MY HOME, MY CASTLE: combining business and family

CONFERENCE INTERPRETING: perspectives on extralinguistic knowledge and anticipation

ASSESSMENT: credentials under the spotlight

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AUSIT maintains several Yahoo
discussion groups for members, which
offer great potential for professional
development in various key areas.

Log in to the members' area of the
website to get a full picture of what's
available. There's the e-bulletin,
which is the main discussion group
on general topics (nearly 300
subscribers), but also separate ones
on pay and conditions, translating and
interpreting as a business, medical
translating and interpreting, literary
translation and translation technology.

There are also 17 email groups
devoted to specific languages or
language groups. Check them out
and write to me if you need any help
getting onto them.

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What I know is that if you do work that you love, and the work fulfils you, the rest will come (Oprah Winfrey).

Believe it not, I have worked in other industries for many years, but only recently when I decided to do interpreting as my only job have I felt fulfilled. The money, as many of us know, isn't that great. People often ask how much I get and when I tell them, they say "I'd rather be a tradesman". On a few occasions I have lied about how much I get just to avoid criticism. For the past ten years I thought everyone only worked for money and any arguments to the contrary were invalid.

It's true that I would not do this job for free. We all have bills to pay. But I find that the deeper I become involved with my job, the less I care about money. When you get to be a voice for someone and to see their conditions improve, it is rewarding. Language is very powerful, yet many people underestimate it. A lawyer will tell you language can change your fate. If you ask me, I would say language can improve life. When you get to see the same client over and over again, the unpredictable becomes predictable, the difficult becomes easy, the sadness turns into smiles; that is priceless. Yes, better pay would be nice, but in the meantime I will make do with what I get. Just as they say about teachers, "we're not in it for the income, we're in it for the outcome".

Nuan Seth
Thai interpreter/translator
Victoria

Praise for Coral

The Guardian's book reviewer Nicholas Lazard has commended Perth-based Croatian-English translator Coral Petkovich for the excellence of her translation of Selvedin Avdić's acclaimed first novel, *Seven Terrors.* The readability in English of the book – written in Bosnian – is, says Lazard, due "as far as I can tell" to Petkovich's efforts.

Lazard, writing on 5 February, describes *Seven Terrors* as "quite unlike anything I've read before, but it has all the consistency and force of something major and assured". It "obliquely illuminates" the horrific Bosnian war of the 1990s through metaphor. The unnamed Bosnian protagonist, a former radio journalist, pulls himself out of a nine-month torpor following the departure of his wife in order to retrace her steps.

Among the honours bestowed on *Seven Terrors* is longlisting for the Dublin Literary Award. The unique award process involves nominations from city libraries from around the world – in this instance by Rijeka City Library in Croatia. The award organisers describe it as "a story of fear, guilt and moral responsibility of an inhabitant of a town in Central Bosnia, who is guilty of innocence, refusing to be engaged when the gates of hell opened".

Petkovich told *In Touch* she is honoured to be included along with the author "in such acclaimed company".

Translating under the bombs

Hideaki Maruoka says the International Japanese-English Conference (IJET) held this year in Tokyo left participants feeling inspired with many new ideas and ready to contribute more to the translation and interpreting industry.

The IJET organised by the Japan Association of Translators (JAT) took place at Tokyo Big Sight in Tokyo on 21-22 June 2014. This year IJET marked its 25th anniversary with its first such gathering in Tokyo. The conference attracted over 600 participants (including speakers) and nearly 100 people who only attended the keynote session. Participants came from all over Japan as well as North America, Australia, New Zealand, Europe and Asia to enjoy a program that included 67 presentations, panel discussions and workshops in 10 parallel tracks.

At this year's conference, not only freelance and in-house translators and interpreters, but also staff from agencies, tool vendors and university students from around the world gathered together to learn new skills, meet new colleagues and catch up with old ones.

In keeping with the theme, "Paving the way forward," IJET-25 discussed what we as translators and interpreters can do in the face of the changes affecting our industry to ensure a bright future not only for ourselves and our clients, but also for society as a whole.

> Hanako Muraoka translated *Anne of Green Gables* in secret under the bombing raids during the Second World War from English, the language of the enemy.

The keynote speech entitled "Hanako Muraoka: Hope for the future poured into the translation of *Anne of Green Gables*", was given by a writer, Eri Muraoka. Eri is the granddaughter of Hanako Muraoka, who translated numerous English language classics into Japanese, including LM Montgomery's *Anne of Green Gables*, which she translated in secret under the bombing raids during the Second World War from English, the language of the enemy.

Before IJET, several of JAT's special interest groups, such as JATTOOLS (tools), JATLAW (legal), JATPHARMA (pharmaceutical), JATINT (interpreting) and JATPATENT (patent), organised pre-event meetings which took place over two days, on Thursday and Friday. The Friday meetings included a networking event in the middle of the afternoon which was followed by a *zenyasai* (pre-conference socialising event) attended by 200 pre-event and conference participants.

The special interest groups, including JATENT (entertainment) and JATTIP (translator-initiated publishing), also hosted highly specialised sessions during the conference. This year, the program featured tracks devoted entirely to tools, business nous, lifestyle and interpreting.

IJET-25 provided ample opportunities for networking and socialising. Networking lunches were hosted by the special interest groups and other volunteers, arranged in small groups, such as first-time attendees, finance/economics, IT, and lifestyle and location-based groups. The networking dinner on Saturday included a lucky draw featuring superb prizes from sponsors, and the presentation of awards to the winners of the 10th annual JAT contest for new and aspiring translators.

All in all the conference was a resounding success. Participants left feeling inspired with many new ideas and ready to contribute more to the translation and interpreting industry.

The next IJET will be held in the historic city of York, in England, on 20-21 June 2015 and will celebrate JAT's 30th anniversary.

JAT's website is http://jat.org/

Flavours and nuances

How much is lost in translation? Not as much as many believe, says Adam Gopnik in a recent *New Yorker* review ("Word magic", 26 May).
Jeremy Gilling summarises Gopnik's argument.

Flavours and nuances are often changed, diluted or lost in moving from the original to the destination language, Gopnik says. But this is equally true when moving between regions or dialects – and especially between countries that share a language. Consider the many peculiarities of American English. I recall reading many years ago of the alarm of an American visiting England who heard on the news of a march by protesters carrying torches – he thought the city had been taken over by a lynch mob.

Words often vary between regions "because of the stray contingencies of time, others because of the specificities of political history," says Gopnik.

