years and the unexpected loss on the FIT Congress.

My experience as an accountant and financial translator gives me a strong background in finance and the knowledge required to interact easily and successfully with our internal and external accountants and financial advisors. I will continue to follow our current policy of a prudent and conservative investment approach with respect to ATA’s financial assets, while ensuring that the costs for providing member services are fair and reasonable, and will seek to enhance ATA’s revenue streams where possible. I will carry out these duties with a constant eye on the cost/benefit ratio to you, the members of ATA whom the Board members are tasked with representing.

I respectfully ask for your support in my bid for treasurer of our great organization.

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www.atanet.org/linkedin.php

Twitter
http://twitter.com/atanet
Candidate Statements Continued

**Evelyn Yang Garland**  
**Director**  
(three-year term)

*egarland@actallanguage.com*

On a freezing day in January, I flew to Minnesota from my home in Maryland to take ATA’s certification exam. I was never as cold in my life, but I never regretted the trip. Passing that exam helped me start a successful career in translating and interpreting. As time went by, I met many colleagues through ATA who generously guided, encouraged, and inspired me. I came to realize how important ATA’s collegial community was to me both professionally and personally. I wanted to give back. In the past few years, I have been increasingly involved with ATA as a volunteer. I began doing layout editing for the Chinese Language Division. Then I organized monthly meet-ups for the National Capital Area Translators Association (NCATA), the local ATA chapter in Washington, DC. Most recently, I led the Translation Company Division’s latest conference, where translation companies shared best practices and freelancers learned about their clients’ perspective. I am also a multi-time contributor to *The ATA Chronicle*, as well as a contributor to several initiatives led by ATA Board members, such as ATA’s model contracts for translators and interpreters.

There is no greater way to give back to this group of supportive colleagues than by serving on ATA’s Board of Directors. This is why I am both excited and humbled to ask you for the opportunity to serve as a director.

If elected, I would like to focus my efforts on achieving two goals:

1. Increasing ATA’s visibility and influence outside of our profession through low-cost initiatives. There are several options to explore, such as establishing a speakers bureau and pursuing social media activities that target select non-translator audiences. I would like to see an ATA known and respected by more people outside of our profession, and an ATA that is the “go-to” place for expert advice on translation and interpreting.

2. Cultivating professionalism among the next generation of translators and interpreters by building on the existing Mentoring Program and the new Buddies and Newbies Program at ATA’s Annual Conference. I will pilot additional ways of mentoring that would be more flexible and enable a larger number of mentors and mentees to participate.

My actions speak more convincingly than my words. I have been bringing positive energy and delivering on my promises for various ATA divisions and chapters. For example, at NCATA, I initiated social media campaigns to increase the reach of our programs significantly. One conference I co-chaired brought in 40 new members for NCATA, and some of the monthly meet-ups I organized were among the most popular ones.

I look forward to bringing the same kind of fresh enthusiasm and commitment to the entire ATA community.

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**Rudy Heller**  
**Director**  
(three-year term)

*rudy@gohls.com*

I am honored to be a candidate for ATA’s Board of Directors. As both a translator and interpreter, as well as a lifelong freelancer who at one time also ran a small language bureau, I know I can bring a very well-rounded perspective to the Board.

Over the past 30-plus years, I have participated in a number of different areas within ATA. As a grader in the Spanish>English Certification Workgroup, I have worked with colleagues in creating the prep-to-become-certified workshops given at many ATA Annual Conferences. As a past administrator of ATA’s Spanish Language Division (SPD), I helped organize our first conference and worked to establish SPD’s operating guidelines. Participating in ATA’s pro-bono program, its Mentoring Program, and the School Outreach Program, I have learned communication and leadership skills. Therefore, encouraging others to become more active in ATA is an important goal for me.

Having recently completed six years as a public official in my hometown, I am very cognizant of the responsibilities of representing the people who elect me. Based on this experience, I feel it would be helpful to look at new ways that ATA members can easily provide feedback and suggestions to the organization’s Board and Headquarters staff. If elected, I pledge to be available and to listen to all members and to work on creating new ways for us to communicate with one another.

I also bring my experience as an active member of the New England Translators Association (NETA), my local group. Some of you may remember the video I produced with NETA members inviting people to attend ATA’s Annual Conference in
Jonathan T. Hine, Jr.
translations@scriptorservices.com

Background: I was born in Virginia, raised in Italy, spent 24 years as a U.S. Navy officer, 10 as a university administrator, and 51 as a translator and interpreter. I have degrees from the U.S. Naval Academy (BS), University of Oklahoma (MPA), and University of Virginia (PhD). I am the owner of Scriptor Services LLC. An ATA-certified Italian>English translator, I am a member of ATA’s Italian, French, Interpreters, Literary, and Science and Technology Divisions, as well as the National Capital Area Translators Association and the American Translation and Interpreting Studies Association. I am also a mentor in ATA’s Mentoring Program and an exam grader for the Certification Program. In addition, I am a workshop presenter specializing in freelancer and small business issues, revision, and career decision-making. I am the author of I Am Worth It! How to Set Your Price and Other Tips for Freelancers and Are You Bilingual? Enjoy Making It Pay! My most recent book-length translation is Beyond the Age of Oil, by Leonardo Maugeri (Praeger, 2010).

By long association with the different members of the profession and the industry, I am prepared to represent and synthesize the points of view of freelancers, business owners, project managers and their employers, educators, and those interested in developing the next generation of colleagues. My special strengths include an ability to integrate a wide variety of positions and to find win-win solutions for seemingly intractable problems (not a campaign promise, just something I have been lucky at so far). This is supported operationally by my management training and experience on the boards of nonprofits, in the U.S. Navy, and at the University of Virginia, and by my education as a program evaluator and translation scholar. Being a certification exam grader and a mentor has kept me keenly aware of the changing needs of those getting started or just gaining traction in this profession that I love.

I have been involved with certification for 20 years. I have also looked into medical insurance for freelancers, and was one of the first to subscribe to an ATA errors and omissions insurance policy. I watched three iterations of the Mentoring Program and had four mentees (two official, two unofficial, all through ATA). Yet I promise no particular direction and take no special stand on any of these issues or programs. Instead, I plan to see where I am needed and to go there.

Thank you for your confidence and the honor to serve you.

Looking for continuing education events in your area?

Check out ATA’s online event calendar at www.atanet.org/calendar.
What a surprise and honor to have been once again nominated to run for ATA’s Board of Directors! I was on the Board for two consecutive terms, from 1988 to 1994, and am excited about the possibility of serving our organization again.

I have worked in the translation industry for over 30 years, since graduating from the Monterey Institute of International Studies with a master’s degree in translation and interpretation (Spanish<>English). I am ATA-certified in three language combinations (Spanish<>English and French<>English). I have worked on “all sides of the fence,” first as the general office manager of a translation company in my hometown of Boulder, Colorado, then as the founder and owner of my own translation service, and finally, after the business was sold in 1993, as a freelance translator, which I have been doing ever since.

When I was on ATA’s Board before, my main accomplishments included the drafting of the first model contract, which is available on ATA’s website, albeit in an updated, improved version. I also formulated the guidelines for meeting IRS requirements on fulfilling independent contractor status, presented a session at an ATA Annual Conference on this subject, and wrote an article that was published in ATA’s Scholarly Monograph Series. I also assisted several translation agencies in the U.S. who faced IRS audits related to this issue.

I have served in various positions for the Colorado Translators Association, including president and vice-president. For the past 18 years, I have been involved primarily with ATA’s Certification Program, working as a grader for the Spanish<>English exam and serving as the language chair for eight years. The program has made huge strides since I started grading, becoming much more transparent, professional, objective, and internationally respected. But we are now at a critical, necessary turning point (i.e., offering the computerized version of the exam to be more in line with the way translators work). If elected to the Board, I would work to ensure the smoothest transition possible that is fair to all candidates. I would also like to address logistical aspects of the program in order to help streamline the entire process and eliminate delays in receiving exam results, among other things.

Looking to the future, according to U.S. Bureau of Labor Statistics there is expected to be a 42% increase in the need for professional translators and interpreters by the year 2020, but an expected shortage of people to fill this need due to various factors such as budget cuts to foreign-language programs. I envision a number of ways ATA could respond to this situation through public relation efforts, working with high school and college programs, increased mentoring opportunities, and back-to-basics workshops offered at the Annual Conference and through webinars aimed at beginning translators, to name a few.

It would be a true honor and pleasure to be elected to the Board in order to have the opportunity to put my many years of experience in the industry into service once more for the betterment of our dynamic organization.

