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Кафедра англійської філології
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ТЕОРІЯ І ПРАКТИКА ПЕРЕКЛАДУ

Навчальний посібник
для практичних занять та самостійної роботи студентів
В.О.Лапочка. Теорія і практика перекладу: навчальний посібник текстів і вправ для практичних занять та самостійної роботи студентів. Полтава,2008.
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Навчальний посібник містить тексти та вправи для використання на практичних заняттях i у процесі самостійної роботи з предмету „Теорія i практика перекладу". Матеріал розміщено відповідно до тем практичних занять цього предмету. Посібник розрахований на студентів спеціальності „ПМСО. Мова і література англійська, німецька". Його мета - допомогти студентам у самостійній роботі над цим предметом, а також у підготовці до практичних занять, засвоїти навички та вміння використання різноманітних способів і методів перекладу.

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## PART1. EXERCISES.

## 1. TRANSLATION CORRESPONDENCES

Exercise I. Determine the meaning of the italicized words and translate the sentences into Ukrainian.

1 That committed radical believed that moderation was the best policy for survival. 2. The Prime Minister did not commit himself to increasing the force levels. 3. The president had not appointed anyone, to the cabinet at least, who is genuinely committed to the dissident groups in America- the young people, the Negroes, the factory workers. 4. The precarious balance in the Cabinet could be changed overnight by a shift of alliances. 5. "For 40 years", said one Republican senator, "we carried the image of being the party of the Great Depression, Now arc we going to spend another 40 as the party of Watergate." 6. The president has survived by balancing competing forces and keeping the opposition off balance. 7. The Chancellor of the Exchequer chose the much-criticized method of the written answer which cannot be challenged on the spot by members to make his announcement. 8 . The minister faces a great challenge to live up to the astute and powerful statesmanship of his predecessor. 9. "We are now on public record with the things we have been telling all the sides in private," said one American diplomat. 10. The Republican incumbent triumphed in each of his three previous elections. 11. The Chinese cannot now deny the relevance of Vietnam to international trade. 12. Assassination of Kennedy, the racial troubles and the war in Vietnam caused slow erosion of America's moral credibility. 13. In that country the credibility gap between the government and the people led to the downfall of the government. 14. The desire of the peace-loving nations is first to try to defuse the situation in that part of the world because of the risk of being drawn into a major conflict. 15. Clay was certain to win the election because the incumbent would soon be appointed to the judiciary.

Exercise2. Translate the following sentences paying special attention to the meaning of the italicized words. Motivate your choice.

1. The AFL is absolute boss of the strike-breaking International Confederation. Its imperialist record fits it for this task.
2. The State Secretary finds that the U. S. government has an unbroken record of friendship for China dating back to 1844 . However shamelessly the American imperialists claim to he friends of the Chinese people, the historic record which distinguishes friend from foe cannot be altered.
3. Washington, Aug. 5 - Price Stabilizer Ellis Arnall declared today that food prices are now the highest on record.
4. Washington D. C., the U. S. capital is the city with the highest crime record.
5. An indication of the methods of mass terror against an unarmed people is given in the record of British bomber planes in the two months of May and June.
6. By resorting to mass terror and armed violence in Kenya in the course of the last months the British imperialists reached a new shameful record in their colonial oppression.
7. And this is clear because should the Republican candidates discuss the record of the 83rd Congress they would expose the Republican Party as a big business party which leads the attack on the vital rights and liberties of the people.
8. Following the Nazi pattern, the Un-American Committee has made it a policy to victimize every active trade unionist.
9. Segregation and discrimination which is the pattern in the United Stales follow American Negroes to the battlefield.
10. Japanese industrialists and businessmen are growing skeptical about the pattern of economic cooperation with the United States as designed by American monopolists. Japanese business interests are expressing opinion that cooperation with China would be a better way out for Japan.
11. Summarizing what it found among the 100 typical cases studied, the committee said it was a pattern of "low wages, broken health, broken homes and shortcornings in food and shelter."
12. The language of the Criminal Syndicalist Law of the 1920's was not so different from the Smith Act of today. It too was on elastic set-up, designed to pull hundreds into its thought-control dragnet.
13. The dockers called upon the people to act against gangster rule on the New York waterfront a criminal set-up which joins the shipping corporations and the Ryan machine into one lawless, anti-labor terrorism.
14. We believe that the entire mobilization set-up is a big business set-up.
15. The frenzied armaments drive has given a spur to the expansion of production facilities, but it has still further reduced the purchasing power of the people.
16. The Soviet people have more food on the table, more clothes, more luxury goods, and more recreational facilities than ever before.
17. It was a sign of the tremendous feeling against German rearmament within the Labour movement that the right-wing leaders did not dare to vote for ratification of the agreement.
18. There are four aspects of American domination which make it clear that a major task of the progressive forces in Britain is to bring it to an end, and on which the feeling of the British people is particularly strong.
19. But at every one of these conferences the feeling was overwhelmingly against the Executive policy.
20. The invaders of Korea and Formosa, the would-be enslavers of Asiatic peoples, showed themselves as contemptuous of international justice, of human suffering, and of their boasted "Western civilization" as had been their immediate forerunners in Nazi Germany.
21. This U. S, communist veteran who got the DSC for valor, was attacked by would-be killers carrying knives.
22. Strong-arm men are being shipped to Florie (a hoodlum dock boss) in New Jersey, and to other would-be strikebreaking chiefs.
23. In this film a famous general having fled his enemies, who slandered and menaced him, is staying at an inn. A young knight and the innkeeper, both would-be protectors of the general, are unknown to each other and suspect each other.