The term "liberal" as a political label conveys very different meanings depending on where and to whom it is applied. In France it means a neo-conservative; in Britain a libertarian (or a centrist if given a capital L). In much of the US it's a term of abuse that can be fatal to a political career if it sticks. In Australia it's even more confusing: commentators sometimes refer to the (shrinking) liberal – meaning relatively progressive – wing of the (conservative) Liberal Party. In Canada – recently identified by our Liberal prime minister as Australia's closest ideological counterpart in an increasingly antagonistic world – the centre-left Liberal Party was for many decades until recently the natural party of government.

'**There is just one word, *Dasein* in German, that genuinely defies the authors' efforts to explain it in English**'

The *Dictionary of untranslatables: A philosophical lexicon*, collected by Barbara Cassin and translated from the French by Emily Apter, Jacques Lezra and Michael Wood, presupposes "that there are significant, nameable, untranslatable differences between tongues," says Gopnik. The dictionary describes the origins and meanings of about 400 important philosophical, literary, and political terms and concepts that defy easy – or any – translation from one language and culture to another. And yet the book is testament to the shakiness of this presupposition – "except in the dim sense that it sometimes takes a few words in one language to indicate a concept that is more succinctly embodied in one word in another" – as it tracks and explains the differences over 1300 exhaustive pages. As Cassin says, "some pretty good equivalencies are always available ... if there were a perfect equivalence from language to language, the result would not be translation; it would be a replica".

The French *histoire*, for example, corresponds recognisably to the English *history* and the German *Geschichte*, although in French it can also mean story. "But no one has trouble in English with the notion that histories are narratives we make up as much as chronicles we discern," writes Gopnik. Indeed, according to Gopnik, there is just one word, *Dasein* in German (identified most closely with Heidegger), that genuinely defies the authors' efforts to explain it in English – and that may well

be "because it has no particular meaning in the original language either; a truly untranslatable word, it seems, may be the sign of an unsustainable concept".

Gopnik also reviews a much shorter book, *The language hoax* by John McWhorter, which contends that the idea of linguistic relativism developed by Benjamin Lee Whorf is empty. Whorf, a chemical engineer and amateur linguist who wrote in the interwar years, maintained that because of linguistic differences in grammar and usage, speakers of different languages conceptualise and experience the world differently. In a relatively trivial sense this is almost self-evidently true. But, says McWhorter, "a difference in thought must be of a certain magnitude before it qualifies realistically as a distinct 'worldview'". He argues, says Gopnik, that "differences in ideology and belief overwhelm and obliterate ... lexical tints".

The ultimate linguistic relativist, says Gopnik, was George Orwell, who argued in his famous 1946 essay, "Politics and the English language", that the debasement of thought cannot be separated from the debasement of language. Lamentably debased language, so widespread in politics and business today, was hardly less so in Orwell's time.

Orwell recognised that debased language is invariably a feature of totalitarianism. (In his most important work, *Nineteen Eighty-four*, the Party boasts that the Newspeak Dictionary is the only dictionary in history that shrinks with

each new issue.) But necessity does not imply sufficiency. Countries like Australia remain liberal democracies notwithstanding the ever increasing resort by our political and business leaders to euphemism and weasel words when put on the spot.

Gopnik is happy to concede that "it is in language's minutiae that the small gestures of art live". The social sciences, he says, "support our sense of such differences – not in cognitive view but in cultural flavour ... We are not captives of our tongues, but we are citizens of our languages."

This is most evident "when it comes to translations of important poetry and literature generally," he says. Here, Gopnik maintains, contemporaneity matters more than accuracy. The Anglo-Italian John Florio (1553-1625), for example, captures the rhythm of Shakespeare – despite a plethora of errors – much better than more recent translators. (Indeed, either he or his father Michelangelo Florio has been suggested as the real author of Shakespeare's works. This would at least explain the author's familiarity with Italian culture and history.)

Dictionary of untranslatables: A philosophical lexicon (2014) is printed by Princeton University Press and available through Amazon for about $40. *The language hoax: Why the world looks the same in any language* (Oxford University Press, 2014) is available through Amazon for about $15.

Accuracy not at the cost of the source text

Ben Xuan Xu, a respected AUSIT member, continued the discussion (*In Touch*, Autumn 2014) on improvements to the new code of ethics.

Amazed in one case by the marked differences between Ben's word-for-word translation and the final translation, I was driven to finish reading the entire article plus the previous one by Patricia Cruise, as well as rereading the new code. Ben focused on accuracy, but I would like to argue that accuracy cannot be achieved at the cost of the source text, however semantically and culturally appropriate the target text may be or need to be.

Notably, the examples are taken from actual translation activities in a legal setting – translating documents that form part of an application to the Australian government for a visa in accordance with the *Migration Act 1958*. For this purpose, as in many other settings, translators have an obligation to provide accurate translation; otherwise there may be serious legal ramifications, which would be no news to the profession.

Being a native user of Chinese and a practising translator and interpreter, I believe in this case the principles of faithfulness and expressiveness deserve a bit more weight than elegance, if not too much so. However, some of the examples, though grammatically correct and discursively coherent, may not account for what has been intended by the original author(s).

Few would disagree with the statement in the new code of ethics that we practitioners are entitled to some leeway in "using our best professional judgment in remaining faithful at all times to the meaning of texts and messages". However, it may not stand up to the test if alteration, addition and/or omission are opted for simply to achieve comprehensibility and effectiveness.

For instance, the translator used "a bolt from the blue", which does vividly depict the state of mind of the husband; however, when back-translated into Chinese, it may not really be what was originally written down. This reminds me of a trial that happened in Hong Kong a few years ago where the accused, who was charged with allegedly possessing a prohibited drug (heroin), said he had "white powder" in his pocket, which was rendered as "heroin" by the interpreter in court. This was almost instantaneously picked up by the barrister for the accused, which eventually led to the interpreter wearing the blame. Both cases included improper use of situational knowledge, though in different lines of practice. Though the case for translation may not be the same as that for interpreting, we as practitioners ought to beware and safeguard ourselves whenever possible.

Another example is that the translator used "hunting for money at all cost" and "I don't give a damn for her health", which arguably attained expressiveness, but not faithfulness, at least on their face values. Hunting for money at all cost may not only be used to indicate one's determination to earn despite difficulties, but potentially derogatory inferences can be drawn with respect to how money is earned. Presuming the author(s) of the source text to be the loving couple the translator mentioned, it would be impossible to imagine the husband "not giving a damn for her health".

To recap, I believe translation as a communicative activity is both an art and a science, and depending on what we deal with, it can be a scientific art or an artistic science.