I learned of ATA after returning from Chile in 2003, and have been a member ever since. Being part of ATA has provided me with many opportunities to meet professionals who specialize in different fields and languages. It has inspired me to attend the Annual Conference, which always results in new projects, contacts, and friendships. Since I have been a freelance and agency owner for most of my career, being an ATA member has been important for my personal and professional growth. I always learn something new by reading The ATA Chronicle, attending a webinar, and participating in division events. From 2009 to 2011, I served as assistant administrator of ATA’s Language Technology Division (LTD). This experience enabled me to work as part of a team toward the common goal of developing LTD further in light of fascinating technological changes in our field.

The first thing I tell people who are interested in becoming freelance translators and/or interpreters is to join ATA. It is here where most, if not all, answers to questions related to our field can be answered. I am constantly inspired and awed by the commitment and devotion of members who serve ATA in diverse capacities. I have also participated in the New York Circle of Translators and plan on becoming a member of the Association of Translators and Interpreters in the San Diego Area.

If elected to ATA’s Board, in addition to bringing enthusiasm and passion
to the position, I would also bring my knowledge and experience. I have worked in the translation and interpreting professions for over 10 years, both in the U.S. and Latin America. In this connection, I have worked as a project manager and translator in Chile, overseeing the translation department at an international corporate law firm based in Santiago. Since returning to the U.S., I have worked as a project manager, agency owner, interpreter, translator, and editor/proofreader for both agencies and direct clients. This broad-based experience has guided my professional growth. All of this enables me to inform and educate both ATA members and the community at large regarding the current and future state of the translation and interpreting professions.

Each day technology plays a more important role in our professions. Due to continuing technological changes, it is not enough simply to be bilingual or even a skilled translator or interpreter. As a director on the Board, I would convey the need to participate in continuing education activities, study groups, and networking to keep pace with the evolving nature of language. I also believe in community outreach, because the development of our professions is directly correlated to the public’s understanding of what we do and who we are.

If elected, I would draw upon my experience to inspire ATA members to participate in divisions and committees. I would also work with the other directors to guide the Association toward common goals and unite the different “players” in the industry. This would effectively produce the best possible product for the end-user while maintaining the integrity of the professions and above all the language.

My nest is now empty. Thanks to the incredible field of translation and interpreting, I was able to raise three children and lead a fulfilling professional career at the same time, all from the comfort of my home. I have been working as a freelance Spanish translator and interpreter for almost three decades. Years ago, I said that when our children left home to pursue their adult lives, I would be ready to give back to our Association in a more meaningful way.

I am now able, willing, and honored to assume an active volunteer role in ATA if the membership chooses me to serve as a director on ATA’s Board. I humbly accept the candidacy with the full knowledge that it is a great responsibility. I am aware that this is a three-year commitment and that it requires me to attend multi-day meetings several times per year. I am ready. There will be e-mails, phone calls, and teleconferences. I am ready. I know that I must learn and fully understand all codes, procedures, and policies of the Association and encourage others to do the same. I am ready. I acknowledge that I am also expected to take on a specific area of responsibility. I am ready.

The U.S. Bureau of Labor Statistics predicts that for the period 2010-20, there will be a 42% increase in the number of jobs for interpreters and translators! There are not enough of us now for this huge growth. If chosen to serve as a director, one of my main areas of interest would be to launch a campaign to get middle and high school students excited about becoming translators and interpreters.

In our primary schools, we have many children who come from bilingual homes who would make excellent translators and interpreters, but have no idea that the special gift they possess—bilingualism—can be channeled into a professional career.

Because of my interest in sharing with my colleagues the skills I have learned as a translator, I have offered many courses (both paid and free) in translation tool technologies, productivity, cultural communications, and resources for translators. I have always felt that because volunteers play an important role in society, it is my personal duty to contribute to the whole. For many years, I was the webmaster of ATA’s Spanish Language Division website and served the division in other capacities. I have also been involved in ATA’s Professional Development and Standards Committees. I was the organizer of the Networking Session at ATA’s Annual Conference for a number of years. Outside of ATA, I have been a volunteer interpreter, translator, and mission director for a national organization that provides free surgical treatment worldwide to children with cleft anomalies. I am a committed Rotarian and work hard to use my vocational talents where they are needed.

Now I would like to offer the many useful skills I have learned in my years as a translator to ATA’s Board of Directors.
If you asked 100 translators or interpreters to describe their first days in the industry, you would probably get 100 different answers—or at least some very entertaining stories. If you want to become an accountant or an attorney, there is a clear path ahead of you. But if you want to become a translator or interpreter in the U.S., you will need to do some of your own path-finding, hopefully with some help from those who have gone before you.

On the first day that I thought of myself as a translator, I sat at my kitchen table with my baby daughter and the phone book (remember those?) and started cold-calling translation companies. I had a master's degree in French and I loved to write, so I felt confident that I could do the job, but I had no idea how to launch or run a successful freelance business. Did I need some kind of certification? What kinds of clients would take a chance on a newcomer? How much should I charge? Were there really people who “made it” as freelancers and did not have to depend on a backup income? After more than a decade in the business, I am very, very glad that I persevered through those difficult first years, but I also realize that I made a lot of mistakes. If you are a newcomer to the profession, here are some tips, cautionary tales, and (hopefully) some sources of inspiration for you.

Starting up will take more time and effort than you think. I receive inquiries from frustrated beginners on a regular basis, and they often read like this: “Dear Corinne: I am really struggling to establish my freelance business. I’ve sent out 25 résumés in the past two months and have received only one response. I am extremely discouraged and wonder if this job is for
me.” Everyone’s mileage varies, and if you translate a high-demand language or specialization, clients may be clamoring for your services right away. But in general, your startup phase will last at least a year, and that is if you are working full-time or close to it. Count on at least six months during which you are primarily or exclusively marketing and networking, then at least another six months of very irregular income before you depend on your freelance income to support you. In my case, I applied to over 500 potential clients during my first year in business, and it still took me over a year and a half to replace the income from my previous full-time job.

**Forget about the phone book, but do not overvalue the Internet.** It turns out that on my first day as a translator, I had a tiny shred of the right idea. While I would not recommend cold-calling potential clients (and I no longer own a phone book), I think that person-to-person contacts are the most valuable resource in a freelancer’s marketing arsenal. Look at it this way: if you do not have much work, you have a lot of time. So, ask every potential client in your local area if you can take one of their employees out for coffee or lunch, “to learn a little more about their business.” Treat the meeting as just that, a way to find out what this agency or direct client does, and how you might fit in. Even if you apply to clients online, you can set yourself apart from the herd through personal touches. Whenever you get a positive response from a prospective client, follow up with a handwritten thank-you note and business card. When you meet a really successful translator—the person you want to be when you grow up—offer to interview her or him for a translation industry publication, and then ask all of the questions that you want answered!

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If you want to become a translator or interpreter in the U.S., you will need to do some of your own path-finding, hopefully with some help from those who have gone before you.

**You do not know what you are doing (yet), so surround yourself with people who do.** One of the wisest things I did during my startup phase was to join the Colorado Translators Association. In that group, I found a lot of real, live, successful freelance translators who assured me that there was plenty of work out there if I actively looked for it. They gave me great ideas on how to get an “in” with potential clients, and when I established myself as trustworthy and competent, some of them referred their overflow work to me. During my second year of freelancing, I saved enough money to attend ATA’s Annual Conference, at which I met even more translators and my first big clients. Remember this: most people love to be seen as experts, and experienced translators love to feel that they are passing on their years of wisdom and experience to the next generation of language professionals. So take advantage and get involved in ATA and your local translators or interpreters association, and put on your listening ears.

**But … do not believe everything you hear, especially if it is negative.** It is always hard to know whose advice to trust, and not all of the advice you will receive is reliable. Here are two examples. A high school classmate who speaks French and English recently told me that she had always wanted to be a translator, but a college professor told her that she had to know more than one foreign language in order to find work. When I was starting out as a translator, a friend of a friend who had worked for a translation company told me that she was not surprised that I was having trouble finding work because, “there wasn’t much of a need for into-English translators in the U.S.” My current students often mention receiving this type of well-meaning but misinformed advice (e.g., the market for a certain language is “completely saturated”; it is next to impossible to find clients who will pay real money for your services; etc.). So, if a piece of advice sounds fishy to you, or if you have a sense that you have landed on someone who is unnecessarily negative about our industry, make sure to verify their advice before you follow it.

