

Careers in Translation

Translating materials of daily usage and the
hidden job market

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JANUARY 27, 2017



Topics



Personal story: The search for the perfect job

Translation and Interpretation – definitions

Bilingual ≠ Translator

What gets translated?

Translation Challenge – a real world exercise

Where are the translation jobs?

Project Management

Where are the project management jobs?

Questions – will machine translation replace humans?

More information

My search for the perfect job

Part I

Banking (International)
Multinational corporation
Corporate training
Consulting



Part II

Banking (Domestic)
A day on the beach...
Language school / translation
Translation company

Translation and Interpretation

- Translation is written and interpretation is oral.
- Translation is a “rewriting of an original text” and consists of transferring the meaning of the source language into a target language.
- Translation and interpretation draw on very different skill sets.



Bilingual ≠ Translator

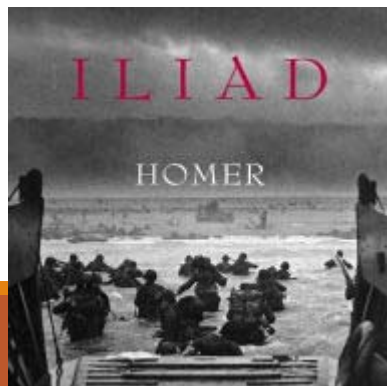
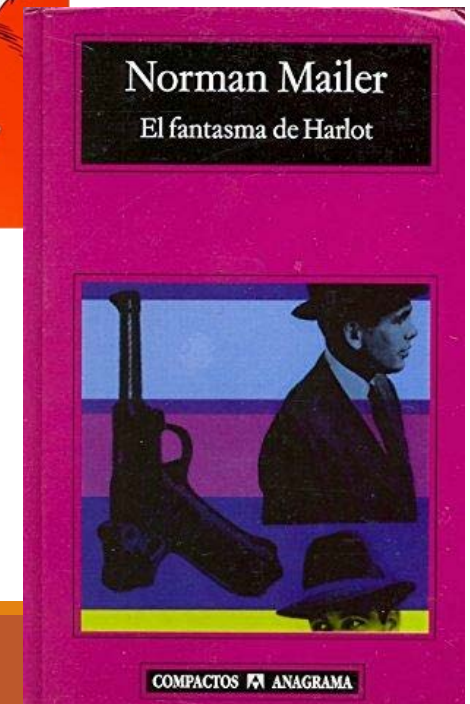
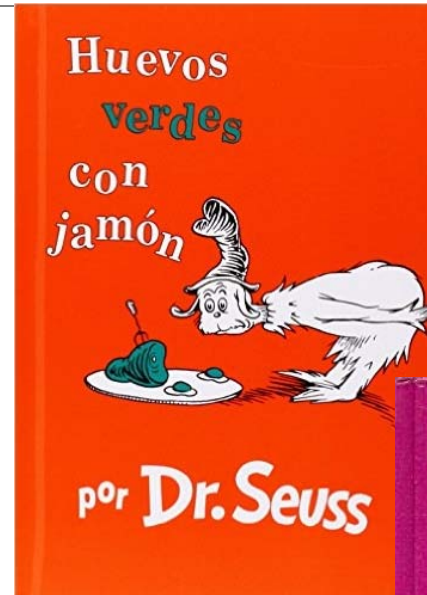
- Translation is more than “word for word” substitution
- “a mí no me gusta” ≠ “to me not me it pleases” but rather “I really don’t like it!”
- Additional skills needed: specialized vocabulary in both languages; keyboard/computer/word processing skills; proficiency with computer assisted translation tools; certification (courts, American Translators Association – ATA, equivalent professional organizations)



What gets translated? (religious texts, literature)

Examples

- Martin Luther: The Bible
- Aída E. Marcuse: Green Eggs and Ham (Dr. Seuss)
- Rolando Costa Picazo: Harlot's Ghost (Norman Mailer)
- KU Professor Emeritus Stanley Lombardo: Iliad (Homer)



What gets translated? (materials of daily usage)

- Marketing brochures and flyers
- **Newsletters**
- Legal contracts
- **Website content**
- Labels
- **Training materials**
- Installation / maintenance manuals
- **Instructions for use (IFUs)**
- Press releases, newspaper articles
- **Operation / user manuals**
- Sales presentations
- Letters
- **Recipes and cookbooks**
- Personal documents (birth/death certificates, transcripts, diplomas, prenuptial agreements)
- Voting materials
- **Labels**



What else gets translated?