Clearly in this case of legal translation, or say non-literary translation in general, we practitioners need to focus a bit more on the scientific side instead of the artistic side, and be aware of the possible ramifications that our translation product could cause. This doesn't mean we must always do a rigidly literal translation. Quite the contrary: we must at all times ensure information and facts are rendered accurately, artistic elements are rendered expressively, and ultimately seamless communication is achieved via this translator bridge. When accuracy and expressiveness become enemies, our professional judgment should prevail, and that is where I believe the charm of translation really lies.

Shiyi (Sydney) Ye

Ye is a freelance translator and interpreter (Chinese/Mandarin) practising in Sydney.

Perspectives on extralinguistic knowledge and anticipation in conference interpreting

Nicola Savage reports on a research project that was part of her Monash University Master of Interpreting and Translation Studies program.

Simultaneous interpreting (SI), often referred to as conference interpreting, is a complex cognitive activity in which the interpreter converts ideas expressed in one language into another language with the aim of bridging a communication gap. It can occur in all kinds of multilingual settings, especially in meetings with delegates or representatives. Knowledge, both linguistic and extralinguistic, is required to facilitate this communication process.

The critical role of extralinguistic or background knowledge has been underscored by many SI researchers. Proper background and situational knowledge are indispensable for interpreters who seek to grasp understanding beyond literal meaning. Background knowledge is considered by many researchers to be as important as command of language in understanding speech. Background knowledge is a broad term covering various "cognitive complements" that help us understand speech. These include knowledge of the world, of time and place, of the circumstances out of which an utterance arises, memory of things said previously, and knowing the identities of the speaker and the listeners.

Similarly, anticipation is generally accepted as an important aspect of SI even though anticipation strategies and skills are often applied unconsciously. Anticipation can generally be defined as the utterance of a word, idea or message in the output before it actually appears in the input when an interpreter is "online". The literature on this topic reveals that different authors varyingly address anticipation as a cognitive process, a creative skill, a coping strategy or a statistical probability. One particularity of SI is that "it is clear that the interpreter must often begin a sentence without knowing exactly where that sentence is going". Anticipation can be used to manage this difficulty, and will be enhanced if the interpreter can draw on other knowledge available to them.

Much SI research focuses on the analysis of a cognitive paradigm that seeks to explain interpreted utterances with reference to mental processes only, and does not address interactional contexts or interpreter attitudes to conference interpreting. Even if several cognitive processes may become automatic in the course of a professional interpreter's career, the "situational characteristics (such as place, participants, subject matter and issues to be discussed) change with every assignment", according to Horvath (2010). Interpreters themselves are present in the communicative context of a conference and can be viewed as active partners in communication. In this type of situation, they use a range of skills, including anticipation, to predict what is going to be said and what is going to happen next.

In SI, the interpreter's ability to anticipate is defined on the one hand by linguistic competence – knowledge of syntactic and semantic regularities in the source language and the use of information from previously processed speech – and on the other hand by situational knowledge, especially the role of speaker and their usual conduct, as well as the interpreter's prior knowledge of the subject. This indicates that linguistic and extralinguistic knowledge both have an influence on anticipation. On the other hand, the attitudes of interpreters themselves to this influence remain less evident. The purpose of this study was to explore interpreter attitudes to and awareness

'Proper background and situational knowledge are indispensable for interpreters who seek to grasp understanding beyond literal meaning'

of anticipation, and how these are influenced by extralinguistic knowledge, by analysing and discussing qualitative data collected via an online survey. Ten participants, either confirmed or novice conference interpreters (from a range of language pairs including French-English, Italian-English and Chinese-English) with experience in SI in conference settings, completed the survey. In this study it was assumed that anticipation is present in SI regardless of the language pairs involved, and any influence exerted by difference in syntactic structures was not examined.

The results with regard to interpreter perceptions relating to extralinguistic knowledge, linguistic knowledge and anticipation in SI showed that interpreting cannot be removed from the context in which it exists, and meaning must be grasped in the context by drawing on existing knowledge, not only on words. The results revealed that the participants have an awareness of the socio-cultural and interactional factors involved in the communicative context of an interpreting situation.

Extralinguistic or background knowledge was confirmed as an important factor in interpreting, with 80 per cent of participants *always* requesting and 20 per cent *mostly* requesting information prior to an interpreting assignment. Anticipation featured directly in at least two open-ended responses to reasons for requesting briefing material.

This direct influence is validated in this study through attitudes towards what anticipation enables interpreters to do, especially to *react quickly, improve fluency, formulation and output, set the pace and feel more assured*. Indeed, extralinguistic anticipation comes through "extralinguistic knowledge of the conference situation, of the subject, of the speaker and good understanding of unfolding statements which make it possible to anticipate the ideas and information in speeches". Interpreters viewed anticipation as a skill that helps them manage their own performance and provide high-quality interpretation.

Understanding of the subject matter being discussed at a conference was ranked the highest in importance for all participants. This confirmed that anticipation is not solely related to linguistic knowledge. Furthermore, respondents most closely associated anticipation with the words "prediction" and "context", demonstrating an awareness of the fact that anticipation allows them to potentially predict what the next sentence constituent will be, but also that this will clearly require key contextual information.

The study showed that a high percentage of participants easily recognised the speaker's manner and style, and the majority found it easy to identify the speaker's stance. This implies that these are both considered to be key components of extralinguistic knowledge, and acknowledges that interpreters are part of the

communicative context of a conference. This was further supported by responses regarding the personal objectives of participants in interpreting, which related not only to message transfer or linguistic accuracy, but revealed that being present in a communicative situation is a motivator to confidently deliver an audience-centred quality service.

One participant commented that "anticipation is a great skill. Once you understand the subject matter well, anticipation will come naturally". This study demonstrated a definite awareness of what anticipation enables interpreters to achieve, namely that using extralinguistic knowledge and learning to recognise and analyse relevant information will allow an interpreter to access "the highest possible number of anticipatory reactions". Respondents in this study were aware of anticipation in SI, and extralinguistic knowledge was perceived as having a direct influence on anticipation. Even so, there is still scope to increase awareness and to consider how anticipation strategies could be improved and exploited best in conference interpreting settings and in interpreter training programs.

For a full copy of the research, including references, please email
nicola@nhmtranslation.com

In praise of agencies
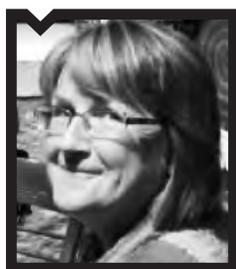
Patricia Will offers sound advice about working with translation agencies, and how to choose between agencies for the optimum working arrangement.