**Entry-level clients come in many different forms.** Nearly every beginning translator or interpreter wonders how to find those first few elusive clients, especially those who will take a chance on a new person. Many agencies require several years of experience, some type of certification, or both. So, I think that the two main options are at nearly opposite ends of the market: large agencies with huge volumes of work, and high-end
direct clients whose main concern is quality. The middle of the market is a tough place to carve out a niche because it is very crowded. Lots of translators with similar qualifications, availability, specializations, and rates are fighting to win business from many of the same clients. So, go in a different direction. Large agencies are always looking for new translators because they are in a high-volume, fast-turnaround business. If you can manage this kind of fast-paced, deadline-driven work, it can be a good way to get some experience and decide what specializations you want to target when you move on to other types of clients. Another good option, especially if you already have experience in an in-demand specialization, is high-end direct clients whose only concern is the quality of the translation. Before you target them, you have to be very, very confident that your translations are excellent. Realistically, many beginning translators and interpreters are not at the level of quality that direct clients want and need. But if you are sure that you can do the job, direct clients may (interestingly enough) be less concerned about years of experience, certifications, translation memory software, high volume, and other issues that may come up in the agency market.

Before accepting an assignment, ask the right questions. When clients finally start responding to your inquiries, it is tempting to say yes frantically without even knowing what the job involves. First, slow down. If the potential client is an agency, check its rating (every single time!) with services such as the Better Business Bureau (www.bbb.org) or Payment Practices (www.paymentpractices.net). Keep a checklist of questions to ask before the project starts.

For translators:
- How many words or pages is the document?
- In what format is it? What is the subject matter?
- In what format is the translation needed?
- What is the deadline (always specify the time zone)?
- Does the client have any reference material or existing translations?
- Always specify the rate in writing. If the rate is per word, always confirm whether the source or target word count will be used. Never accept a translation without seeing (preferably) the entire document you will be translating, or at least a sample of the text.

For interpreters:
- What is the subject matter of the assignment?
- How many hours or days will the assignment last?
- Will the interpreting be simultaneous, consecutive, or both?
- Will equipment be provided, and if so, what type?
- Does the client pay for travel and waiting time, and if so, at the same rate as for interpreting time or at a different rate?
- What is the client’s cancellation and no-show policy?
- Will the client provide a partner interpreter if you need one?

For everyone:
- How and when will the client pay you?

The key is to ask the right kinds of questions. You do not want to waste a client’s time or look uninformed by asking questions that are obvious, pedantic, or paranoid, but you do want to make sure that the project is within your capabilities before you say yes.

When in doubt, just work harder. Experienced translators have a lot of advantages you do not. But I will let you in on a secret: experienced translators also get picky, complacent, and maybe even a little lazy when it comes to landing new clients. When a client needs a big assignment completed on Saturday night, or has a nasty, handwritten document that will take hours to decipher, or needs someone to proofread a 10-page list of numbers, many experienced translators will run the other way. If they have developed their businesses effectively, experienced translators do not need to say yes to these types of projects, especially if they are not from regular clients. So you, the scrappy new-
comer, get to come in and save the day so that the client can leave the office with the confidence that the project is all set. And then, because you saved the client’s hide on that project, they are likely to call you again. In my opinion, many beginners focus so much on working smarter (expensive software, advertising, paying someone to apply to clients for them) that they ignore the most time-honored way of launching a successful business: working their tails off.

**Set your sights higher than just “getting by.”** It always surprises me when people comment that “It must be so hard to make ends meet as a freelancer.” In reality, I think that it would be impossible for me to find a full-time job in my local area that would offer the same level of income and flexibility that I have as a freelancer. Working for yourself is an opportunity to create your ideal life, so seize it! Consider this: what if you applied for a full-time job and the human resource person told you that the company did not offer paid vacation, sick time, health insurance, a retirement plan, performance incentives, continuing education or training, overtime pay or comp time, not even a holiday party or summer picnic, and that you would be expected to use an ill-fitting, uncomfortable desk and chair and work amid dusty piles of books and papers. It may seem laughable, but these are the conditions under which many freelancers work for years on end.

Right at the start of your freelance trajectory, say no to this mindset and ask yourself what the “free” in freelance means to you. Maybe it is a high income so that you are free from worrying about money; maybe it is the freedom to leave the office at 2:00 p.m. and pick your kids up at school; maybe it is intellectually stimulating work so that you are free from the boredom of a monotonous job; or maybe it is a completely mobile office so that you are free to work from any place that has an Internet connection. Give yourself the resources you need to do a great job by setting aside a percentage of your income for training and professional development. Whatever your ideal life is, keep a clear vision of it during your startup phase and do not settle for “just enough.”

**A wise entrepreneur once said** that self-employment means working 60 hours a week for yourself so that you do not have to work 40 hours a week for someone else. At the end of your first year as a freelancer, if you feel wrung out, as if you have given every ounce of your energy, creativity, brain power, and tenacity to this endeavor, you have done it right.

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**Ask yourself what the “free” in freelance means to you.**

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**THE ATA COMPASS**
Your guide to translation in the global market

An Outreach Publication of the American Translators Association

The ATA Compass is a client outreach blog designed to educate current and potential clients by providing useful and practical information about the language services industry. Posts have included “What is a Certified Translation?” and “Ten Steps to Make Your Technical Translation Projects a Success.” It is a quick read. Take a look and be sure to add your comments.

Provide a value-added service and stand out with your clients. Send them a link to The ATA Compass now! Please visit http://theatacompass.org.
You most likely do not know him, although you probably should if you are a jazz fan. He is a virtuoso instrumentalist who has been playing since age six. He has visited over 60 countries and performed at nearly every major jazz festival on the planet. He has recorded with virtually every Brazilian pop singer plus some heavyweights on the international jazz scene. Blowing into his saxophone is the only thing Widor Santiago has ever done for a living. He completely masters his instrument and is at ease performing live before hundreds of thousands of spectators in large arenas or at Copacabana Beach during the now-traditional New Year’s festivities in Rio.

Yet, despite his unquestionable experience and immaculate precision, Widor, now in his mid-fifties, still follows a rather strict ritual before stepping on stage. It includes introspection, concentration drills, and, quite surprisingly, prayers.

A Comparable Craft

Music is as complex a language as any other. It uses its own ancient notation method of dots, bars, and symbols, a part of which got transliterated and simplified in modern times using the first seven letters of the Roman alphabet to refer to the seven basic musical notes. As with any spoken language, music is susceptible to infinite variations in tone, pitch, intensity, and tempo. In their urge to communicate, skillful musicians and interpreters will deftly combine those elements just so to disclose or conceal, enrapture or aggravate, grieve or celebrate, reveal or withdraw.

Musicians can be compared to conference interpreters on many counts. The former deal in musical notes and melodic phrases, the latter in words and units of meaning. For everything
else, there are probably more similarities than there are differences. A musician, like an interpreter, will rely heavily on a sense of hearing while keeping all other sensory channels open to any ancillary elements of meaning that could be blended into a harmonious whole: the conductor’s gestures, the symbols on the score, the vibration given off by one’s instruments, the audience’s reaction. Interpreters and musicians must be endowed with a fine notion of timing, intensive focus, and agility. They must be nimble and able to improvise at a moment’s notice. They perform live in front of massive audiences, making endless instantaneous decisions as they give voice to other people’s songs or tales. The risks inherent in such high-visibility, live-streaming performances can make stress a lifelong companion to musicians as well as interpreters.

Playing to Transform

At first glance, Widor’s pre-show routine does not quite add up. After so many years on the road, you would expect an artist of his caliber to have overcome any performing anxiety or stage fright. Could he really have butterflies in his stomach at every new gig? I was determined to find out, driven by something other than mere curiosity. I sought an analogy that could produce actionable advice one could put to good use on stage as well as in the booth. Taking advantage of my proximity to him—I married his sister some 20 years ago—I decided to ask him straight. An enlightening conversation ensued.

“I like to take a minute to remind myself of the reasons I am there,” Widor explained, pausing briefly before continuing. “Different people play for different reasons. Some of my colleagues play from a place of curiosity. I sought an analogy that could produce actionable advice one could put to good use on stage as well as in the booth. Taking advantage of my proximity to him—I married his sister some 20 years ago—I decided to ask him straight. An enlightening conversation ensued.

As with any spoken language, music is susceptible to infinite variations in tone, pitch, intensity, and tempo.

Anger can be as valid a driver as good music,” Widor continued. “Still, in such circumstances, there will always be an underlying anxiety that is hard to push away,” he warned.

Now, if the jitters are no longer a problem for Widor, then why all the introspection and praying before each of his performances? He settled the issue quite surprisingly. “I know that on any given day, in any crowd, there is at least one individual ready to be touched by a single note I play. I pray that she or he is there and leaves changed.” He concluded the conversation with a powerful statement: “I play to transform.”

In Search of Compassion

Regardless of what we do, we are all moving along a continuum spanning the full spectrum of human feelings. And while any emotion can technically carry us forward and help us shine, some will definitely leave a lingering, better aftertaste. The higher we move up the emotional scale, the closer we are to excellence and bliss. Learning to progress from mediocre to awesome and from miserable to great involves discovering loftier emotions from which to operate.

