

BUSINESS AND ECONOMIC TRANSLATION FROM GERMAN INTO SPANISH AND VICE VERSA. A SURVEY-BASED STUDY¹

Paola Masseau

paola.masseau@ua.es
Universidad de Alicante

Elena Rodríguez Murphy (Translator)

er.murphy@usal.es
Universidad de Salamanca

Abstract

The aim of this paper is to present the results of a survey relating to economic and business translation from German into Spanish and vice versa, the objective of which is to build a specialised corpus in German. This research was conducted within the framework of the COMENEGO Project (Spanish acronym for Multilingual Corpus of Business and Economics). The purpose of the project is to create a stable electronic corpus for translation practitioners from Spanish into various languages and vice versa. The pilot corpus includes Spanish, French and English components. As with the English corpus, the results of a survey on the practice of translation in the field of business and economics are a valuable source of information for compiling the German corpus. Moreover, not only may the results enable us to circumscribe the corpus design, they could also aid translator trainers in the preparation of specialised courses.

Keywords: Corpora. Business and Economic Translation. German. Spanish.

1. This article is the English version of “¿Qué traducen los traductores económicos del alemán-español y español-alemán? Estudio basado en encuestas” by Paola Masseau. It was not published on the print version of *MonTI* for reasons of space. The online version of *MonTI* does not suffer from these limitations, and this is our way of promoting plurilingualism.

Manuscript received on June 26, 2015 and accepted for publication on October 16, 2015.

1. Introduction

The stabilisation of a corpus for translators necessarily involves a preliminary stage: the compilation of a pilot corpus which may be used experimentally so as to be gradually adapted to the needs of the target users. In essence, the COMENEGO project (Spanish acronym for Multilingual Corpus of Business and Economics) aims to compile a corpus specialising in business and economics that could be used by translators, be they trainees, instructors or professionals, who use different language combinations, involving Spanish, with a view to avoiding a systematic search on their part of documents related to the aforementioned fields, and also the *ad hoc* compilation of corpora, as described by authors like Corpas (2004), Sánchez (2004), Castillo (2009) or Gallego (2012). Thus far, three pilot corpora have been compiled for the project, in Spanish, French and English (Gallego & Krishnamurthy 2013; Rodríguez 2014). Whilst the pilot corpora in Spanish and French were organised using different criteria (professional experience, bibliography on the subject, intuition, etc.), the later compilation of the English corpus was based not only on the design of the two other corpora, but also on the data obtained from a survey completed by translators (Tolosa 2014).

This article focuses on the findings of a survey for a German-Spanish language combination and aims at offering guidance in the design of a specialised pilot corpus in business and economics in German, as well as at establishing a number of indicators which should help instructors of business translators to programme specialised subjects at post-graduate level.

Surveying translators in order to discover what business subjects and documents they usually translate from and into German would appear to be fundamental as, so far, the few surveys to which translators have responded do not fully meet our requirements. In this sense, for example, the results of the survey conducted by the “Agrupación de Centros Especializados en Traducción” (ACT), who do research on both translating firms and professional translators, show that the translation of business and financial texts represents a considerable amount of their activity, though not as much as legal or technical translation. However, the type of document on which translators

normally work is not specified. Moreover, in *El Libro Blanco de la traducción y la interpretación institucional* [White Paper on Institutional Translation and Interpreting] there is a focus on translating activities within different organisms and, although it does mention certain relevant documents, it does not offer an in-depth study of the text typology faced by translators. Noteworthy too is the work by Roiss (2001), which deals with the Spanish-German language combination. Although it goes deeper into text typology than the studies previously mentioned (for instance, its findings show that as a text type business letters are a substantial part of the work), Roiss's study only refers to translation into the foreign language and it does not centre exclusively on translation for business and economics. Lastly, we have also found surveys, for instance one undertaken by Medina and Álvarez (2014), directed at export firms which require translation services. Nevertheless, the results recorded centre on services provided and the situations in which such services were contracted, rather than on the typology of economic and commercial texts.

Studies produced by teachers and researchers can also help us to identify the subjects and texts which are generally dealt with in the case of German-Spanish combinations. Blanco García (1995) focuses on the area of banking. Barsanti Vigo (2000) is concerned with the vocabulary of marketing, publicity and communication. Brumme (2003) manifests an interest in business correspondence in her study. Medina Reguera (2005) proposes eight theoretical foundation modules in her work, with topics based on economics, terminology and financial news from the press for translation from German into Spanish. In a later study (Medina Reguera 2007), this same author deals with the translation of foreign trade documents into Spanish, using two groups as text typology: on the one hand, highly theoretical documents on the principles of foreign trade (defining and encyclopaedic texts, and also manuals); on the other hand, documents involving professional communication which include import-export and banking correspondence, together with forms (pertaining to banking, transportation, shipment and insurance). Albaladejo Martínez (2007) bases his selection of economic texts on criteria related to didactic suitability, authenticity, level of difficulty, text type, length and subjects. With respect to the subject criterion, it was developed according to his own training and practical experience. However, these studies do not actually offer data related to the frequency with which professionals translate certain subjects or business texts.

2. Methodology

The above overview demonstrates the need to carry out research developed via the use of surveys that, as in the example given here, can provide more information about the documents and language combinations with which professional translators usually work. The following data have been collected using a survey designed to identify the texts and areas commonly dealt with by professional translators, as well as the frequency and language combinations related to their work. Following Visauta's theoretical framework (1989: 262-264), this was a descriptive survey developed for a specific purpose (to manage the information on the COMENEGO virtual platform, and also to provide support for the design of a syllabus for economic and business translation and vocational guidance for trainee translators), based on facts (the practice of this kind of translation), completed by using Autofill (distributed via the use of a questionnaire embedded in a web page), and synchronic (open from the beginning of January, 2013 until the end of May, 2013).

