

## 摘 要

当前的全球化跨国交流活动出现了深刻的变革，包括跨文化交流频率的增加，跨国企业合作的增长等等。这些变化的结果就是商务合同受到了越来越多的关注。本文将对商务合同语言特点进行详细分析，并结合目的论三原则就如何翻译此类合同文本提供建议。笔者将从两方面介绍商务合同语言特点，包括词汇特点和句法特点。基于这些语言特点，笔者将结合目的论的三个原则，目的准则，连贯准则和忠实准则，对适合商务合同翻译的方法进行介绍，包括直译法，意译法，转换成无主句，被动句的转换以及倒序译法。译者需要结合商务合同的独特语言特点和目的论的主要原则选择恰当的翻译方法。本文旨在帮助读者了解如何更好地完成商务合同的翻译。

**关键词：**商务合同；目的论；词汇特点；句法特点；翻译方法



## ABSTRACT

The present globalization has brought great changes to the social communications that are attended by people from multiple countries, including the increase of cross-cultural communication and cooperation among the enterprises from different nations. Such changes lead to the result that business contracts are paid more and more attention. In this thesis, the language features of business contracts are analyzed in details and some advice about how to translate such text are provided. The language features of English business contracts are analyzed from two aspects: lexical and syntactic. In accordance with the language features of business contracts, translators should adopt five strategies: literal translation, free translation, transferring into non-subject sentences, transformation of passive voice sentence and reversed translation. Such translating methods need to be selected in accordance with the unique features of the language in business contracts and the Skopos Rule, Coherence Rule and Fidelity Rule. Such analysis will help readers gain some clues to ensure professional translating of business contracts.

**Key words:** business contracts; Skopos Theory; lexical features; syntactic features; translating methods



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## **Chapter One Introduction**

Business English contracts are common texts that are written to specify the rules observed by enterprises and organizations. The key target of such texts is to provide instructions for cooperation between different enterprises. At present, the economic globalization increases the frequency of business communication among enterprises from different countries and international business cooperation have been increasing. Such cooperative activities are based on the business contracts that the parties involved signed before the cooperation. Hence, business English contracts are paid greater attention in cross-cultural business communications. Incorrect or unprofessional translation of business contracts will bring negative influence on cross-cultural cooperation between enterprises from different countries. That is why the translation of business contracts is chosen as the major concern of this research.

In order to provide detailed analysis of the methods to translate business contracts, two research methods are employed in this research, including material analyzing method and case study approach. The first method means to collect various materials related to business contracts and the primary translating strategies from various resources such as the internet, library and book stores. Those materials are to be read carefully to ensure that the researcher could gain full understanding of the language features of business contracts. By means of case study approach, the researcher will choose some professional business contracts to analyze the language features of such texts and to summarize the most important principles and methods to be applicable into the translation of business English contracts.

Such analysis is significant and helpful due to the following reasons: firstly, the analysis of the language features of business English contracts could help readers gain clues about how to ensure professional translation of business contracts. Secondly, the explanation for the most important principles and methods to translate business contracts will help readers get enlightenment on how to translate formal texts like business English contracts.





## **Chapter Two Overview of Skopos Theory**

In the following section, the development of the Skopos Theory and the content of this theory will be introduced in details.

### **2.1 Core Concepts of Skopos Theory**

This theory was put forward based on a term in philosophical studies, “skopos”, which means “the targets or purposes of human behaviors”. Then, this term was introduced into translation studies by a series of translators, such as German translator Hans Vermeer, who held that the most important factor to affect translation was the purposes of translation. However, Vermeer was not the sole translator who contributed to the development of the Skopos Theory. There were many other professional translators who put forward their concepts about translation.

### **2.2 Three Rules of Skopos Theory**

As mentioned in the section above, the Skopos Theory is composed of three rules, including Skopos Rule, Coherence Rule and Fidelity Rule, which is to be introduced in details as follows.

#### **2.2.1 Skopos Rule**

The Skopos Rule is the first and most important rule in this theory. Vermeer held that the translation was not merely the transformation from one type of symbols to another. Instead, it is complicated action that is carried out for the sake of communication between different cultures. As for the translators, they play the role of the participants of the cross-cultural communication. This role is played by means of deciding the central targets of translation, which is closely related to the purposes of the original writers of the source text. Beside the purpose of the original writers, the target readers’ factors are also taken into consideration when a translator decides the purposes of translation. In general, this rule can be analyzed from the following three aspects: at first, the purposes of translation indicate the key goals of translators to be reached in the process of translating the source text. Second, the purposes of translation should also cover the result of the translation process, or the functions to be carried out by translation. Thirdly, the translation purposes needs to cover translators’ expectations to employ various translation methods.

### **2.2.2 Coherence Rule**

The Coherence Rule means “the rule that translators must consider the cultural background and conventional use of language and other background information”. This rule requires that translators should choose the words, phrases and idioms that are understood and accepted by the majority of target readers. In that case, the translation could carry out the function of introducing the unique culture of the source text into the culture of the target readers. In accordance with this rule, translators need to add further explanation for culturally-loaded terms or to make adjustment of the forms or even meaning of the source text when the source text contain some complicated cultural information that obstructs the target readers from understanding the translation and the relevant cultural information.

### **2.2.3 Fidelity Rule**

The Fidelity Rule indicates that “the inter-textual coherence principle observed by translators to avoid changing the meaning or forms of the source text and to make adjustment of the source text based on the purposes of translation and translators’ comprehension of the source text when there are some obscure or ambiguous expressions in the source text. The explanation of Fidelity Rule above shows that this rule is similar to the loyalty rule in the previous translation theories. However, Fidelity Rule is different from the loyalty rule because Fidelity Rule allows for some adjustment of the source text in accordance with translators’ comprehension of the source text as soon as the adjustment is consistent with the translation purposes. Therefore, Fidelity Rule allows for more flexibility of translation and that is exactly an important reason why this rule has been attached with great importance by large numbers of translators.

The three rules of Skopos Theory are actually closely related to each other. The Skopos Rule is the center of the whole theory and it plays the role of a “leader” in the whole theory. The Coherence Rule and Fidelity Rule are observed under the condition that the Skopos Rule should be observed. Besides, the three rules all allow for some changes of the form or meaning of the source text. When a translator observes the Coherence Rule or Fidelity Rule but violates the Skopos Rule, the Coherence or Fidelity Rule has to be violated to ensure that the Skopos Rule should be observed in the translation.

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