On my excursions into various online translator communities, I often get the impression that I am living (and working) on another planet. How else to explain the endless complaints about low rates, lack of professional recognition, poorly qualified competitors and, most of all, exploitation by big bad agencies variously described as "cutthroat", "bloodsuckers", "bottom feeders", "peddlers" and so on. Many translators are seething with resentment about agencies having the audacity to take their cut, and seem to thrive on this culture of victimisation where the agency is cast as the evil-doer that ruthlessly exploits the hand that feeds it.

This is all so far removed from my own very positive experiences of working with highly professional agencies in Australia and overseas that I thought it would be worth exploring just why this might be.

I have been working as a translator for more than 30 years and I love the process of translation. As a naturally introverted person, I have neither the skills nor the inclination to try to provide all the extra services a good agency has to offer, such as managing and coordinating huge multilingual projects and teams of translators, desktop publishing, terminology and software management – and of course acquiring the clients, often multinational corporations, institutions or large government departments, in the first place. To do so means investing time and money in attending business meetings, trade fairs, conferences and other industry and community events, and increasingly going through the stringent processes of obtaining quality certifications. And they have to do all this while marketing themselves in competition with those other providers that claim to provide top-quality translation services at rock-bottom prices.

Choose carefully

Not all agencies are the same. I certainly will not work with those huge agencies that employ dozens of project managers and send out mass emails to every translator on their books in a specific language pair along the lines of "3,000 words German-English by EOD today" with no indication of subject matter or type of document. Such agencies simply give the job to the first translator who replies, regardless of whether they are actually the best qualified for the job. Even worse are those vague inquiries asking me for my "best rate", a sure sign that it will be too high.

The agencies I work with regularly are located in Australia, New Zealand, Germany, the UK and the USA, and they do have certain things in common that make the working relationship very rewarding.

They are mostly owner-operators with very small teams, so it is possible to establish relationships over time with business owners, project managers, proof-readers and editors. This does not mean that they do not get the big jobs. Many of the agencies I work with count major German corporations among their clientele, ensuring a regular stream of very interesting translation projects.

They also have in common sound quality management processes, employing in-house or external proof-readers and editors and consulting with me about proposed changes to the translation. They are all willing to pass on queries to the end customer in those cases where

I notice inconsistencies or ambiguities in the source text or for finer technical points that only the customer can explain. They regard this as a normal part of the translation process, not as some lack of knowledge or a sign of weakness on the part of the translator. They show appreciation and also provide feedback from their clients.

These are the kind of agencies that always think to send reference material, glossaries or previous translations with a new job, and who understand that you actually need to see the images if you are going to translate the captions of photos or the titles of diagrams. They are the kind of agencies that negotiate reasonable deadlines with their clients so as to give their translators the time to produce a quality translation. They select translators for a job based on their specialisations and then give them the chance to acquire additional expertise through repeat projects for the same end customers.

Simple invoicing procedures and prompt payment are yet other attributes of a professionally run agency. And significantly, they all are or have been practising translators themselves. These are just some of the criteria I consider before starting to work with any agency.

It's a two-way street

I started freelancing in Australia in 2003 and have been working with some of these customers for over ten years now. In many cases I have ended up being their preferred translator for certain recurring projects. I have found that by focusing on a select group of small to mid-sized agencies I have developed existing specialisations and acquired others. I feel respected as a professional but I also respect the professionalism of these agencies and the hard work they do. I can see from the times of the emails I receive from Europe or the USA overnight that these business owners and project managers are often working very long days. So I think they deserve their success and I am happy to contribute to it, because I get a lot out of it too – regular work on interesting projects and a rewarding and amicable professional relationship based on mutual respect.

So if you find yourself tempted to join the hordes in vilifying the "big bad agencies", perhaps you need to be more selective about the kind of agency you work with. Because small really can be beautiful.

Patricia Will is a WA-based NAATI-accredited German-English translator who specialises in technical and business translations, particularly corporate communications.

Courageous Mandarin interpreter honoured as whistleblower

This year's Voltaire award for free speech, sponsored by advocacy group Liberty Victoria, goes to Melbourne AUSIT interpreter Yu Lipski. The award will be presented to Ms Lipski at the 2014 award dinner to be held Saturday, 9 August, at 7 pm at San Remo Ballroom in Carlton, Victoria. Contact http://libertyvictoria.org.au for more details. Read more about Ms Lipski at 3aw.com.au/blogs/neil-mitchell-blog/she-was-brave-she-made-a-difference/20140707-3bi03.html

Cold hard self-analysis
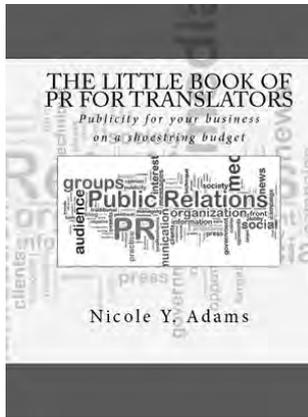
The Little Book of PR for Translators and *The Little Book of Networking for Translators* by Nicole Y Adams (CreateSpace Independent Publishing, 2013). Reviewed by **Melissa McMahon**.

After the little books on marketing and social media marketing for translators (reviewed in *In Touch*, Summer 2013), the little books on public relations and networking in a way address the "Claytons" end of marketing: the marketing you do when you're not really marketing.

Rather than directly selling or promoting your wares, public relations and networking are about raising your professional profile, creating exposure and developing connections that can improve your business in an indirect way. Marketing is about the product, while PR and networking are about the "story", the identity, the reputation and the person.

Writing articles for industry journals, presenting at industry events and online activities such as webinars and guest posts on specialist blogs are all exercises in PR, but the focus of *The Little Book on PR* is obtaining media coverage: being interviewed, reviewed, quoted or featured. This kind of publicity can be very worthwhile in "return on investment" terms, but its indirect nature means sacrificing an element of control. Me writing these reviews and Adams receiving them for her books both count as PR exercises for our businesses, but I have a lot more control over my public image in writing this review than Adams has in being written about.

The new landscape

The internet has of course changed the landscape when it comes to these things, providing a host of resources – Twitter, sites bringing together media reps and potential sources (you), sites that distribute press releases ... – but at the same time generating a lot of "noise" to cut through. You still need to do your homework and legwork: putting together a contact list, making contact and getting your press kit – all the things a journalist or publication might need or want from you in order to be featured: photo, brief bio, contacts details and history of prior media coverage or publications – in order. Everything comes together in your "pitch", which comes across as the PR version of an ad: a succinct message tailored to the recipient that condenses who you are and what you offer in your status as a source or expert, rather than as a service provider.