The design of the questionnaire was developed within the framework of the current project and organised into four basic blocks: a) the translator, in reference to his/her academic and professional profile; b) documents, in reference to the types of business documents generally translated; c) documentary requirements, related to the utilisation of dictionaries and the time devoted to documenting throughout the translating process and d) corpus, which refers to the actual use of this linguistic tool. Not only was the survey launched for professional translators specialising in business and economics, but also for translators in general (sworn and non-certified translators, with more or less experience, with different language combinations, etc.).² Nevertheless, in this study we have limited our analysis to the responses of those translators who often do economic and business translation from Spanish into German or from German into Spanish.³

-
2. The survey respondents belonged to one or two of the following professional platforms: sworn translators and interpreters certified by the Ministry of Foreign Affairs and Cooperation, Translation Forum (RedIris), Translators' Network of the Region of Valencia (Xarxativ), Association of Professional Legal and Court Translators and Interpreters (APTIJ), Spanish Association of Translators, Proof-readers and Interpreters (ASETRAD), LinkedIn, Traditori (a social and professional translators' network) and *On Traductores*.
 3. Further research which has derived from the survey is related to the English-Spanish and French-Spanish combinations, which have been analysed by Tolosa Igualada (2014) and Gallego Hernández (forthcoming), respectively, as well as to the opinion of professional translators as regards to the use given to the corpus (Gallego Hernández 2014).

3. Results

The number of translators selected as a sample in this piece of research totals 45 (8 men and 37 women). Most of them have university degrees in Translation and Interpreting. Seventeen have completed a Master's degree and 13 have some kind of specific training in business and economics. Figure 1 shows these data:

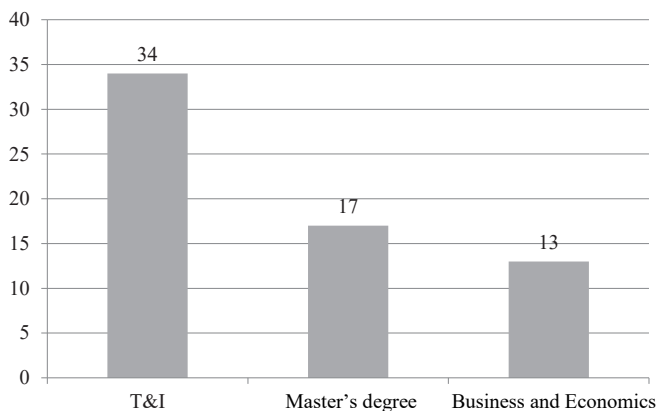


Fig.1: Academic training within the group

Among the types of academic training related to business and economics outlined by the people interviewed were the following: Business Administration Studies; courses in financial accounting; management; specialised courses in economic and business translation, post-graduate studies in socio-psychology, international relations and foreign trade or finance. Their work experience, for example, as foreign trade specialists or secretary-translators was also highlighted in this section.

Figures 2 and 3 represent their distribution according to years of experience and sources of income:

If we now focus our attention on the diverse areas in which professionals who often translate business and economic texts also work, we will see that, in addition, they translate legal and technical texts, whatever their language combination might be, as figures 4 and 5 clearly demonstrate.

If we now turn our attention to directionality in business and economic translation (German-Spanish or Spanish-German), a diagram, in which the data is cross-matched with the number of years of experience, could be represented in the way illustrated below:

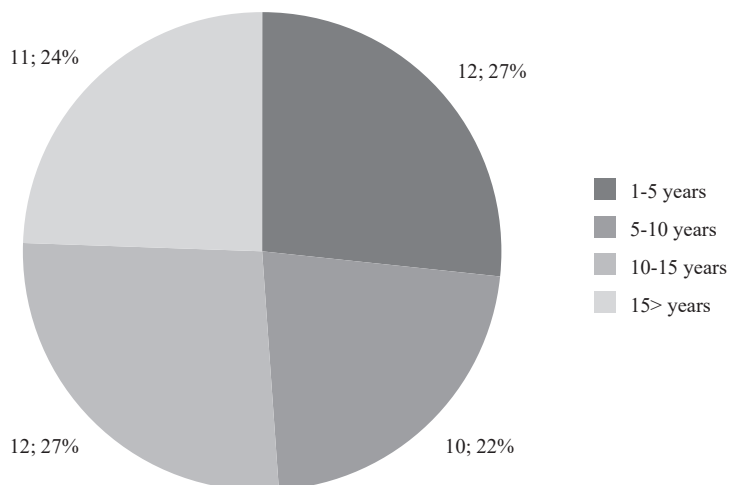


Fig. 2: Distribution based on years of experience

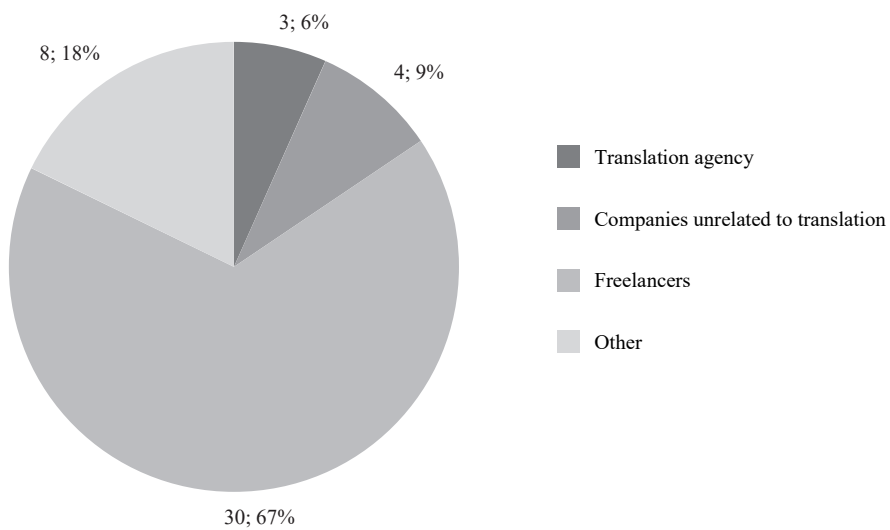
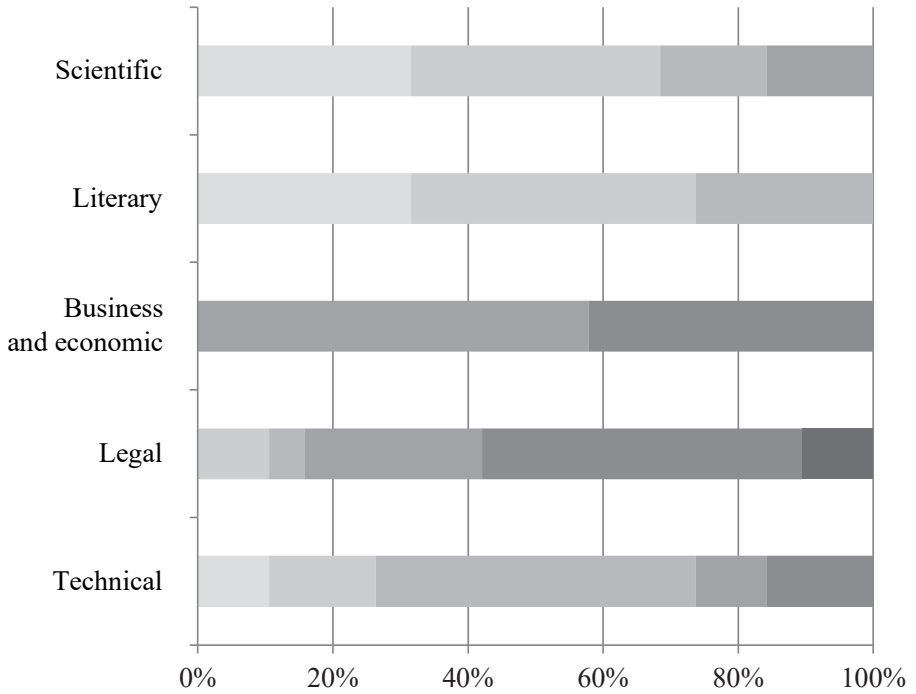


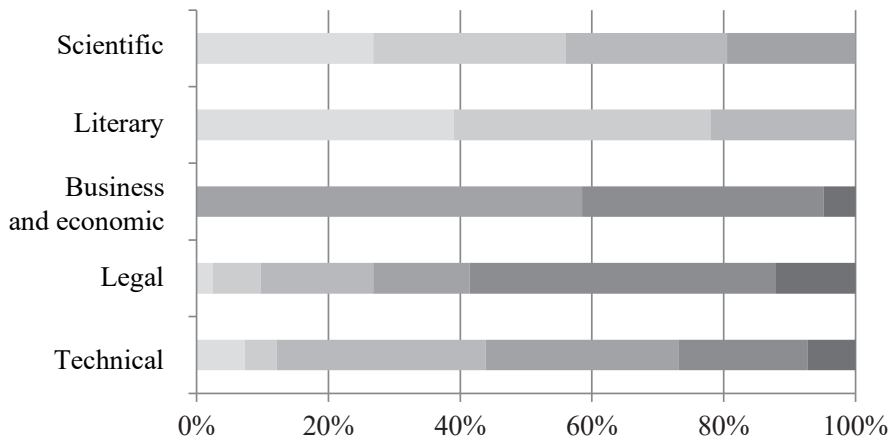
Fig. 3: Distribution based on sources of income



| | Technical | Legal | Business and economic | Literary | Scientific |
|-------------|-----------|-------|-----------------------|----------|------------|
| never | 2 | 0 | 0 | 6 | 6 |
| hardly ever | 3 | 2 | 0 | 8 | 7 |
| sometimes | 9 | 1 | 0 | 5 | 3 |
| often | 2 | 5 | 11 | 0 | 3 |
| very often | 3 | 9 | 8 | 0 | 0 |
| always | 0 | 2 | 0 | 0 | 0 |

never
 hardly ever
 sometimes
 often
 very often
 always

Ilustración 4: ES-DE



| | Technical | Legal | Business and economic | Literary | Scientific |
|-------------|-----------|-------|-----------------------|----------|------------|
| never | 3 | 1 | 0 | 16 | 11 |
| hardly ever | 2 | 3 | 0 | 16 | 12 |
| sometimes | 13 | 7 | 0 | 9 | 10 |
| often | 12 | 6 | 24 | 0 | 8 |
| very often | 8 | 19 | 15 | 0 | 0 |
| always | 3 | 5 | 2 | 0 | 0 |

never
 hardly ever
 sometimes
 often
 very often
 always

Ilustración 5: DE-ES

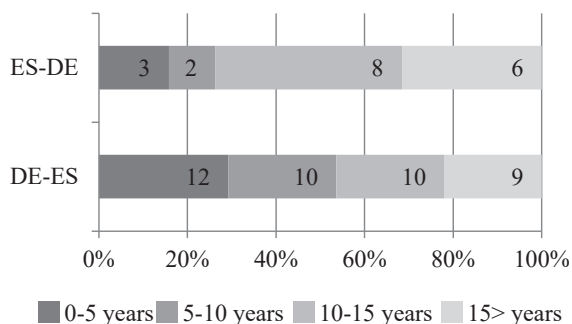


Fig. 6: Directionality in business and economic translation based on years of experience

Of the 45 translators who comprise the sample in the present piece of research, 41 translate from German into Spanish and 19 from Spanish into German. The diagram shows that experience is distributed evenly in the case of the German into Spanish language combination, but not, however, when referring to Spanish into German, where only the most experienced translators venture into this language combination.