At the end of the day, anything worth doing is worth doing right. Interpreting should be no exception. It is a beautiful craft, ultimately anchored in the notion of service. It is also a stressful, taxing activity that can leave us mentally and physically drained, so we might as well do it for the right reasons. Why desecrate it with emotions unworthy of the
effort? Why tie its expression to our need for reassurance or, worse yet, retribution? Why not make it meaningful by making it about someone else? Could we possibly transit from anger to vanity to detachment and, like Widor, eventually play from a place of compassion? It will likely be a gradual process, and the first step, of course, is determining where we find ourselves now. Looking for our underlying motives takes full precedence.

So, trying to translate into actionable advice some of what I learned from my friend that day, here are some suggestions and questions to help interpreters keep the reasons for their actions in check and evolving:

• Make it a habit to reflect on why it is that you do the things you do.
• More specifically, try to drill down on what makes you tick as an interpreter. Be honest!
• Challenge your motives by asking what is next on the scale.
• What could make you want to perform better? What emotion could keep you going forever?
• For whom are you playing? Whom are you hoping to touch?
• What could take you to a more compassionate mode?
• How would that affect your anxiety?

These are hard questions, and the answers will likely elude you for a while. Yet asking them and acting on the ensuing hunches is the only way forward. In the meantime, you would do well to emulate part of Widor’s concentration routine. Taking a minute to remind yourself of the true reasons you are there will make you a more conscientious interpreter. You do not need to pray, if you are not spiritually inclined, but a little introspection before opening the mike is easy enough to do and well worth your time.

Beyond the booth or across the stage are discoveries waiting to be made, insights dying to materialize, myths one push away from collapse. And in any crowd, on any given day, there is at least one life longing to be transformed. All it takes is one note played right, one word uttered compassionately, by someone no longer interested in proving a point.

While any emotion can technically carry us forward and help us shine, some will definitely leave a lingering, better aftertaste.

Get Your Copy of ATA’s Interpreting: Getting it Right Today!

For non-linguists, buying interpreting services is often frustrating. This is where Interpreting: Getting it Right comes in. This straightforward brochure explains why hiring a professional interpreter is a good business decision. It is a quick read that offers practical, hands-on information for language services consumers, which makes it perfect for client education.

The brochure can be downloaded from ATA’s website in PDF format at www.atanet.org/getting_it_right_int.php. ATA members can also receive free copies by request. E-mail ATA’s Member Relations and Office Manager Lauren Mendell at lauren@atanet.org for details.
An Overview of Clinical Trials and the Drug Discovery Process

By Carmen Cross

(The following was originally published in the Summer 2013 issue of Caduceus, the newsletter of ATA’s Medical Division, www.ata-divisions.org/MD.)

The drug discovery process is the cornerstone of the pharmaceutical industry. Its purpose is to ensure that a drug or medicinal product is as safe and effective as possible for its indicated use in humans before being authorized for marketing. Even though this process is not perfect, it is still critical to drug approval because regulatory authorities, including the U.S. Food and Drug Administration and the Federal Institute of Drugs and Medical Devices in Germany, require successful human clinical trials before a drug, procedure, or medicinal product can receive marketing authority. It is essential for translators and interpreters working in the medical field to have an understanding of this process. Even those working outside the medical field might still encounter situations were terminology related to the pharmaceutical industry is used, so familiarizing yourself with the processes involved in drug discovery is worthwhile. The following is intended as an introduction to how drugs are developed and tested for safety and efficacy.

What’s Involved

Clinical trials involving drugs are the most common; however, clinical trials can involve new medicinal products such as blood glucose monitoring devices, new diagnostic procedures, and even the discovery of new uses for traditional medicines. Perhaps the best example of new uses for traditional medicines is aspirin. It was originally used as an analgesic, but, as a result of clinical trials, aspirin is also approved to treat and prevent cardiovascular disease, strokes, and heart attacks.

The majority of current clinical trials involves a drug used to treat a specific illness, and are thus known as treatment studies. Other types of clinical studies include:
• Genetic studies, which investigate the relationship between genes and illnesses, with the goal of developing individual treatments based on an individual’s genetic makeup.

• Epidemiological studies, which attempt to identify the patterns and causes of illnesses in groups of people.

• Observational studies, which involve the comparison of subjects against a control group.

There are three other types of studies that are often conducted as part of a larger trial, but that can also be conducted on their own: pharmacokinetic, pharmacodynamic, and pharmacogenomic studies.

• Pharmacokinetic studies investigate how the body affects a specific drug after administration (i.e., how it is taken into, moves around, and is eliminated from the body). This involves four components that can be summarized using the acronym ADME (absorption, distribution, metabolism, and excretion).

• Pharmacodynamic studies investigate how drugs affect the body (e.g., biochemical and physiological effects). Common drug actions studied include stimulating and/or depressing action through direct receptor agonism and downstream effects (i.e., how a drug affects chemical signals to cells).

• Pharmacogenomic studies investigate the influence of genetic variation in patients. The aim of such studies is to develop optimized drug treatments taking into account patients’ genotypes, which maximize efficacy and minimize adverse effects.

While any type of drug can theoretically be tested during a clinical trial, the following four types are the most common:

• Small molecule drugs (e.g., aspirin). These usually have a molecular weight between 500 and 600. Thus, the molecules can pass through the walls of the stomach and duodenum easily and enter the bloodstream. These drugs are usually taken orally, but other routes of administration are also possible.

• Proteins (e.g., insulin). These drugs are too large to pass through the stomach and duodenum, so they must be administered by injections or other suitable means.

• Vaccines (e.g., human papilloma virus vaccine).

• Nucleic acids (e.g., DNA and small interfering ribonucleic acids). These drugs seek to selectively stop the expression of a certain gene whose expression causes a specific disease.

Cost and Attrition

A new chemical entity, that is, a drug that has just been synthesized in the laboratory, can cost over $800 million and take as long as 15 years to develop, sometimes even longer. This amount includes the cost of development programs that failed and/or were terminated. Not surprisingly, given the major importance of clinical trials to the marketing approval of a drug, the majority of a drug’s development budget is spent on clinical testing.

Millions of dollars are invested into a clinical trial with no guarantee that the drug will ultimately receive marketing authorization. Many drugs begin the drug development process, but many of them fail—a process known as attrition. Approximately 62% of Phase II drugs undergo attrition. In addition, approximately 23% of drugs that enter the registration phase will not receive marketing approval. This leaves a very low overall success rate of about 11%.

Stages of Drug Discovery

The drug discovery process is very involved, and the familiar clinical trial phase is only one component of this process. The stepwise nature of this approach is significant because the number of test subjects increases at each phase, as does the probability for more subjects to be harmed or to not experience any benefit from the drug being investigated. A drug’s development can be terminated (e.g., by the pharmaceutical company or the authorities) at any point in this process if it has been shown that the drug is neither safe nor effective for its proposed indication in humans.

The majority of current clinical trials involves a drug used to treat a specific illness, and are thus known as treatment studies.
**Prediscovery:** In the prediscovery phase, scientists gather as much basic information about the illness as possible in an attempt to understand its underlying cause(s) and potential treatment(s). Then, a drug target, which is a key molecule for a particular signaling or metabolic pathway specific to a particular disease, is selected and validated.

**Drug Discovery:** The next phase is drug discovery, and it can last up to six years. Scientists use high-throughput screening to identify quickly the antibodies, genes, or active compounds that alter a certain biomolecular pathway. Anywhere from 5,000 to 10,000 compounds may be tested during this phase. These results are then used as starting points in the development of the drug. Due to the extremely expensive and long process before a drug can be marketed, usually no more than five molecules from the thousands of compounds tested will be the “candidate drugs” studied in clinical trials.

**Preclinical Testing:** The preclinical testing phase begins once the candidate drug has been identified. During this phase, researchers try to understand how the drug works and determine its safety profile for possible testing in humans. The U.S. Food and Drug Administration, as well as most international authorities, requires thorough testing before the candidate drug(s) can be studied in humans. Currently, the only viable ways this can be done is by animal, in vitro, and in vivo studies. If these tests demonstrate the safety and efficacy of the drug, then the drug can move into the familiar clinical research phase. The preclinical testing phase brings together many scientific disciplines, including physiology, chemistry, biology, biotechnology, and statistics.

**Phase I:** The next phase in the drug discovery process is the clinical research phase. Due to the fact that the number of subjects increases at each stage, this phase can last anywhere from six to seven years. The primary purposes of Phase I trials are to determine the effects of the drug on the human body, assess the dose and safety of the drug, and obtain a safe and optimal dose that is likely to be effective for the proposed indication. These trials typically include between 20 and 100 healthy volunteers and are designed to test how well the drug is tolerated in small numbers of people. Phase I trials typically last anywhere from several days to several weeks.