Exercise3.Translate the following excerpts from the book by W.Foster Outline of Political History of Americas.

## A.

1. The Liberals are tireless advocates of peace, and at the same time were aggressive supporters of the anti-Hitler war.
2. Over one hundred labor leaders have been cold-bloodedly assassinated.
3. British influence has long been powerful and arrogant in Argentine political life.
4. Prior to the Civil War many slave owners nursed such ambitious plans of Conquest.

## B.

1. Having corrupt alliances with the employers the AFL leaders aggressively sabotaged all efforts from the left to organize the workers of other industries.
2. ...in reality the Good Neighbour policy was simply a reformulation of the old imperialism in order for it to countermove effectively the growing nationalism and democratic spirit of the Latin American peoples.
3. Throughout all these decades there has been much resistance to this "Americanization" of the Canadian labor movement and many independent Canadian unions have been established. But the leaders of the United States unions have boldly smashed these Canadian unions.
4. The attempts to destroy the two vital labor movements of Italy and France failed.

Exercise4. Determine from the context the meaning of the italicized words and translate them.

## A.

1. The Michigan State CIO president, reports from West Germany that the takehome pay of the workers in that Marshallized land is only $\$ 15$ for a 48 -hour week.
2. The Union executive committee passed a resolution advising the workers to "sit-out" elections where neither party offers a candidate whom labour could support.
3. The official talked to the newsmen off-the record. That meant that they could not go out and promptly report what he told them.
4. He gives an account of his stay in the Soviet Union and the brief stopovers in France and Czechoslovakia.
5. The amendment received $3,622,000$ votes, while the Executive resolution received $4,090,000$. Thus the Executive majority was only 468,000 in a vote of nearly eight million. This close vote at the Trades Union Congress faced the rightwing leaders with a tremendous problem in relation to the Labour Party Conference.
6. People who think gangsters are only to be found in gambling dens and houses of prostitution are old timers.
B.
7. Chicago. - A proposal that the problem of out-of-this world meat prices be put on the conference table for a working-over by packers, farmers, organized workers and consumers was made here by Pres. Ralph Holstein of the United Packinghouse Workers (CIO).
8. It looks like being a cold winter at home, and head teachers are worrying because the schools haven't enough coke laid in. The Coal Board aimed to have safety-level stocks by the beginning of November but now they say they will be at least a million tons short.
9. Experiences changed the ideas of this British officer; American airmen started the process of "brain washing". He saw them machine-gun a road full of refugees.
10. The CP of the USA will continue fighting for its civil rights and for the release of all its leaders kangarooed to jail in the current pro-war hysteria.
11. Yet you can actually hear the American voter, stuffed as he is with corporation propaganda in a hundred forms, arguing that these corporation lobbyists are opposed by non-trust lobbies like the AFL lobby, the anti-saloon lobby, etc., and that these, with the honest watchful newspapers, are sufficient to keep America from being run by corporations.

Exercise5. The sentences below are arranged in separate groups on the basis of a common polysemantic noun, verb or adjective. When translating them point out which meanings of the words in bold type are conveyed in Ukrainian at the level of word-combination and which-at the level of sentence only.