Thus far, the profile of professional translators who often work in the field of business and economics has been described; let us now attempt to establish what each of the two translation directionalities consist of. In order to achieve this, firstly we will deal with the activities in which translators are usually involved; secondly, we will focus on the documents that they normally translate. All of this will be considered together with the concepts of directionality, experience and frequency of translation. This will be expressed in terms of the median of responses collected, which represents the value of the central position in a series of data assembled according to the criteria of frequency: 0 (never); 1 (hardly ever); 2 (sometimes); 3 (often) and 4 (very often).

Tables 1 and 2 show the activities related to professionals who often translate business and economics from German into Spanish and from Spanish into German, respectively. In the first column, we refer to the activity itself and, in the second column, to the median obtained without taking the number of years of experience into account. The following three columns show the medians which were recorded according to years of experience: less than five years; between five and ten years; between ten and fifteen years of experience, and more than fifteen years. The data have been arranged in order from more to less using the median which does not take years of experience into account (second column); in the event of parity, more years of experience are factored

in (columns six, five, four and three). All of the activities contemplated in the four cases which have obtained a median above zero are represented:

| BUSINESS AND ECONOMIC ACTIVITIES | TOTAL | -5 | 5-10 | 5-15 | +15 |
|--|-------|-----|------|------|-----|
| Administrative activities and ancillary services | 2 | 0 | 2.5 | 2 | 2 |
| Banking and financial activities | 2 | 1 | 2 | 2 | 2 |
| Actual economic activities | 2 | 1 | 2.5 | 3 | 1 |
| Financial and insurance-related activities | 2 | 1.5 | 1 | 2 | 1 |
| Wholesale and retail trading | 2 | 2 | 1 | 2 | 0 |
| Real estate activities | 1 | 0 | 2 | 2 | 2 |
| Professional, scientific and technical activities | 0 | 0 | 1 | 0 | 1 |
| Legal counselling services/activities | 0 | 0 | 0 | 3 | 0 |
| Information and communication | 0 | 1 | 1 | 2 | 0 |
| Public administration and defence; compulsory social security | 0 | 0 | 0 | 2 | 0 |
| Accounting | 0 | 0 | 2 | 0 | 0 |
| Hotel and restaurant services | 0 | 0 | 2 | 0 | 0 |
| Artistic activities, leisure and entertainment | 0 | 0 | 1 | 0 | 0 |
| Education | 0 | 0 | 1 | 0 | 0 |

Table 1: DE-SP Translation for business and economic activities

| BUSINESS AND ECONOMIC ACTIVITIES | TOTAL | -5 | 5-10 | 5-15 | +15 |
|---|-------|----|------|------|-----|
| Legal counselling services/activities | 2 | 0 | 3.5 | 3 | 2 |
| Actual economic activities | 2 | 2 | 3.5 | 2 | 2 |
| Administrative activities and ancillary services | 2 | 2 | 1.5 | 2 | 2 |
| Financial and insurance-related activities | 2 | 1 | 3 | 0 | 2 |
| Banking and financial activities | 2 | 0 | 3 | 0 | 2 |
| Real estate activities | 1 | 0 | 2.5 | 1 | 2 |
| Accounting | 0 | 0 | 2.5 | 0 | 2 |
| Transportation and storage | 0 | 0 | 1 | 0 | 2 |
| Artistic activities, leisure and entertainment | 0 | 0 | 1.5 | 0 | 1 |
| Supply of electricity, gas, steam and air conditioning | 0 | 0 | 0.5 | 0 | 1 |
| Education | 0 | 0 | 3.5 | 3 | 0 |
| Hotel and restaurant services | 0 | 0 | 1 | 2 | 0 |

| | | | | | |
|--|---|---|-----|---|---|
| Construction | 0 | 0 | 0.5 | 2 | 0 |
| Health-care activities and social services | 0 | 0 | 3 | 0 | 0 |
| Extraterritorial organizations and institutions | 0 | 0 | 2 | 0 | 0 |
| Insurance | 0 | 0 | 2 | 0 | 0 |
| Public administration and defence; compulsory social security | 0 | 0 | 1.5 | 0 | 0 |
| Wholesale and retail trading | 0 | 0 | 1.5 | 0 | 0 |
| Professional, scientific and technical activities | 0 | 3 | 1 | 0 | 0 |
| Information and communication | 0 | 0 | 1 | 0 | 0 |

Table 2: SP-DE Translation for business and economic activities

In the case of the German-Spanish combination, activities which do not appear in these tables and which are therefore recorded with zero frequency (a median of 0 in all cases) are:

- supply of electricity, gas, steam and air conditioning; domestic activities; health-care activities and social services; agriculture; livestock farming; forestry and fishing; construction; manufacturing industries; extractive industries; extraterritorial organisations and institutions; insurance; water supply; sanitation activities; waste, decontamination, transportation and storage management.