**Phase II:** The next step in the drug discovery pipeline is Phase II, and these trials are designed to observe the efficacy of a drug. These trials also refer to the actual testing of the proof of concept (PoC); in other words, does the drug actually work against the disease it was designed to treat? The frequency of adverse events is also measured during this phase. Phase II trials answer the question, “What is an appropriate dose for the drug to be effective?” Since different treatment regimens were likely studied during a particular drug’s Phase I trial, the Phase II trial often involves at least one treatment regimen for the drug. Phase II trials usually include between 100 and 250 subjects.

**Phase III:** If a drug has succeeded in the first two phases, Phase III is the next stage, which typically includes anywhere from 1,000 to 5,000 participants. These trials are designed to determine whether a drug is both safe and effective. In addition, adverse reactions resulting from long-term use of the drug are monitored during this phase. If a drug has advanced to Phase III, its study population should be defined in advance by inclusion and exclusion criteria, which is a set of medical criteria determining who can (and cannot) participate in a clinical trial. Phase III trials usually take years to complete. The marketing application is submitted to the national supervising authority during this phase. In the U.S., this form is called a New Drug Application (NDA) and is submitted to the U.S. Food and Drug Administration. In Europe, it is known as a Marketing Authorization Application (MAA).

**Phase IV:** These trials, commonly called post-marketing studies because they usually take place after a particular drug has received marketing...
authorization, represent the last step in the drug discovery process. Phase IV trials can take years to complete and can have patients numbering in the hundreds to thousands. They are designed to provide more data about a drug in real-life situations. In addition, special and at-risk populations, such as pregnant women, may be studied during this phase.

Continuous Learning Curve

The area of drug development can be an intriguing one for translators seeking to be part of the exciting medical advancements taking place. To be successful, however, translators must have a firm grasp of the processes and protocols involved that are essential to the industry. They must also be familiar with how to search for the latest information about clinical trials in clinical trial registries, such as the EU Clinical Trials Register and the U.S. National Institutes of Health.

These registries typically contain specialized information about a particular study, including inclusion and exclusion criteria, detailed information about a study population, and primary and secondary outcome measures.

Understanding the clinical trials process and the procedures required to obtain marketing authorization for the drug approval process will serve translators wishing to specialize in pharmaceutical translation well.

Notes


3. EU Clinical Trials Register (www.clinicaltrialsregister.eu) and U.S. National Institutes of Health (www.clinicaltrials.gov).

**Additional Reading**


**New Certified Members**

Congratulations! The following people have successfully passed ATA’s certification exam:

- **English into Chinese**
  - Renee Wang
  - Silver Spring, MD

- **English into German**
  - Lea Rennert
  - Bloomington, IN

- **English into Spanish**
  - Patricia S. Peacock
  - Houston, TX

- **Portuguese into English**
  - Jill Clark-Gollub
  - Silver Spring, MD
  - Rafa M. Lombardino
  - Santee, CA
An Introduction to Note-Taking for Interpreters

Presenter: Kirsty Heimerl-Moggan | Duration: 60 minutes | CE Point(s): 1

October 18, 2013 | 12 Noon U.S. Eastern Daylight Time

For consecutive interpreters, memorizing information is an essential part of the job. Relying on memory alone, however, is difficult even in the best of circumstances. Note-taking provides a quick, reliable, and easy way for consecutive interpreters to record relevant parts of the information they hear to ensure correct processing and rendition into another language. This webinar will be relevant to interpreters looking to develop a structured approach to note-taking. Attendees will learn:

- How to analyze information
- How to identify relevant content
- How to use different techniques for recording information that are faster than writing

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Register now and a link to the on-demand version will be sent to you following the live event. For more information, visit www.atanet.org/webinars.
What Are Translation Agencies Looking for in a Translator?

What are translation agencies looking for in a translator? Many new translators struggle to find their first translation agency clients. With agencies inundated by unsolicited applications, how can a beginner stand out from the crowd and make a positive impression? Our experts offer advice.

Steve Lank: Vice-president of information research and translation services at Landon IP

What are agencies looking for? In a nutshell, we are looking for long-term relationships with qualified, professional translators who are open to technology and easy to work with, because this helps to ensure consistent quality, continuity, happy clients, and more business.

How do you make an impression on an agency? Here is what I can tell you in 325 words.

Put together a great résumé. This is often your first point of contact with an agency and one to which we will refer back, so it needs to be compelling. Résumé writing is a worthy topic unto itself, but let’s just say that your résumé must clearly and succinctly indicate that you have the skills and experience we need.

Provide a cover letter/e-mail; something more than “Please see attached.” You need to give us a reason to open your résumé and this is your chance to set you up for a mutually beneficial relationship with your agency clients.

Hannah Berthelot: Translation project manager at In Every Language

At our company, we have a system set up on our website through which independent contractors can apply for work. Résumés sent to e-mail addresses listed elsewhere on the site are deleted. If you do not have the diligence to click through two links and fill out our very brief information form, then what does that potentially say about what it is like to work with you? While I understand that sending a résumé to a different e-mail address may be a strategic move by these individuals to “stand out from the rest,” to us it says “I do not know how to follow directions.” Let your talent speak for itself! If you have the credentials we are looking for, we will happily work with you. Here are three of the main traits we look for in an applicant:

1. Industry experience: This is clearly difficult for someone just starting out, and we require at least two years of professional experience. If you are just finishing up your degree or your certificate in translation, linguistics, or another language-centric area of study, I would recommend that you explore the institution’s career development resources and connect with a company that can provide you with an internship. It also helps to attend industry events like conferences. You never know whom you will meet or what you will learn!

2. Knowledge of computer-assisted translation tools: While I certainly respect those who have the skills and linguistic prowess to ace ATA’s certification exam, translation memories are absolutely necessary for maintaining branding, ensuring that precise terminology is used (and re-used) in crucial technical and medical texts, and running quality assurance processes. We also use leverage to offer discounts, so it helps if you do as well.

3. Your desire to learn and grow, and your ability to be a great team member!

Maureen Garelick: Vendor relations manager for the translation and localization division of Language Services Associates

What an agency looks for in a translator can vary based on the market served, so knowing your target “audience” is very important. An agency will look to determine if your background, education, professional experience, and areas of specialization match its needs.

Vendor managers gather and analyze this information during the sourcing process, and there are certain things you can do to stand out from the crowd. For starters, include your language pair at
the top of your résumé and do not embed text in footers or graphics (it is hard for our tools to process). We also look for a clean, polished layout of both your e-mail and résumé, which helps us easily find key information (this demonstrates attention to detail, too). Finally, be sure to send your résumé in PDF format, not Word. In terms of specifics, we are interested in knowing whether you have postgraduate translation or other relevant degrees and certifications and how long you have worked in translation (and in what fields).

Please also take the time to check the spelling and grammar of your résumé and your e-mail; too many people miss this crucial step. This is especially important if you are not a native English speaker. Finally, please be sure always to reply in a timely manner. This indicates to the agency that you are conscientious about meeting deadlines and keeping the lines of communication open.

Vendor managers also look for other attributes, such as professionalism, flexibility, responsiveness, reliability, and initiative. While more intangible, these traits can help make a translator a go-to resource for project managers.

ATA

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).

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Reminder: Beware of Scams

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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Earlier this year, my dear friend and colleague Corinne McKay told me about her experience at her new co-working space, and a few days after that conversation, I heard about a brand new co-working space in downtown Las Vegas that opened in February. I took that as a sign, went to see the new co-working office, fell in love with Work in Progress (www.workinprogress.lv) as soon as I walked through the door, and immediately became a member.

Co-working means that entrepreneurs can rent a desk, a full office, or just access to a shared office with wireless Internet and many other great amenities at a usually quite affordable price. More than an office, I have learned that it is a community.

In general, I love working from home. It is nice and quiet, I have a lovely four-legged officemate (my dog, Luna), I have all my dictionaries, staplers, highlighters, satellite radio, a huge computer screen, and other random stuff that I might need, and it is a very short commute. From the noisy cubicle of my in-house translation days, I occasionally yearned for peace and quiet. Now I have it, and while I do miss some of my awesome co-workers, I have plenty of in-person contact with others during the day.

Work in Progress (WIP) is a lovely two-story former law office—think big open spaces with a minimalist design with lots of light, nice amenities, and cool people. The space is occupied mostly by techies, and after working in e-commerce for years, I needed a big dose of tech in my life. I really “get” programmers and other high-tech folks and enjoy working and hanging out with them. I was pretty sure I was going to be the only translator and the only person without a Mac in the place, and that has very certainly turned out to be true.