A lot of the information about PR processes was new to me. More familiar territory for most of us I assume is networking. Consciously or unconsciously, networking is what we are all doing when we attend an AUSIT event. The social and business aspects flow into each other seamlessly: we're all happy to help each other where we can and there's no shame in introducing ourselves or seeking advice and information. When that "flow" is broken down into its specific components, its warmth is inevitably lost on the page, but there is no point to a how-to book that is not specific. I learnt some new terms ("elevator speech", which I think is a version of the elevator pitch), but much here is commonsense advice, with plenty of warnings that being pushy is bad networking. The book offers tips and resources specific to online and offline networking, and networking within and outside your industry.

These books get down to specifics

I mentioned in the previous review that some of these areas make me feel "queasy", which is partly because of a cultural background with strong taboos around self-promotion and money, and partly because of the discipline needed for tasks outside of my main interest and skill set. It's also because they involve a lot of cold hard self-analysis: What do I want? What do I represent? What am I worth? What do others think about me? Getting down to specifics is what these books are about and what they do. They're the easy-to-read and use guides they claim to be, and they're especially good on current online resources. But you might need to gird your loins if you're a sensitive soul like me.

On similarities and differences between Polish and English colour systems

Gabriela Kuzio explores the different ways colours are described in two very different languages.

Colour terms do not have the same status. Certainly Indo-European languages have in common four basic chromatic colour terms (red, yellow, green and blue) and some achromatic ones. We may find evidence for that in physiological research as well as by means of an introspective method – our own intuitions about language and collective thinking.

These colours are also psychologically salient. However, in this article I point out the similarities and differences between the colour systems of two divergent languages. Those colours are not psychologically salient, but they delight with their richness, number and variety. The description of differences and similarities is pitched in such a way as to define the linguistic convergences and divergences in the semantic field, to provide the estimated number in every set of non-basic terms, and to estimate the semantic connotations of two languages in terms of their correspondence.

Slavic and Germanic languages do differ at various linguistic levels. Polish and English colour systems, especially the non-basic colour systems, are undoubtedly differentiated.

Barratt and Kontra (1996) carried out lexicological research on the understanding of colour terms in Hungarian and English. They noticed, for instance, that English colour terms like purple, lavender or lilac cause problems for Hungarians. We may ask why one basic and two other non-basic colour terms are not psychologically salient for some cultures or nations.

Nevertheless, in Polish and English the prototypical objects affect the emergence of some linguistic connotations and not others. The prototypical references are generally similar. I looked for the representations of the English and Polish semantic fields that are comparable, but was unable to find 100 per cent cross-linguistic congruity between the non-basic colour terms in Polish and English. Their lexical fields of colour are not isomorphic. Wyler (1992, 188) rightly assumed that each language expands the categories, making the value of every term different from system to system.

First, some at least of the English colour terms are compounded in such a way that the term includes the base form and the basic colour term. The term defines in itself the semantic field of its basic colour term beside the models-objects that affect the emergence of linguistic connotations of this very non-basic colour term: for instance, *bottle green* versus *butelkowy = butelka* (bottle)+ adjectival suffixal ending *owy*; *nutbrown* versus *orzechowy = orzech* (nut) + *owy*; *steel grey* versus *stalowy = stal* (steel)+ *owy*; *brick red* versus *ceglasty =* cegła (brick) + *asty*; *honey yellow* versus *miodowy* = miód (honey)+ *owy*, and so on. Nevertheless, there is a tendency for such English adjectival colour terms (like *emerald green*) to lose their hyperonyms.

There are also more synonymous colour terms that are applicable to the only single Polish non-basic colour term like *mosiężny* versus *brass-coloured*, *brassy*, *brazen*; *śliwkowy* versus *plummy*, *plum-coloured*; *cytrynowy* versus *lemon (yellow)*, *citrine*, *citron-coloured*. The enormous expansion of the English colour lexicon is perceived in other examples. For instance, *płowy* in Polish has two equivalents in English, "fawn" or "fallow". Polish has *seledynowy* while in English we have *celadon*, *willow green* and *eau-de-nil;* in Polish only *groszkowy* is recorded in the dictionary, whereas in English we have *pea, pea green* and *eau-de-nil*. The terms *nacreous* or *pearl* or *pearly* are synonymous colour terms, but are equivalent to a single representation (*perłowy*) in Polish. The same applies with *cerise*, *cherry* and *cherry red (wiśniowy)*; *rubiginous*, *russet*, *rust (rdzawy)*; *niveous, snowy (śnieżny)*; *rubious, ruby (rubinowy)*; *silvered, hoary, grey (siwy)*; *tow-coloured*, *flaxen (lniany)*. The English language is characterised by its unusual painterly quality with respect to the non-basic colour lexicon.

Terms non-existent in Polish

Some colour terms are non-existent in Polish. For instance, the colour name of *stone* may be translated into Polish by means of compounding (*jasny beż*, "light beige", or *jasnoszary*, "light grey"). In Polish *kamienny* has poetic usage, but this would be rendered as "stony". A compound like burnt orange as a colour designation is translated into Polish as *ciemnopomarańczowy* ("dark orange"). *Jade green* is typically rendered in Polish as a compound, *jasnozielony* ("light green"); likewise with *camel* as żółtawobrązowy ("yellowish brown"), *oyster white* as *białoszary* ("white grey"), *oyster pink* as *różowoszary* ("pink grey"), and many others.

An interesting case is *oliwkowy* ("olive"), which in Polish defines the colour by means of compounds: having the colour of yellowish green or grey green or yellow brown with examples like olive complexion, olive eyes or olive trousers. This discrepancy between warm and cool colour classifications of olive is exceptional among other non-basic terms. In English, *olive* or *olive green* is allowed for the skin – an *olive complexion* together with the description of being yellowish brown. Nevertheless, all the classification sources consulted by the author include *olive green* in the colour group of green. In Polish, for instance, *olive* is assigned to the hyponyms of yellow and green fields. It is possible to describe an olive complexion by means of other non-basic colour terms like *ebony complexion (hebanowa cera)*.

The non-basic Polish *granatowy* ("navy blue") corresponds in the English language to blue. It is claimed that *granatowy* (which is rendered as "black-blue"), beside *brązowy* ("brown"), is the twelfth "basic" colour term in Polish.