With regards to the Spanish-German combination:

- domestic activities; agriculture; livestock farming; forestry and fishing; manufacturing industries; extractive industries; water supply; sanitation activities; waste and decontamination management.

If we now compare the results that have obtained a higher median, we shall observe that both language combinations coincide as far as several types of activities are concerned:

- actual economic activities; administrative activities and ancillary services; financial and insurance-related activities, and banking and financial activities.

On the other hand, with reference to the German-Spanish combination, wholesale and retail trading are the most prominent, whereas for the Spanish-German combination legal counselling services and real-estate activities are the most important.

Apart from the activities dealt with previously, from the point of view of years of experience and depending on the group, other activities appear and are recorded in the table with a frequency of two or more:

- real-estate activities; legal counselling activities/services; information and communication; public administration and defence; compulsory social security; accounting and the hotel and restaurant services in the case of the German-Spanish combination, to which we may add: transportation and storage; education; construction; health-care activities and social services; extraterritorial organisations and institutions; insurance, in the case of the Spanish-German combination.

Similarly, the data seem to point to the fact that the more years of experience the translators have, the more they appear to work in the area of business and economics.

Let us now focus on the documents that this group translates, as represented in tables 3 and 4. The first column of each table shows the document; the second, the median obtained without taking years of experience into account; the following three columns show the medians recorded according to years of experience: less than five years; between five and ten years; and more than ten years of experience. As in tables 1 and 2, the data have been arranged in order from higher to lower using the median that does not take years of experience into account and, if there is parity, more years of experience are factored in. The documents which in any of the four cases have obtained a median equal to or higher than one are represented:

| | TOTAL | -5 | 5-10 | 5-15 | +15 |
|---|-------|-----|------|------|-----|
| Correspondence, letters | 3 | 2.5 | 2.5 | 3 | 3 |
| Sales contracts | 2 | 0.5 | 2 | 4 | 3 |
| Deeds of sale, powers of attorney | 2 | 0 | 1 | 3 | 2.5 |
| Memoranda of association | 2 | 0 | 0 | 3 | 2.5 |
| Advertising leaflets and brochures | 2 | 2 | 2.5 | 2 | 2 |
| Operating instructions | 2 | 1 | 3 | 1 | 0.5 |
| Articles of association | 1 | 0 | 1.5 | 3 | 2.5 |
| Trade register certificates | 1 | 0 | 0 | 3 | 2,5 |
| General contract conditions | 1 | 0.5 | 1 | 2 | 1 |
| Catalogues | 1 | 2 | 1.5 | 1 | 0.5 |
| Minutes of general shareholder meetings | 0 | 0 | 1 | 2 | 2 |

| | | | | | |
|---|---|---|-----|---|-----|
| Reports | 0 | 0 | 1 | 2 | 2 |
| Shareholder agreements | 0 | 0 | 0 | 1 | 2 |
| Annual accounts, financial statements | 0 | 0 | 1.5 | 0 | 2 |
| Minutes of administrative board meetings | 0 | 0 | 1 | 0 | 2 |
| Press articles | 0 | 0 | 0.5 | 0 | 2 |
| Service contracts | 0 | 0 | 0 | 0 | 2 |
| Employment contracts | 0 | 0 | 0 | 0 | 2 |
| Employment certificates | 0 | 0 | 1.5 | 2 | 1.5 |
| Account auditing | 0 | 0 | 2.5 | 0 | 1.5 |
| Forms | 0 | 0 | 1 | 0 | 1.5 |
| Entries in land registers | 0 | 0 | 0 | 0 | 1.5 |
| Franchise contracts | 0 | 0 | 0 | 0 | 1.5 |
| Building contracts | 0 | 0 | 0 | 0 | 1.5 |
| Invoices | 0 | 0 | 0 | 0 | 1,5 |
| Legal department economic and financial reports | 0 | 0 | 0 | 0 | 1 |
| Product descriptions | 0 | 0 | 0.5 | 2 | 0.5 |
| Licence agreements | 0 | 0 | 0 | 2 | 0 |
| Internal communication | 0 | 0 | 1 | 0 | 0 |

Table 3: DE-SP translation of documents

| | TOTAL | -5 | 5-10 | 5-15 | +15 |
|---------------------------------------|-------|----|------|------|-----|
| Deeds of sale, powers of attorney | 3 | 0 | 3.5 | 4 | 3 |
| Sales contracts | 3 | 0 | 3 | 4 | 3 |
| Correspondence, letters | 3 | 3 | 3 | 4 | 3 |
| Articles of association | 3 | 0 | 3.5 | 3 | 3 |
| Memoranda of association | 2 | 0 | 3.5 | 2 | 4 |
| Trade register certificates | 2 | 0 | 1.5 | 2 | 3 |
| Forms | 2 | 2 | 1.5 | 2 | 3 |
| Annual accounts, financial statements | 2 | 0 | 3.5 | 0 | 3 |
| Entries in land registers | 2 | 0 | 2.5 | 0 | 3 |
| Reports | 2 | 0 | 1.5 | 3 | 2 |
| Account auditing | 2 | 0 | 3 | 2 | 2 |
| Advertising leaflets and brochures | 2 | 0 | 2.5 | 2 | 2 |