(materials of daily usage – continued)

- Work procedures
- **Safety manuals, “tailgate topics”**
- **Employee handbooks**
- **Movie titles, subtitles**
- Scripts (videos, telephone interviews)
- Annual reports, prospectuses
- Patents
- **Visitor guides**
- Requests for Proposals (RFPs), proposals
- **Health care materials**
- **Benefit charts and tables**
- **Enrollment forms and instructions**
- Legal disclosure documents
- **Informed consent forms**
- Educational materials
- Surveys
- Diaries and love letters
- **Signs**



The hazards of amateur sign translation...

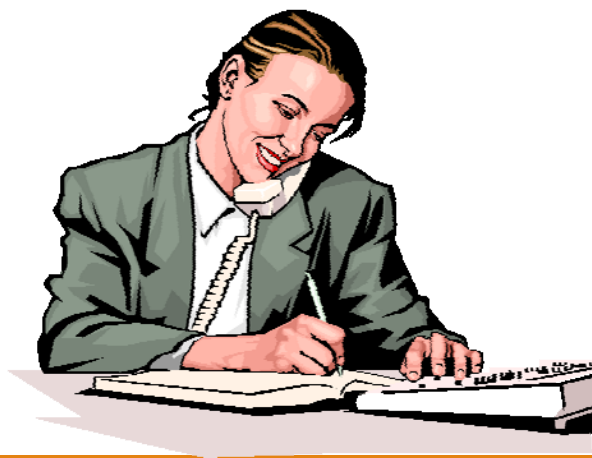


Translation Challenge:

- transferring what the author meant to say in one language to another language
-

Assignment: Translate the following sentence from a training program for a major international insurance company to Italian, Spanish, Brazilian Portuguese, and German:

“All meetings and telephone conversations of any substance must be documented.”



Which is correct translation?

(“All meetings and telephone conversations of any substance must be documented.”)

Italian: Tutte le riunioni e le conversazioni telefoniche su qualsiasi argomento devono essere documentate.

Spanish: Todas las reuniones y conversaciones telefónicas de cualquier naturaleza deben ser documentadas.

Brazilian Portuguese: Todas as reuniões e conversas telefônicas, de qualquer nível de importância, devem ser documentadas.

German: Alle wichtigen Meetings und Telefonate müssen dokumentiert werden.

See: <http://www.inlinela.com/assets/Multilingual-September.pdf> for further details.

Translation Challenge:

- the source text may be ambiguous or unclear

The author wrote:

“All meetings and telephone conversations of any substance must be documented.”

but most likely meant to say:

“Any meetings and telephone conversations of substance must be documented.”

Conclusion:

The German translation team got it right!



Where are the translation jobs?

- Freelance translators can work anywhere, anytime
- UN / International agencies / NGOs
- Government (State Department, NSA, FBI, Defense Department, LAUSD, NYCSD, courts)
- Private companies (e.g., Capital One, Priority Dispatch, others)
- Translation companies / Language Service Providers (LSPs)

Project Management

“The duties of a Project Manager include **handling prospective customer inquiries, pricing, developing written proposals and quotes, project staffing and management, editing and proofreading of Romance language translations, invoicing, overall customer relations, coverage of colleagues’ projects/clients during vacations...**”

- ❖ dynamic, not routine
- ❖ interact with lots of people
- ❖ team oriented
- ❖ growth



Where are the project management jobs?

- Companies and organizations with translation departments
- Language Service Providers (20,000 worldwide)
 - Lots of relatively “small” companies (only 10 have revenues over \$100 million; 60% have between 2 and 5 employees)
 - American Translation Association (ATA) has 573 company members. Total by selected states:

California	83	Texas	31
Florida	46	Illinois	15
New York	45	Kansas and Missouri	3

Questions?

1. Will machine translation (MT, Google Translate, etc.) replace humans?

2. Your questions?



More Information



Websites

American Translators Association (ATA): www.atanet.org

Inline Translation Services, Inc.: www.inlinela.com (See articles under RESOURCES / ARTICLES)

Books

“The Prosperous Translator” by Chris Durban

“Found in Translation” by Nataly Kelly and Jost Zetsche

“Why translation matters” by Edith Grossman

“White House Interpreter, The Art of Interpretation”
by Harry Obst