English more often resorts to non-basic indivisible forms (zero derivatives) to define a particular shade, whereas Polish relies only on compounding. Zero derivation is highly productive in English in the language of fashion, cosmetics and advertising, where the name of an object of a particular colour becomes the adjectival and (or) nominal colour term: *burgundy, cherry, emerald* and so on. For instance, in English we may use *slate* or *slate grey*. However, in Polish, *ciemnoszary*, which basically means dark grey, comes in handy. In Polish the compounded forms with dark and light pale and so on are more often "preferred word usage" than adjectival derivatives or hyponyms of a particular colour. For instance, Polish *jaskrawoczerwony* ("bright red") may be rendered in

English as *turkey red, poppy red, lobster red, coral red, camellia red, scarlet red, coral, coralline, scarlet-crimson, scarlet-vermillion, vermillion-scarlet* and *cinnabar.*

Even basic colours can cause problems for translators

Even such "basic" colours as *purple* = *fioletowy* or *purpurowy* or *pink* cause problems for translations, especially for dictionary purposes. In English, we may have *a copper (-coloured) coffee table;* however, in Polish this may be rendered as *miedziany stoliczek* or *stoliczek w kolorze miedzi.*

In Polish, we find such tautological expressions as *pąsowe maki* (literally "poppy [red] poppy"); and in English quasi-tautological example like *flora peaks dressed in verdant green eadows* (literally "in green green eadows").

In Polish, there is an abundance of hyponimic pairs among basic and non-basic colour terms, which produce "whole hyponymic chains".

In English, there exist such colour terms as *fulvous* that may be rendered in Polish as *płowy* ("fawn, fallow") and żółtobrązowy ("yellow brown"). Nevertheless, this one colour term has two synonymous colour terms that refer to its different shades: *fulvous = fallow* or *fulvous = buff* or *griseous* (*szarawy* = "grayish", *niebieskawoszary* = "bluish grey", or *perłowoszary* = "pearly grey".

The best equivalent of *popielaty* is not obviously *grey*. However, English has *cinereous, cinerous* or *cineritious*. *Ash* as a nominal colour term is rendered as *srebnoszary* ("silver-grey"); however, as an adjective, *ashen* can be rendered as *popielaty* ("grey").

Chartreuse is defined as pale apple green, which is non-existent in Polish and is rendered in English via another non-basic colour term. Another term that does not exist in Polish, *lavender*, is rendered as *pale purple*, together with *mauve* and *lilac*. *Tangerine* (deep orange colour), in English the sole hyponym of orange, is non-existent as a colour term in Polish (*oranżowy* = "orange" is mainly used in technical descriptions).

The colour group of a particular colour in English is not always compatible with that in Polish. For instance, *pearl/perłowy* in Polish is a shade of white colour term, while in English it is a hyponym of grey; salmon and peach in English are hyponyms of pink, in Polish of orange; cream and ivory in English are shades of white, in Polish of yellow; ginger and apricot are shades of yellow in English, in Polish of red and orange respectively; khaki a shade of brown in English and green in Polish; amber a shade of brown in English and yellow in Polish; aquamarine a shade of green in English and blue in Polish.

The Polish colour term *cyklamenowy* is rendered in English as *cyclamen* or *fuschia.* However, in Polish, *fuchsia* is a botanical entity and in English *cyclamen* is a botanical entity.

In English, *porcelanowy* ("china-like") or *papierowy* ("paper-like") are basically non-existent or ad hoc formations; *pergaminowy* ("parchment") quite the reverse. Nevertheless, the latter is assigned in English to the white lexical field; in Polish it is classified as a warm non-basic colour term.

> An in-depth knowledge of the non-basic colour system is necessary in the commodity sciences and psychology.

Such English adjectival colour terms as *butternut* or *buttercup* are basically non-existent in Polish. However, *bananowy* ("banana-coloured") is non-existent in Polish when literally translated but does stand as a compound (*reddish-yellow*).

In English we find carroty as context-sensitive (carroty hair); in Polish *marchewkowy* is not context-sensitive (for example, *marchewkowy szalik*: "a carroty scarf"). On the other hand, *kirowy* ("pall-coloured") is unknown in English. In English, *crocus* is a shade of yellow; in Polish, *krokusowy* ("crocus") is a shade of blue.

'Colour memory' very individual

"Colour memory" or imagining objects in colour is very individual. Our "verbalised" colour denotation is usually applicable to our very specific acquired set of colour terms in the process of comparison with objective associations. In the advertising era, consumer behaviour does affect the expansion of the colour system in the Polish language. In English, *taupe* was introduced through advertising and now *cyan, magenta* and *aqua* are used in computing. But we are unlikely to find *czereśniowy* ("sweet cherry") because there are a variety of sweet cherries, whereas *wiśniowy* ("cherry") is a well-established colour term.

An in-depth knowledge of the non-basic colour system is necessary in the commodity sciences and psychology. Therefore, the (technical) colour terms are combined in the atlases and colour dictionaries for special purposes (for example, the Colour Chart of the Royal Horticultural Society for plants or the Dictionary of Colours for Interior Decoration). Average language users may have their own colour term idiolect – salient for the particular speaker – in their childhood. Nevertheless, when problems of rendering the exact shade or nuance of a new colour occur, the language user resorts to basic colour terms that are the most salient.

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My home, my castle

Alanna Wilson-Duff finds combining business with raising two small children a challenge, but wouldn't have it any other way.

In 2008 I returned to Australia after years in Europe working as a freelance translator for international organisations, universities and various UN bodies. My partner and I settled in Brisbane and I launched my translation business, Wordsmith Translation.

Although at this time I had already been working as a freelance translator for 10 years, this was the first time I had created a whole company and brand for myself, and thrown myself fully into the promotion and marketing side of my business. I worked crazy hours and extremely hard. I became very involved in project management, coordinating whole teams of people on large-scale projects and taking on more and more of the editing and proof-reading stages as well.

At this time I was regularly working 12-hour days seven days a week. I acquired RSI in my right hand and developed a back injury with which I still struggle. But I loved every minute of it. Never had I been so involved in my profession. I was finally networking with other people whom I actually got to meet in the flesh. I abandoned Proz.com and swapped it for real-life colleagues whom I still count on to this day. I became more involved with AUSIT and served as PD coordinator for a while, which I enjoyed immensely.

In 2010 we moved to Stanthorpe and I fell pregnant. This was wonderful news and I was extremely happy. All my life, of all the ambitions I'd ever held, being a mother had always been foremost. I continued to work very hard right up until two weeks before the baby was born, and even published a translated book that year. Yet I clearly remember the relief I felt when I first replied to a translation request with "sorry, I'm on maternity leave". Countless people had told me how perfect it would all be, working from home and having children; it was the ideal, I was so lucky, it was all going to work out fine, and so on. Indeed, I congratulated myself on having the perfect job and surmised I would take one month (or perhaps even up to three months) of maternity leave and then get back into it. I would work while the baby slept, I would work at night, the grandparents would help out ...