| | | | | | |
|---|---|---|-----|---|---|
| Employment certificates | 2 | 0 | 2 | 2 | 2 |
| Employment contracts | 2 | 0 | 1.5 | 2 | 2 |
| Service contracts | 2 | 0 | 1 | 2 | 2 |
| Press articles | 1 | 0 | 1.5 | 0 | 2 |
| Minutes of general shareholder meetings | 1 | 0 | 3 | 3 | 1 |
| General contract conditions | 1 | 0 | 2.5 | 3 | 1 |
| Invoices | 1 | 0 | 2 | 2 | 1 |
| Data sheets | 1 | 0 | 0.5 | 0 | 1 |
| Company reports | 0 | 0 | 1 | 0 | 2 |
| Building contracts | 0 | 0 | 0.5 | 0 | 2 |
| Product descriptions | 0 | 0 | 0.5 | 0 | 2 |
| Internal communication | 0 | 0 | 1 | 0 | 1 |
| Franchise contracts | 0 | 0 | 1 | 0 | 1 |
| Guidelines | 0 | 0 | 1 | 0 | 1 |
| Catalogues | 0 | 0 | 0.5 | 0 | 1 |
| Shareholder agreements | 0 | 0 | 2 | 3 | 0 |
| Pay slips | 0 | 0 | 2 | 2 | 0 |
| Delivery notes | 0 | 0 | 1.5 | 2 | 0 |
| Legal department economic and financial reports | 0 | 0 | 1.5 | 2 | 0 |
| Earnings reports | 0 | 0 | 1 | 2 | 0 |
| Guides | 0 | 0 | 1 | 1 | 0 |
| Dossiers | 0 | 0 | 2 | 0 | 0 |
| Minutes of administrative board meetings | 0 | 0 | 1.5 | 0 | 0 |
| Payment documents | 0 | 0 | 1.5 | 0 | 0 |
| Offers | 0 | 0 | 1.5 | 0 | 0 |
| Budgets | 0 | 0 | 1.5 | 0 | 0 |
| EU economic or financial documents | 0 | 0 | 1 | 0 | 0 |

Table 4: SP-DE translation of documents

Documents that are not included in these tables and which are therefore less common (a median of 0 in all cases) are as follows:

- in the case of the German-Spanish combination, delivery notes; opinion articles; internal communication; letter of credit conditions; guidelines;

payment documents; UN economic and financial documents; EU economic and financial documents; essays; assets and balance sheets; dossiers; records of employment history; datasheets; guides; earnings reports; company reports; patent reports; revenue reports; pay slips; offers; stock option plans; budgets.

- in the case of the Spanish-German combination, opinion articles; letter of credit conditions; licence agreements; UN economic and financial documents; essays; assets and balance sheets; records of employment history; patent reports; revenue reports; operating instructions and stock option plans.

On the other hand, regardless of the translators' years of experience, the documents most often translated from German into Spanish are correspondence; letters; sales contracts; deeds of sale; powers of attorney; memoranda of association; advertising leaflets and brochures and operating instructions. In the case of the Spanish-German combination, to this list we should add articles of association; trade register certificates; forms; annual accounts; financial statements; entries in land registers; reports; account auditing; employment certificates; employment contracts and service contracts. All of these show a median of two (sometimes) and three (often). The rest of the documents included in the tables have a total median of zero (never) or one (hardly ever), regardless of the translators' years of experience.

However, this does not mean that certain groups with more or less experience do not translate these kinds of documents more frequently:

- In the case of the German-Spanish combination: articles of association; trade register certificates; general contract conditions; minutes of general shareholder meetings; reports; shareholder agreements; annual accounts; financial statements; minutes of administrative board meetings; articles from the press; service contracts; employment contracts; employment certificates and account auditing. In these cases, the results show a median of two or more for groups of more experienced translators.
- In the case of the Spanish-German combination: articles from the press; company reports; building contracts; product descriptions; minutes of general shareholder meetings; general contract conditions; invoices; shareholder agreements; pay slips; delivery notes; economic and financial reports from legal departments; earnings reports or dossiers.

It is also important to note that some groups, especially those with over ten years of experience, translate some documents more often than “three” (frequently), for example, in the case of the German-Spanish combination, sales contracts, and with regards to the Spanish-German combination, deeds of sale; powers of attorney; sales contracts; correspondence; letters; articles of association; memoranda of association and annual accounts.

Similarly, there appears to be a greater degree of activity in the case of the Spanish-German combination, which has 28 documents that show a median of two or more (sometimes), than in the case of the German-Spanish combination, which has 22 documents of similar frequency. From the point of view of the groups, the results obtained point to the fact that translators with more than five years’ experience are those who work most often on the text typology studied here.

4. Results and Discussion

As may be inferred from the explanations given in the introduction to the present study, COMENEGO does not currently have a pilot corpus in German. For this reason, in this piece of research we have attempted to look closely at the areas of business in which professionals habitually translate from and into German, and also at the economic and business texts on which they work. All of this has been developed not only with a view to offering some guidelines to teachers programming subjects and to students who wish to decide upon a specific specialisation, but also to providing a basis of criteria for compiling corpora specialising in the field of business and economics. Although the results collected do not differ greatly from those of previous studies (where the volume of work is not limited exclusively to economic translation, and is completed with other types such as legal or technical translation), they do offer new data about the fields and texts translated. In this sense, with regards to economic and business activities, it is advisable to take both administrative activities and ancillary services into account, as well as actual economic and business activities, financial and insurance-related activities, real estate activities, banking and financial activities, wholesale and retail trading or legal counselling services/activities. Regarding the texts, the following types should also be borne in mind: entries in land registers; account auditing; catalogues; trade register certificates; employment certificates; general contract conditions; sales contracts; service contracts; employment contracts; correspondence; letters; annual accounts; financial statements; deeds of sale; powers of attorney; memoranda of association; articles of association; advertising leaflets and commercial prospectuses, and also forms.