In general, I am a huge supporter of the revitalization of downtown Vegas, which needs a lot of help but is getting there thanks to the financial prowess of a small, but very powerful and dedicated group of people led by Tony Hsieh, the chief executive officer of Zappos. I used to hang out in downtown Vegas years before any of the Downtown Project folks even registered Vegas on their mental map, and trust me, in the 1990s, the city was not cool or safe. I had heard about another co-working space in the suburbs, where I live, but I feel very connected to downtown, so it was not a hard choice.

Technically, I do not need an office. Our translation clients live all over the world and all work is done electronically. If we meet, it is for lunches and dinners or for meetings at their offices. For my interpreting work, I also go to clients’ offices. However, I was just so drawn to being part of a downtown community and really wanted to support WIP, so I became one of its earliest members.

In addition, I have to admit that I had become somewhat complacent on my networking, and in January of this year I made a promise to make more of an effort to meet people outside of my circle who do not yet know translators and interpreters exist and would not ordinarily think of us for a project. I am happy to report that WIP has been a great networking opportunity, and I have met plenty of lovely people I would not have met otherwise. And the setup—having to walk up to people and say hello—really forces me out of my comfort zone, which is a great thing. My laptop sticker with my company name has also come in quite handy, as several folks have pointed it out and we have started a conversation that way. WIP has a very active listserv, coffee aficionados who perfect their brew every morning and share it freely, an office dog (Zoe), an ever-changing lineup of food trucks that park outside the building, a new bike-share program, and a new yoga class (free) on Friday afternoons.

Even though it is much easier to work from my home office, I have made a commitment to drive downtown every Friday and work from there, and I have had a ton of fun. In just a few months, I have met fantastic people full of great entrepreneurial ideas from all walks of life. WIP has done a fine job of organizing all kinds of cool events, including a speaker series, mentor hours, happy hours, etc. Even though I do not speak any programming languages, I feel that I belong.
“I don’t know anyone.”
“What do they expect of me?”  “How am I supposed to behave?”  “What is a 4-H Club?”  “How do you play kickball?”  “Why do they do math problems so strangely?”  “Is school really over at 3:30 every day?”  These were some of the existentialist concerns that fed my insecurity at the age of 10 when I moved to the U.S. from Cuba and started school in Manchester, Connecticut.

Clearly, I could have remained in the dark for some time, given the fact that I did not know anyone well enough to ask and was embarrassed that I was the only kid in school who apparently did not know these things.

Enter a wonderful, generous, and very genuine American family, Mr. and Mrs. Bill Taylor, who took my brothers and me under their wing and taught us all about life in New England in a very fun way by sharing it with us. That was my first experience with mentoring outside of my family, and the positive experience has stayed with me for a lifetime. To this day, I keep in touch with their children, Debbie and Bill.

In our profession, when we start out or if we move to another location, the first three concerns above might remain the same while the others might be replaced by analogous ones, such as “Should I join the local interpreting association?”  “How much should I charge?”  “Is the terminology used here different from what I am used to?”

I remember after joining the National Association of Judiciary Interpreters and Translators (NAJIT), I was contemplating running for office in the organization. I cold-called Isabel Framer, NAJIT’s president at the time, to ask her advice. She kindly offered to take me with her when she made the rounds at an upcoming NAJIT conference to introduce me to the key players so I could learn first-hand what the organization was doing. She did not know me from Adam, but she selflessly took the time from her schedule to help me because she knew I was earnest about volunteering and she wanted to be a mentor (even though her term was ending at the conference in question).

Many of us have so much knowledge and experience that we should be sharing it to make life much easier for our colleagues. As such, consider offering your services at the local or national level to some of our many fine organizations. I am sure they receive calls from members asking for guidance on a regular basis. You might propose to let interpreters shadow you, as long as this is feasible for the setting in which you work. By just watching, we learn. Our brains have “mirror neurons” that enable us to copy what we see automatically, and the modeling that you do will allow a learner to internalize behavior much more than any job description ever will. You might also share pertinent glossaries. You could also attend networking meetings or social occasions sponsored by an association and help out in a “meet and greet” capacity, making new or prospective members feel at ease. If you have the knowledge, you could also offer to give a seminar in your areas of expertise. If you like to write, you could pen articles for the newsletters and blogs of the organizations to which you belong.

The possibilities for sharing your professional knowledge are endless.

There are many ways to meet mentoring needs, and contrary to what you might think, the givers learn and benefit as much or more than the takers in these scenarios. This is a win-win situation. In terms of self-esteem, there is nothing that beats the endorphin-high and fulfillment you get by helping others in a meaningful way. Those you help directly, as well as the organizations you work through to offer this help, will certainly bolster your reputation. Furthermore, do not discount the possibility that you will meet interesting people, learn something new, have fun, and be more intimately connected to others who have interests akin to yours. Do not leave the opportunity for the future. There is never a perfect time, so volunteer now!
When I began training interpreters more than a decade ago, I started collecting teaching materials and different training exercises like a pack rat. I relished every chance I had to “talk shop” with other trainers in order to pick their brains and share my experiences, and still do. Why? Because I soon learned that there was precious little available in the form of formally published training manuals with specific exercises—let alone actual language-specific material—to reinforce my efforts to teach key concepts and skills.

Sure, back then I had the classic works by Jean-François Rozan, Danica Seleskovic, Marianne Lederer, and Daniel Gile, my personal copies of which are duly marked up, highlighted, and dog eared. Then, in the mid-2000s, there was an uptick in the number of scholarly books and manuals published on interpreting—some of them excellent. But it was up to the interpreter trainers to build courses based on personal experiences (good and bad) and to cull through available resources to fashion what they thought best for a given cohort of students. That is how it should be.

My office is now replete with books published in English, Spanish, Russian, and Portuguese on everything from consecutive note-taking techniques, beginning simultaneous interpreting exercises, and language enhancement, to interpreting theory and practice, teaching models, and the history of interpreting, not to mention all of my file folders with handouts from training-of-trainer seminars and journal articles.

Today, there is no dearth of literature about interpreter training. However, what has been missing from my library is a book that would bring together the collective wisdom and numerous exercises spread out across a broad swath of publications on interpreter training in a format that is easy to consult based on the skill that needs to be taught or improved.

Well, not any more. Conference Interpreting: A Student’s Practice Book (Routledge, 2013), by Andrew Gillies, now fills that once gaping void. It is the kind of book any interpreter trainer would do well to have close at hand.

Why do I say that? In short, because the book puts many options at a trainer’s fingertips when planning classes or when helping students faced with specific challenges in their own progression through an interpreter training program. Gillies has written a practical reference work for trainers and students alike that is divided into four broad parts: practice, language, consecutive interpreting, and simultaneous interpreting. Each part is divided into well-organized subsections, each with an introduction to the specific topic (e.g., feedback, active listening, split attention, etc.) that explains why each is an important part of interpreting. For example, Part A offers the best collection of general guidelines on how to practice effectively that I have come across in interpreter training literature. It is going to be required reading for my introduction to interpreting students.

Parts B, C, and D are comprised of mainly specific exercises. For example, “Part D: Simultaneous Interpreting” includes subsections on delivery, split attention, time lag/décalage, anticipation, reformulation, self-monitoring, and stress management, each with the aforementioned explanatory introduction followed by a treasure trove of exercises for working on the specific skill. (The section on reformulation has 40 separate exercises!)

As Gillies himself notes, this is not a course book, nor should the goal be to do all of the exercises in it. It is best used by an experienced interpreter trainer to complement and enrich an interpreting course and to help students work on specific skills as they progress through a training program.

I have a plethora of great titles on interpreter training in my library. But if someone were to ask me what book I would want with me if stranded on a desert island, and if I had to train interpreters, the answer would be easy: Conference Interpreting: A Student’s Practice Book by Andrew Gillies.
The wooden ship pitched and heaved in the storm, and João automatically lifted his cooking pot to protect it from the resulting slosh of stinking excrement around his feet. Here below deck, surrounded by the groans and smells of sick and dying men, even the daily water ration stank so badly he had to plug his nose to drink it. Bands of rats prowled the ship during the night, gnawing on the feet and faces of the sleeping men and boys. As a Jesuit novice and one of the youngest on board, João cooked for the sick and warded off rodents when he could, but he wondered how many of the one thousand men who had started the voyage in Portugal would still be alive at the end. He had heard tales of ships landing with only 200 sick souls still alive. And India could still be months away.

The year was 1574, and conditions like these would have been common for João Rodrigues, a 14-year-old orphan, on his long and arduous way to Japan to become a Jesuit missionary.

In the 16th century, the Portuguese Jesuits had worked out a system to locate and recruit the most promising young boys from Portugal’s well-stocked orphanages. These boys, like João, were educated in Jesuit institutions and then sent on to one of their many mission outposts around the world.