Nothing could have prepared me

Nothing could have prepared me for Nova: not for how much I would love her, nor for how all-consuming her existence would be. I recently read about another translator's experience of working with a newborn baby and almost fell off my chair when she described having the baby latched to her breast on one side while typing on the laptop. Breastfeeding, as I recall it, is something akin to having firebrands pressed against both your nipples, and requires both hands and usually at least one other assistant, also using both hands, with you gasping and sobbing uncontrollably while simultaneously having all the overwhelming love and humility and gratitude and exhaustion of the whole universe pour out of you. It lasts about an hour and happens every two to three hours round the clock for about six months. The laptop could not have been further from my thoughts or my capabilities.

To say nothing of my mental capacity. My mother-in-law told me the very hardest thing about having a newborn is the sleep deprivation, but this goes far deeper than simply missing out on sleep. My daughter was quite sick when she was little and had severe gastro-oesophageal reflux disease. This proved to be traumatic on many levels but it certainly meant that we were living on the minimum of sleep required for survival. And my brain was spaghetti. I could barely remember my

' ... My brain was spaghetti'

own name, would get disoriented in the supermarket, did not feel safe to drive the car five minutes down to the shops for fear of having an accident, would forget to eat for days at a time. Even if someone had miraculously managed to attach a laptop to my free side, I cannot think what kind of translation might have been the result. I'm certainly prepared to believe that not all new mothers are as sleep-deprived as I was, but it would be a rare case indeed to find oneself in such a state as to be able to function at a high cognitive level while breastfeeding.

During that period I barely brushed my teeth, let alone consulted my inbox, replied to an email or tended to my hard-won business and client base. I set up an automated reply about being out of the office on extended maternity leave. I remember being hopeful that this phase would pass soon and at the same time feeling it would never end. People told me repeatedly that when the baby was a little older I would have more time. And yet I have found the opposite is true. My daughter is no longer sick, she is a beautiful, healthy, delightful three and a half-year old, but she also no longer sleeps during the day. And when she was just 17 months old, her baby brother was born – the most bonny, contented, healthy baby you ever saw. But the breastfeeding/laptop scenario was still utterly inconceivable.

My children are a constant joy to me. They don't go to any form of day-care so they are with me all day every day. We laugh and play, we go to baby swim and baby music and playgroup and baby gym, we visit other mums and babies and go to the park and the library and the lake. I run a local playgroup in French one day a week, even though my children are the only ones who actually speak French, and rejoice in their burgeoning bilingualism. And all the time I am thinking, I must get back to Wordsmith.

Kept the business ticking over

I have kept the business ticking over, have maintained the website and all my memberships and affiliations, I do the odd job here and there when the deadline is achievable, but the old machine that was whirring and turning at 100 kilometres an hour around the clock is very quiet these days. Many clients in Europe have found Australian prices too dear in recent years, and some of my biggest and oldest clients have sought other translation providers. The mining projects in particular, with their tight deadlines and high word counts, I've had to turn away too many times for them to keep calling. It will take a concerted effort to get that big ball rolling again.

But these are the baby years. There will always be work to do in life, but your children are only ever young once. I know these times are fleeting and precious. I do love my work so much and am eager to return to it, but I know I must wait, for the time is not right. I will continue to work on those projects that fit into my life, but I will not change my life to fit into a project. We are planning a family holiday to New Caledonia at the end of the year to help with the kids' French, and I have said that after that I will once again devote all my spare time to Wordsmith. I also intend to get back into literary translation, which is where the passion begins for me. It should be an interesting year. Life is always exciting when two little people are at the helm of your heart, and I wouldn't have it any other way.

A new certification system

Daniel Muller and **Barbara McGilvray** report on the transition roundtable set up by NAATI to discuss the implementation of a new certification and recertification scheme, planned for 2017. The new scheme will replace the current NAATI accreditation and revalidation.

AUSIT supports recertification of translators and interpreters in the public sector on the condition that meaningful professional development at or above AUSIT standards is widely available, and that NAATI succeeds in making its credentials mandatory for all public sector work, these being the fundamental requisites for improving pay and conditions. AUSIT's goal is to deliver all the professional development practitioners want and need, cooperating with ASLIA and the education institutions where possible. A project working towards this has already been initiated.

AUSIT also recognises the limited relevance of NAATI credentials in the private sector and in overseas markets, and plans to implement high-level credentialing targeting these two areas by the time the new NAATI system is introduced in 2017.

Daniel Muller is EO of AUSIT. Barbara McGilvray is a fellow of AUSIT and a former vice-president and national secretary.

Following the first meeting of the transition roundtable, NAATI issued the following communiqué:

TRANSITION ROUNDTABLE BEGINS WORK

The leaderships of ASLIA, AUSIT, Professionals Australia and NAATI met for the first time at the Transition Roundtable in Sydney on Saturday, 5 July 2014, to start working on issues of transition from the current national accreditation system for translators and interpreters to the proposed new certification scheme.

Representing ASLIA were National President Paul Heuston, Pip Cody and Sandra Leane. AUSIT was represented by Barbara McGilvray, Sam Berner and EO Daniel Muller, while Bede Payne was there from Professionals Australia. The meeting was convened by NAATI Chair Kerry Stubbs, who was assisted by Director Pino Migliorino and CEO John Beever.

The Transition Roundtable is intended to meet regularly to discuss issues of concern to the profession and/or NAATI as we move closer to transition to the new NAATI certification scheme. Transition is presently planned to happen in July 2017. Present plans are for two years of analysis and scheme development before the decision to proceed with implementation is made.

The first meeting of the Roundtable focussed on how practitioners will demonstrate on a regular basis their currency of practice, maintain continuing professional development (CPD) and comply with the relevant code of ethics or conduct. These are the requirements agreed in 2006 by ASLIA, AUSIT and NAATI for what is now called revalidation.

All participants agreed there was a need for a process by which practitioners demonstrate currency of practice, CPD and compliance with ethical code requirements. There was agreement that the current revalidation arrangements are not ideal and further work is needed before transition. AUSIT in particular had various concerns, including how holders of pre-2007 credentials might transfer into the new system. NAATI has offered to meet with AUSIT members to discuss these concerns.

All agreed that action was needed on the quality and accessibility of CPD. CPD is being referred by NAATI to its Professional Reference Group to consider what CPD should be acceptable, what review process should be in place to ensure that CPD offerings meet needs, affordability of CPD and a plan to improve CPD over the next three years.