5. Contribution: Economic and Business Translation and Postgraduate Studies

We decided to focus our attention on postgraduate studies because they are specialised. If we adhere to the list compiled by Mateo (2014), it is clear that there are eight Spanish universities which offer postgraduate courses in Translation with subjects in Economic and Business Translation. Of these eight, only four include the language combination studied in this piece of work:

- MA in Specialised Text Translation (University of Zaragoza). Subject: “Alemán: Traducción de textos legales, administrativos y económicos” [German: Translation of Legal, Administrative and Economic Texts] (<http://titulaciones.unizar.es/asignaturas/66808/index14.html>)
- MA in Specialised Text Translation (University of Cordoba). Subject: “La traducción de textos económicos, administrativos y comerciales (alemán-español)” [Translation of Economic, Administrative and Commercial Texts (German- Spanish)] (https://www.uco.es/eguiado/guias/2014-15/100336_2014-15.pdf)
- MA in Specialised Translation (Menéndez Pelayo International University). Subjects taught: “Traducción al alemán de textos económicos españoles” [Translation into German of Spanish Economic Texts] (http://www.mastradu.com/M04_10.html) and “Traducción al español de textos económicos alemanes” (http://www.mastradu.com/M04_09.html)
- Official MA in Institutional Translation (University of Alicante). Subject “Traducción para el ámbito económico y comercial alemán-español” [Translation for Business and Economics (German-Spanish)] (<https://cv1.cpd.ua.es/consplanesestudio/cvFichaAsiEEES.asp?wCodAsi=42413&scaca=2014-15>)

As far as the concrete subjects of economic and business translation are concerned, on analysing the information provided about the contents of each Master’s degree course, the following may be observed:

| UNIVERSITY | SUBJECT | FIELDS | TEXTS |
|--|---|--|---|
| University of Zaragoza | German: Translation of Legal, Administrative and Economic Texts. | Legal, administrative and economic fields. | EU texts Legal texts Court proceedings and rulings Administrative texts Contracts Forms Other types of administrative texts Commercial correspondence Information about companies: web pages and annual reports Economic and financial information: specialist press articles Other economic and business management material (bank documents, publicity, etc.) |
| University of Cordoba | Translation of Economic, Administrative and Commercial Texts (German- Spanish) | Economic, administrative and commercial | Administrative and commercial correspondence |
| Menéndez Pelayo International University | Translation into German of Spanish Economic Texts/ Translation into Spanish of German Economic Texts | Economic texts | Most important text genres in the field of economics |
| University of Alicante | Translation for Business and Economics (German-Spanish) | Financial systems and markets Financial products Financial institutions Foreign trade | Economic, financial and commercial texts |

Table 5: Economic and postgraduate translation

As may be seen in the table above, the information offered in the corresponding academic guides is essentially very succinct in the sense that the denominations used to refer to economic areas or activities are quite vague in terms of the language chosen. With respect to the texts, a general lack of specificity is

also noticeable, except in the case of the University of Zaragoza, where there is rather more precision and detail. If we compare the results of our survey regarding textual typology with the texts that these universities use in their classes, we may conclude that their selection is correct. In other words, the texts translated within the framework of these studies partly coincide with the texts that, in the light of our survey, professionals would appear to translate. However, any choice involves a gain or a loss; in the information provided, we have seen the percentage of professional reality that these universities cover through a clearly appropriate selection. Thanks to this survey we may also affirm that other texts are translated with a similar regularity but do not seem to form part of the list of texts exploited in class in these centres.

With the greatest modesty, it is our belief that this study could be useful in the guidance of teachers who need to select certain texts when preparing their economic and business translation classes; it attempts to establish and maintain a close link between requirements in the professional world and the provision made in Translation and Interpreting curricula.

6. By Way of Conclusion and Avenues for the Future

Generally speaking, compiling a corpus involves different stages which, as a whole, constitute an iterative or cyclic process: 1) documentation (identification of key features in texts); 2) selection of texts based on the purpose of the corpus, external criteria (language, mode, text type, etc.) and internal criteria derived from features in the texts; 3) obtaining access permits (if there is to be open access to the corpus); 4) acquiring texts (downloading of files and addition of metadata) and 5) text conversion and updating (elimination of unwanted noise, unrecognisable characters) (Gallego and Krishna-murthy, 2013). As we have seen throughout this study, the survey which we have carried out had a twofold objective, with regards to the second of the two stages in the compilation of the German version of COMENEGO, as described previously. On the one hand, we wished to establish what professionals translate, and on the other hand, to discover how often they did so.

The next step therefore concerns the exploration, development and implementation of the remaining stages. Not only in the case in question, the German language, but also in that of the other languages included in the project.

7. In Acknowledgement

Research undertaken within the framework of project GV/2014/A/082, “Stabilisation of the COMENEGO pilot corpus (Multilingual Corpus of

Business and Economics)”, financed by the Generalitat Valenciana. Consellería de Educación, Cultura y Deporte.

Our thanks to Verónica Román for her collaboration in the elaboration of the list of documents included in the survey form.