Of all the mission societies, it was the Jesuits who most eagerly looked for ways to achieve inculturation, or culturally appropriate communication of the Christian message. A central component of this goal was the study of language. Once João had landed in Japan and regained his land legs, he channeled that same determination that had kept him alive on his grueling three-year odyssey to Japan into learning the Japanese language.

As the Jesuits turned their focus onto Japanese culture in the late 16th century, it quickly became apparent that there was no one in the mission who could match João’s linguistic abilities. His chief task soon became that of interpreter, working in particular as an intermediary between the Japanese court and Western merchants, sailors, and religious and governmental officials.

In fact, his skill set was so extraordinary that before long he had assumed the position of imperial confidant and interpreter to the rulers of Japan, interpreting language as well as all things cultural. Fifteen years after arriving in Japan, João attended at the deathbed of the ruler Toyotomi Hideyoshi, whom he had served as interpreter and adviser. He then remarkably maintained his highly influential status with Hideyoshi’s successor and greatest rival, Tokugawa Ieyasu, the founder of the last great Japanese shogunate.

Despite João’s influence, life for missionaries in Japan was perilous during these years. João’s Jesuit brothers were alternately persecuted, forced into hiding, and killed in mass executions, and João himself walked a tightrope back and forth between the halls of power and the cells of the persecuted. Though he was not able to prevent the infamous crucifixion of 26 European missionaries and Japanese followers in Nagasaki, he did receive permission to stay with them and make sure they were killed quickly. Most remarkably, he himself remained untouched, having become so indispensable to the Japanese leadership that he was able to maintain his influential position throughout all the upheaval and bloodshed. Eventually he even became the personal commercial agent of the Shogun, serving as the gatekeeper for all commercial activities between Japan and European countries.

However, when the relationship between the Japanese and Portuguese governments finally deteriorated in 1610 to a point where the Jesuit mission was given the choice of expelling Rodrigues or all its missionaries, Rodrigues left Japan, never to return. The remaining 23 years of his life he spent in a kind of exile in China. Though he tried to resume his position of authority in matters of language and culture, he could not recapture the excellence he had displayed in Japan.

What a rich life story—multi-faceted, mysterious, and melancholy all at the same time. This is something that novelist James Clavell recognized when he used João Rodrigues’ biography to craft the character Martin Alvito in *Shōgun*.

An obvious and relevant aspect for us is the unusual role Rodrigues played as an interpreter—an orphan from halfway across the world who became a confidante to kings and a policymaker for potentates. Unlike the impulse behind this year’s *Face of Interpreters and Translators Photo Contest* (www.atanet.org/careers/photo_contest.php), there is no known portrait of Rodrigues. He did not need one because, unlike many of us, he was certainly not invisible during his time.

But the part of the story that touches me the most is the last part, beautifully and painfully described in Michael Cooper’s biography *Rodrigues the Interpreter* (Weatherhill, 1974). After
Humor and Translation

Carp on Geezer

The following is copyrighted © 2012 by Zuzana Kulhánková and is used here by permission. She is an English and Czech translator accredited by the Canadian Translators, Terminologists and Interpreters Council (CTTIC), and received the Canada Council for the Arts International Translation Award for her translation of Robertson Davies’ The Fifth Business into Czech. She may be contacted at office@ptrtranslators.com.

I am a Bohemian. Whereas other people go to incredible lengths to be acknowledged as such, I became one quite painlessly by being born in the western part of the Czech Republic.

I am also a translator. One of my professional deformations is the morbid delight I take in multilingual restaurant menus. It makes waiting for food more palatable. Carp on Geezer, a gem that startled me at first and then sent me into hysterics, I discovered in a quaint South Bohemian town.

To solve this semantic riddle, we need to backtrack to the idyllic times of some 150 years ago when Prague was a sleepy provincial town of the Austro-Hungarian Empire. The

insomniac Emperor required his ministers to report to his office by 6 a.m. As silly ideas will, this one trickled down and every humble official had to start work at the same ungodly hour.

Their stomachs, having broken their fast around five, demanded more sustenance long before noon. This gave birth to a nice tradition of restaurants sending over a mid-morning snack, usually a small portion of veal fricassee with paprika, washed down with beer.

Old habits die hard. Every morning around 10 o’clock, the narrow streets and winding alleys of the Old Town teemed with pensioned public servants, retired lawyers, and other well-heeled mature gentlemen, looking forward to meeting their former colleagues in various pubs and cafés. These wealthy senior citizens were often approached by ladies who would offer, for a modest fee, to reignite their amorous bonfires. Alas, the old trouts mostly preferred to keep their assignations with beer and paprika. The women thus scorned would jeer at them, calling them, among other names, “Old Paprika” (starej paprika in Czech). So coined by the soiled doves, the expression is used to this day for a prudent, judicious man past his first youth, reasonably frugal, who shuns exciting pastimes no longer suited to his age.

My restaurateur had obviously decided: “I’m not going to pay to have the menu translated. Our Frankie takes English at school and we have a dictionary.” Frankie found “geezer” as one possible meaning for “paprika.”

The carp with paprika sauce was delicious, by the way, and the charming spa town of Třeboň is worth a visit even if you don’t like carp.

Submit items for future columns via e-mail to mnh18@columbia.edu (that is 18, not el-8). Discussions of the translation of humor and examples thereof are preferred, but humorous anecdotes about translators, translations, and mistranslations are also welcome. Include copyright information and permission if relevant.

GeekSpeak Continued from page 33

his forced exit from Japan, Rodrigues assumed that he could replicate his tremendous success as a master of language and culture in China—and failed pitifully.

I wonder whether it is fear of this same failure that is somehow ingrained in us when we look at changes in our workplaces and feel inadequate to grasp the new technologies and processes. It is essential to remember, though, that unlike Rodrigues, we are not being forced to give up our excellence in the field of our first calling, nor do we have to become masters of technology. We just have to be able to employ it adequately.

Conference Tweets

#ata54

It is the Twitter world at ATA’s 54th Annual Conference! Join the conversation or just tell colleagues “wish you were here.” Search #ata54 at www.twitter.com or follow ATA at www.twitter.com/atanet.
• Afaf Translations, LLC, of San Leandro, California, has been accepted into the U.S. General Services Administration Schedule Program.

• Wayles Browne’s translation of Bosnian-American poet Sasha Skenderija’s latest work has been published, together with the original, as Rt Dobre Nade / Cape of Good Hope (Tešanj, Bosnia: Centar za kulturu i obrazovanje). In addition, Browne’s and Theresa Alt’s translation of Srbi i Arbanasi: njihova simbioza u srednjem vjeku, by Croatian historian Milan von Šufflay, has been published as Serbs and Albanians: Their Symbiosis in the Middle Ages (Alerion, 2012). Both books are available from Amazon.

• Glenn H. Nordin, a Foreign Language and Area advisor at the U.S. Department of Defense since 1998, is the 2013 recipient of the National Museum of Language’s Outstanding Advocate for Languages Award. Nordin served in a variety of positions in the military language community, including as a translator on the Washington-Moscow Hotline. On entering civil service, he held language-related positions within the Department of Defense before becoming executive secretary of the Director of Central Intelligence Foreign Language Committee in 1993. In 2006, he was selected for the Defense Language Institute’s Hall of Fame. He received ATA’s Gode Medal in 2010.

• Nina Sattler-Hovdar’s first nonfiction book translation from English into German in the field of economics, How China Became Capitalist, by Ronald Coase and Ning Wang, has been published by Schaeffer-Poeschel (April 2013).

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In Memoriam

Anja IJda Lodge | February 19, 1948 - July 22, 2013

Long-time ATA member Anja IJda Lodge (nee Vogel) died on July 22, 2013, at her home in St. Louis, Missouri.

Anja was born February 19, 1948, in Eindhoven, the Netherlands, the daughter of Eduard and Ida Vogel. She and her husband, ATA member Richard W. Lodge, had been married for over 40 years. They raised three children.

Anja was an ATA-certified English>Dutch translator for over 20 years. She was a past president of the Mid-America Chapter of ATA. She received a Certificate of Proficiency in Translation (English>Dutch) from the University of Cambridge, England.

In addition to her translation activities, she was a founder and past president of the Netherlands Society of St. Louis, an honorary life member of the Scottish St. Andrew Society of Greater St. Louis, and active in the St. Louis Scottish Games, the Model T Ford Club of Greater St. Louis, and the Thinking Women’s Book Group, among others. In everything she did, she was the epitome of “if you need something done, ask a busy person to do it.”