The Roundtable acknowledged that revalidation is not the correct term for what ASLIA, AUSIT and NAATI agreed in 2006 and which is now in place. Recent research found that Revalidation is the term used when practitioners are required to resit their examinations or tests. It was agreed that what we now have is better described as recertification. Recertification is the process of demonstrating a practitioner remains current in their practice, maintains professional knowledge and meets expectations of professional conduct. NAATI will now refer to revalidation for the next three years of the current system but will adopt the term recertification from 2017 when the new certification system begins.

Also, NAATI accepted advice from the representatives of the profession that a strong marketing campaign to both government and private sectors would increase the value of NAATI credentials in the eyes of users. NAATI will consider how to implement this.

Kerry Stubbs thanked the representatives of the profession for their contributions and cooperation at the start of what are expected to be many consultations over the coming three years.

Credentials under the spotlight

Annamaria Arnall (right)
with Barbara McGilvray
(see below)

Annamaria Arnall discusses the findings from the INT project and their implications for NAATI's future.

AUSIT receives many inquiries from members and non-members regarding all sorts of issues to do with translating and interpreting in Australia. A high proportion of questions are about NAATI, the body created in 1977 to examine aspiring translators and interpreters and issue certification (known as "accreditation") when they demonstrate that they meet the standards required of a professional translator or interpreter.

> **' ... AUSIT acknowledges the wisdom of turning to translating and interpreting researchers for an independent and well-informed overview.'**

In other occupations the professional body tends to fulfil this role, but in our case history was shaped differently. Little wonder, then – and no secret – that the relationship between AUSIT and NAATI has had a few ups and downs over the years. Since about 2010, however, many of us have observed NAATI's actions favourably, and view them in an ever more positive light.

The questions addressed to AUSIT mostly relate to the NAATI test process and the learning opportunities available to those wishing to prepare for it. At present, NAATI operates according to long-established procedures, but in the near future we will see some important changes and improvements.

A conceptual overview for a new model for NAATI standards, testing and assessment, named the INT project, was developed at NAATI's request by a group of academics led by Professor Sandra Hale in 2012. The recommendations of the INT report were discussed in a long series of Australia-wide meetings, to which all those in the industry, including practitioners, were invited.

There appears to be a consensus that this was an important initiative with the potential to improve and strengthen the profession.

Credentials under the spotlight (continued)

Guided by the reactions of a majority of our members', AUSIT has welcomed the INT project from its inception, acknowledging the wisdom of turning to researchers in T&I for an independent and well-informed overview. It was good to see NAATI finally accept that not all was well and reach out to experts for advice. AUSIT in its first submission highlighted our support, with some qualifications, for the INT project's recommendations in several areas.

It appears that after collecting feedback, NAATI took the comments to heart, applied those that were applicable, left out what was unjustifiably critical, added what they thought would make things better and thus prepared another discussion paper about the INT project, asking for another round of feedback. Responding in April 2014, AUSIT reiterated our support in general and commented in greater detail on some issues that seemed to have some shortcomings. It is too early yet to list these here.

All in all, we hope that NAATI is going to prove clear-eyed, open-minded and even-handed about implementation of the recommendations of a project with tremendous potential.

The report and the November 2013 discussion paper are available on the NAATI website (www.naati.com.au). Under <About NAATI>, click on <Improvements to NAATI Testing, Project Update November 2013>.

*Annamaria Arnall is a translator, a linguistic and cultural consultant and national president of AUSIT.*

The INT project – a conceptual overview for a new model for NAATI standards, testing and assessment	
Recommendation	**AUSIT response**
1. That all candidates complete compulsory education and training in order to be eligible to sit for the accreditation examinations, in accordance with the new suggested model.	AUSIT indicated that the accessibility, affordability and quality of these courses should and could be assured.
2. That NAATI produce an information package explaining the meaning of interpreter and translator, prerequisites for testing and expectations to potential candidates, including expected levels of language proficiency in English and the LOTE.	AUSIT agreed.
5. That the advanced diploma in any discipline (or equivalent) be the minimum prerequisite for the generalist accreditation and a bachelor's degree in any discipline (or equivalent) or a NAATI-approved advanced diploma in interpreting be the minimum prerequisite for specialist accreditation.	AUSIT pointed out that while the prescribed educational achievements may not always be essential to good performance, a demonstrated level of prior learning is important for raising the general standard, although special considerations may be necessary for some language groups.
8. That NAATI move to computerised translator tests in the first place. Second, that test candidates undertaking computerised translator tests be allowed access to the internet while taking the test, taking account of security considerations.	AUSIT particularly welcomed this recommendation, which has been long-awaited.
9. That interpreting tests be conducted live as much as possible. Where this is not possible, that candidates be provided with video-recorded interactions and that their performance be video-recorded for marking.	AUSIT particularly welcomed this recommendation, which has been long-awaited.

Kick-start your freelance translation business
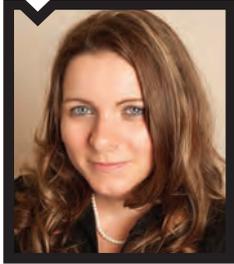
Successful author Nicole Y Adams has designed a new online course for translators who are entering (or recent entrants to) freelance practice.

Entering the translation stage can often be an overwhelming experience for new freelance translators. You may have just left university with a translation degree and feel confident in your translating abilities, but less so in your business skills. Or you may be looking back on a long and successful career as an in-house translator and are planning to take your first steps on the freelance stage but are unsure where to start. Or you may even have secured your first regular clients, but you don't enjoy the types of texts you are working on or are not happy with your income and are struggling to raise your rates and find better clients.

Adams has designed a comprehensive online course – t*he A to Z of freelance translation* – to equip you with all the information you need to kick-start your freelance translation business and to tackle the most common issues freelancers are faced with in their first years of operation. It is the first fully online course of its type for freelance translators, and allows you to progress as fast or as slow as you wish, with as much or as little interaction with the coach and other participants as you like. It is the only course you'll need to get your business up and running and to develop it in your first year and beyond.

AUSIT members earn 20 CPD points for this course under section 5.3 in the PD logbook and are entitled to a $35 discount on the regular price of US$285.

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AUSIT Code of Ethics: local interests and international comparisons; and *The Versatility of Interpreters. Training, Surviving and Thriving in the T&I Industry*.

Proceedings of the "Synergise" AUSIT biennial conference 2010 (280 pages) and *Proceedings of the*

"JubilaTIon 25 biennial conference of the Australian Institute of Interpreters and Translators (220 pages) are available for purchase online from Cambridge Scholars Publishing: www.cambridgescholars.com. Search using the keyword "AUSIT".

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