References

- AGRUPACIÓN DE CENTROS ESPECIALIZADOS EN TRADUCCIÓN (2005) *Estudio de situación del mercado español de servicios profesionales de traducción (2004)*.
- ALBALADEJO MARTÍNEZ, Juan Antonio. (2007) “Didáctica de la traducción: problemas y propuestas aplicadas a la traducción económica.” In: Albaladejo Martínez, Juan Antonio *et al.* (eds.): *La didáctica de la traducción en Europa e Hispanoamérica*. Alicante: Universidad de Alicante, pp. 265-278.
- BARSANTI VIGO, María Jesús. (2000) “Relaciones entre el alemán y el francés en los léxicos específicos de marketing, publicidad y comunicación.” In: Casal Silva, María Luisa *et al.* (eds.): *La lingüística francesa en España camino del S. XXI*. Madrid: Arrecife, pp. 119-124.
- BLANCO GARCÍA, María Pilar. (1995) “Algunos aspectos de la traducción de textos bancarios.” In: Martín-Gaitero, Rafael (ed.) *V Encuentros complutenses en torno a la traducción*. Madrid: Universidad Complutense, pp. 521-526.
- BRUMME, Jenny. (2003) “Textsortenkonventionen, Textbausteine und ‘freie’ Gestalten in Werbebriefen (Spanisch-Deutsch als Fremdsprache).” In: Blackwell Gülen, Barbara / Bostas, Ismail / Veldhues, Christoph (eds.), *Translation Studies in the New Millenium*. Proceedings from the 1st International Conference on Translation and Interpreting, Ankara, Turkey, October 16-18, 2002. Bilkent University: School of Applied Languages. Department of Translation and Interpreting, pp. 125-138.
- CORPAS PASTOR, Gloria. (2004) “La traducción de textos médicos especializados a través de recursos electrónicos y corpus virtuales.” *El español, lengua de traducción*, 2, pp. 137-164.
- CASTILLO RODRÍGUEZ, Cristina. (2009) “La elaboración de un corpus paralelo ad hoc multilingüe.” *Tradumàtica*, 7. pp. 1-11. [http://www.lexytrad.es/assets/castillo2009a_0.pdf date of consultation: 29th September, 2015]
- GALLEGO HERNÁNDEZ, Daniel, en prensa: “Traduction économique français-espagnol et espagnol-français: enquête sur les textes et les domaines traduits.” *Babel*, 61.
- GALLEGO HERNÁNDEZ, Daniel. (2012) *Traducción económica y corpus*, Alicante: Servicio de Publicaciones.
- GALLEGO HERNÁNDEZ, Daniel. (2014) “The use of corpora as translation resources. A study based on a survey of professional translators.” *Perspectives. Studies in Translatology*, vol. 23, pp. 375-391.

- GALLEGO HERNÁNDEZ, Daniel y Ramesh KRISHNAMURTHY. (2013) "COMENEGO (Corpus Multilingüe de Economía y Negocios): design, creation and applications." *ELR Journal* 7. [<http://ejournals.org.uk/ELR/article/2013/1>, date of consultation: 27th January, 2014].
- MATEO MARTÍNEZ, José. (2014) "Directorio de estudios de Traducción e Interpretación en España con materias de traducción de negocios." *Vertere. Monográficos de la revista Hermeneus*, 16, pp. 201-208.
- MEDINA REGUERA, Ana. (2005) *La traducción al castellano de textos económicos alemanes*. Seville: Bienza.
- GALLEGO HERNÁNDEZ, Daniel. (2007) "La traducción alemán-español de documentos del comercio exterior: organización de la tipología textual e integración del contenido temático." In: Belén Santana; María de los Ángeles Recio Ariza y Silvia Roiss (eds.): *Puente entre dos mundos: últimas tendencias en la investigación traductológica alemán-español*. Salamanca: Ediciones Universidad, pp. 252-260.
- MEDINA REGUERA, Ana y Carmen ÁLVAREZ GARCÍA. (2007) "La relación empresa-traducción en el sector agroalimentario andaluz." *Skopos*, 4. pp. 187-206.
- RED DE INTÉRPRETES Y TRADUCTORES DE LA ADMINISTRACIÓN PÚBLICA (2011) *Libro Blanco de la traducción y la interpretación institucional*. Madrid: Ministerio de Asuntos Exteriores y de Cooperación.
- RODRÍGUEZ INÉS, Patricia. (2014) "COMENEGO: Compilación del corpus piloto en inglés y primeros análisis." *Vertere. Monográficos de la revista Hermeneus*, 16, pp. 187-199.
- ROISS, Silvia. (2001) "El mercado de la traducción inversa en España. Un estudio estadístico." *Hermeneus*, pp. 379-408.
- SÁNCHEZ GIJÓN, Pilar. (2004) *L'ús de corpus en la traducció especialitzada: compilació de corpus ad hoc i extracció de recursos terminològics*. Barcelona: Universitat Pompeu Fabra.
- TOLOSA IGUALADA, Miguel. (2014) "Dime qué traduces y «les» diré quién eres. Estudio basado en encuestas acerca de los documentos traducidos por traductores económicos (inglés-español y español-inglés)." *Vertere. Monográficos de la revista Hermeneus*, 16, pp. 23-41.
- VISAUTA VINACUA, Bienvenido. (1989) *Técnicas de investigación social. I Recogida de datos*. Barcelona: PPU.

BIONOTE

PAOLA MASSEAU holds a PhD and an MA in Translation Studies from the University of Alicante (UA). She works as Assistant Professor at the UA (Translation and Interpreting Department). From September 2010 to July 2013 she was the academic coordinator of the Master in Institutional Translation. She teaches Translation in International Organizations (Master in Institutional Translation), Spanish-French General Translation and Literary Translation (Bachelor in Translation). Among her teaching activities, she has organized several translation workshops with students, geared towards publishing collective translation works. In 2010 she organized with other colleagues the conference for translation students “Primeras Jornadas de Transición al Oficio de Traductor e Intérprete” (How to become a professional translator/interpreter?). She has delivered many lectures and talks in the framework of several institutional and economic translation conferences and was a member of the organizing committee of the conference “Congreso Internacional de Traducción Económica, Comercial, Financiera e Institucional” (UA, 2014). She has published many papers on economic and institutional translation.