Donations can be made to Mercy Hospice (www.caringbridge.org/visit/anjalodge).
Mexico is undoubtedly one of the primary sources of documents translated from Spanish into English in the U.S., and translators who work with financial statements and other accounting documents from Mexico will welcome this new dictionary by Richard Cadena, which is written from a Mexican perspective. It is based on Cadena’s 23 years of experience, many of them as an in-house translator at a Mexican accounting firm. According to the introduction, the dictionary contains over 6,000 terms in Spanish and English. In the bibliography, Cadena lists the publications by the American Institute of Certified Public Accountants and the Instituto Mexicano de Contadores Públicos that he consulted as sources of terminology.

Coverage
To prepare this review, I downloaded a balance sheet, an income statement, and a cash flow statement from a Mexican company and looked up the line items in Cadena’s dictionary.

The terms that I found (sometimes with a slight variation for singular or plural) included:

- cuentas y documentos por cobrar
- porción circulante de la deuda a largo plazo
- insuficiencia en la actualización del capital
- prima en venta de acciones
- interés minoritario
- valuación de títulos disponibles para la venta

The terms that I did not find in the dictionary included:

- inversiones temporales restringidas
- créditos diferidos

Some of the difficult terms that I found in Cadena’s dictionary but not elsewhere included:

- fedación (notarial attestation clause)
- número de pedimento (customs declaration number)
- vida laboral (years of service)
- crédito emproblematizados (impaired loans)
- partidas virtuales (noncash items)

Overall, the dictionary makes a favorable impression and will be particularly useful for financial translators working with Mexican documents or translating U.S. financial documents for the Mexican market. There are two aspects of the book that take some getting used to. For one, phrases are alphabetized under the first letter of the phrase rather than under the main noun or verb in the phrase. Thus, for example, se integra conforme a lo siguiente appears under S, quien ha de usar la firma social is under Q, he tenido a la vista is alphabetized under H, and el ciudadano juez is under E. The other thing is that often the same entry appears twice, with the first entry providing one way of phrasing the translation and the second line providing another. The second entry may even be on the next page. For example, impuesto al activo is at the bottom of page 91 (translated as “asset tax”) and at the top of page 92 (translated as “tax on assets”). Presumably, however, once translators are aware of these two quirks, they will know that they need to consult the line after an entry for a possible alternate translation and look up phrases under the first word.

Recommendations for Future Editions
I have a few suggestions for a revised edition of the dictionary.

Diccionario de Terminología
Contable y Financiera
Especializada:
Spanish<>English

Reviewed by:
Thomas L. West III

Author:
Richard J. Cadena

Publisher:
ECOE Ediciones and Instituto Mexicano de Contadores Públicos

Publication Date:
2012

Price:
$45

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Dictionary Review
Compiled by
Peter A. Gergay
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The ATA Chronicle  September 2013
1. There are several typos, such as “operaciones entre partes relacionadas” (p. 174), cancelación de diferencias temporales (p. 36), and carga administrativa y financiera de una defense de auditoría de precios de transferencia (p. 36). (Undoubtedly the autocorrect feature in Word was the culprit in the final example).

2. The author might also consider removing some of the entries for currency names that have long since become obsolete (such as sucre ecuatoriano, colón salvadoreño, lira italiana, marco alemán, and peseta española, all of which were replaced by another currency more than a decade ago).

3. There are several entries that might be corrected. One example is Registro Federal de Causantes, translated as “taxpayer’s federal registry,” which would more accurately be called “Federal Taxpayer Registry” or “Federal Registry of Taxpayers.” Another is en aras de economía judicial, which the dictionary gives as “in exercising judicial economy,” but more likely means “in pursuit of judicial economy” or “with a view toward judicial economy.”

4. Certain other entries might be reworded (such as partidas sin impacto en el efectivo, translated as “items that have no cash outlay,” which I believe is actually called “noncash items” in English). There is at least one entry that ended up backward: “over-the-counter sales” is found in the list of Spanish terms beginning with O, in the Spanish>English part of the dictionary, while its translation (ventas al mostrador) is in the English>Spanish section.

These are minor quibbles, however, and I am certain that financial translators who work with Spanish and English in the U.S. or Mexican markets will find this book most helpful.

**Thomas L. West III**

Founded Intermark Language Services in 1995 after practicing law for five years with a large Atlanta law firm. He received his BA in French and English from the University of Mississippi and his MA in German from Vanderbilt University. He received his JD from the University of Virginia School of Law and was admitted to the State Bar of Georgia in 1990. He served as ATA’s president from 2001 to 2003. He is an ATA-certified French>, Spanish>, German>, and Dutch>English translator. The second edition of his Spanish-English Dictionary of Law and Business was published in 2012. Contact: twest@intermarkls.com.

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New Queries

(English>French) 9-13.1

Achterstand is puzzling in this engineering (conveyor belt) context: Alleen in de achterstand heeft de vulband de mogelijkheid om de binder in te dalen. English is acceptable as an answer, although the original query did not involve English.

(English>French) 9-13.2

“Pocket holes” are pockets on the filling machine of a robotic device where cups are placed and then moved forward by the belt to the filling spot and then sealed. What would be good French for them?

(English>German) 9-13.3

“Main structural frame of beams and columns” posed a problem for one of us. She wanted to know if a specific term existed for this. The context reads: “Pre-cast concrete elements of the structure will include the main structural frame of beams and columns, pre-cast concrete walls and pre-cast concrete floor plates.”

(English>Swedish) 9-13.4

The concept of “exercising employee stock options” posed a problem for a colleague. It reads: Продукция, отгруженная с территории стран — членов ЕС до 1 июля 2013 года, подлежат ввозу на территорию Российской Федерации по результатам карантинного фитосанитарного контроля при условии его соответствия российским и международным фитосанитарным требованиям. The tentative Dutch for this last part was volgens de resultaten van de fytosanitaire quarantainecontrol op voorwaarde dat deze aan de Russische en internationale fytosanitaire vereisten voldoet. English is acceptable as an answer, although the original query did not involve English.

(English>French) 9-13.5

Not satisfied with what first occurred to her for this, a colleague asks for suggestions with English for Nach Vorliegen der 3 ausstehenden Spuntumbefunde in a physician’s report. The rest of the sentence reads ergibt sich derzeit kein Hinweis auf eine ansteckungsfähige Lungentuberkulose.

(English>Italian) 9-13.6

In the context of a Ricro per ingiunzione di pagamento, what is to be made of in capo al soggetto? There is plenty of good context for this one. The section where this is found is entitled Sulla competenza territoriale del Tribunale adito, and the specific paragraph states: In quanto l’art. 29 c.p.c. inequivocabilmente esclude che la deroga alla competenza territoriale convenzionalmente patuita, attribuisca al giudice designato una competenza esclusiva ove, come nel caso di specie, ciò non sia espressamente stabilito dalle parti. Resta ferma, dunque, la facoltà in capo al soggetto che introduce il relativo giudizio di individuare il foro competente secondo i criteri ordinari.

(English>German) 9-13.7

How do the terms Spezifica Tecnica (technical specification) and Capitolo Tecnico differ? Both are found in a Ministry of Defense glossary. There must be a very considerable similarity because the context speaks of le prestazione definiti in apposito Capitolo Tecnico o Specifica Tecnica.

(English>Swedish) 9-13.8

This sentence starts out okay, but toward the end there is a section of it (here in bold) that posed problems for a colleague. It reads: Please complete or certify form before exercising employee stock options or selling shares.”

Replies to Old Queries

(Estonian>English) 6-13.6

(Häirekorraldus): In this context, says Tiina Ets, it could be translated as “emergency response.” It refers to the operations of any given agency when it responds to an emergency situation involving the chain of command, available equipment, and determining which responders go directly to the site and which go to the command center.
(Polish>Spanish [English] 6-13.8) (wyrok wykonano zgodnie z miejscowym prawem): Lota Rygiel suggests that in English this would be “The verdict was executed [or carried out] according to the local law.” Lota provided the extra service (which I rarely see) of supplying the Spanish: La sentencia se ejecutó conforme a la legislación local.

(Russian>English 6-13.9) (я не такая, я жду трамвая): Mark Herman says this might mean something like “eternal seductress,” despite the simplicity of the rhymed signature phrase, which means “I’m not that kind of girl [i.e., a streetwalker], I’m [only] waiting for a trolley car.”

(Spanish>Italian [English] 6-13.11) (causarle indefensión): Tony Palomo checked this out in Tom West’s dictionary and learned that the latter word means “denial of due process.” The Cabanellas Diccionario Enciclopédio agrees. One other dictionary, which we will not name, flops by providing simply an equivalent like “being defenseless.” It matters whom you consult!

I did not receive many responses this month, but it will all balance out in the end. Thanks for your participation!

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**E-mail queries and responses**

E-mail queries and responses by the first of each month to jdecker@uplink.net (subject line: The Translation Inquirer). Generous assistance from Per Dohler, proofreader, is gratefully acknowledged.

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