1. I'm going to put up the notice on Saturday. (S.Maugham). Praed comes in from the inner room putting $u p$ his handkerchief which he has been using. (B. Shaw). I mustn't be upset... It will put up my temperature. (D. Defoe). What did it cost to put up those columns? (J. Galsworthy). 2. Lawrence Hadley ran the photographic department. (A. Cronin). In her mind were running scenes of the play. (T. Dreiser). After a few minutes he settled himself at his desk to run through the rest of his mail. (A. Cronin). Although she kept her head down she felt the blood run into her face. (Ibid.) I happened to run into their Mr. Smith the other day. (Ibid.) I thought I'd run down for an hour. Am I a nuisance? (Ibid.) 3. Listen, children. I'm going out. If you finish your work, carry on with exercises I gave you. (P. Abrahams). Only fancy is he has a dear little boy to carry the family on. (J. Galsworthy). Well, all through the circus they did the most astonishing things, and all the time that clown carried on so... (M. Twain). 4. She realized that hers (life) was not to be a round pleasure. (T. Dreiser). The fact that work of any kind was offered after so rude a round of experience was gratifying. Her imagination trod a very narrow round. It would be an exceedingly gloomy round, living with these people. (Ibid.) 5. "Is that all you're worrying about? About what's on my mind?" (M. Wilson). Here he was with only a casual acquaintance to keep his mind from himself. "No, I've changed my mind, I'm
the paragon of husbandry again ... She clearly had no idea how outstanding a mind she really had. (M. Wilson).The thoughtful serious state of mind in which Mary found herself had been unclouded in her by a conversation she had with her father the evening before. (Sh. Anderson). 6. He forgot the presence of the farmer and his mind racked back over his life as a married man. (Ibid.) 7. "Who's speaking?" he asked mildly conscious of error on his part ... (T. Dreiser). Some noise ... was heard, but no one entered the library for the best part of an hour. (W. Scott). But to produce a commodity a man must not only produce an article satisfying some social want, but his labour itself must form part and parcel of the total sum of labour expended by society (K. Marx). This to him (Drouet) represented in part high life - a fair sample of what the whole life must be. (T. Dreiser). 8. Too much of a thing is good for nothing. (Proverb.) "You know there's one thing I thoroughly believe in" she said. I have a cup of coffee in the morning and then dinner but I never eat more than one thing for luncheon". Then a terrible thing happened. (S. Maugham). "Well, John, how are things?" (A. Bennet). He was satisfied with most things, and above all other things, with himself. (Ch. Dickens). "Don't cry. Miss Dombey", said Sir Walter, "what a wonderful thing that I am here". (Ibid.) It is one thing to show a man that he is in an error and another to put him in possession of truth. (J. Locke). All things come round to him who will but wait. (H. Longfellow). 9. Keeping his back turned, he left the doorway and straddled a chair in a corner of the kitchen. If Uncle Dave will live here we could build another room on the back. They shook hands, with Jim Nelson's back turned to the room. (J. Galsworthy).10. Keep these two books as long as you wish. (S. Leacock). I shall always keep this dollar. "Well", said the doctor, "I want you to keep very quiet." (Ibid.) In the winter it should be kept in a warm place, where it can hatch out its young. (Mark Twain). This didn't keep the neighbours from talking plainly among them. (K. Porter). "You needn't keep on saying it round", said Mr. Whipple. (Ibid.) June keeps after me all the time to tell her about what Uncle Dave is like. He kept his eyes fixed on his father's face, putting a question now and then. There was no medal for the Nelsons to keep, only a reddish-brown photograph taken in London. (J. Galsworthy). 11. Alice, having fully considered the matter, thought it most prudent to
write to Lady M. You ought not to consider poverty a crime (Ch. Bronte). Consider our hands! They are strong hands. (P. Jones).You consider your own affairs, and don't know so much about other people's. (K. Lawrence).12. Fox introduced Erik to French and Larkin, two other assistants who had withdrawn to a corner to talk shop. The March night made him withdraw his over-coat. She wanted to withdraw from the people around her. Erik took advantage of this opportunity to withdraw from the project for a while. At last one third of those who had once been willing to sign the petition to the Board of Trustees now asked that their names be withdrawn. (M. Wilson). 13. Davon had said that he was recaptured by two soldiers and as he lay on the ground Adair hit him with a club. (M. Star). The game is played with a ball the size of a tennis ball and a club that's a little shorter than for ice-hockey and a slightly bent at the end. (M. News). The chess club also meets once a week after school and is run by a teacher who is very keen on chess. (Ibid.) They clubbed at Kain's, who resided at the Statler Hilton Hotel, to talk on politics, to settle their affairs. (M. Star). 14. Erik couldn't remove his eyes from Haveland's fair head. Erik turned: a fair slight girl in black suit stood next to him. He realized that he was greatly unfair. "It wasn't fair of you", said Havilland, his voice became strained. "But no one could say he hadn't been fair', he insisted angrily. (M. Wilson). 15. So long as Mary lived beside that monstrous man, and in that monstrous house he realized that he would never be at rest. She could endure anything so long as he took her to him in the end. A long silence ensued, then the sound returned swelling in from the distant hills more loudly, retaining longer than before. No matter what happened she must live for Denis in the long run. Long ago she had realized with a crushing finality that she was chained to a man of domineering injustice. (A. Cronin).

Exercise6. Translate the following sentences, paying special attention to the translation of the italicized words.

1. The old railway worker told me that he worked for years without discovering that his own son was the local union leader.
2. The American multi-millionaires and their West European associates can see the dreadful moment when our productivity per head will have outstripped the highest levels of their productivity.
3. Fascism is promoted, subsidized and brought to power by the reactionary sections of finance capital and in some countries, in combination with feudal aristocracy.
4. Mr. Loventhal's book "Gestapo, USA" contains a carefully documented study of wholesale official law breaking.
5. The workers ought to register the sharpest opposition to the British Government's policy of Western Union.
6. The only idea British capitalists have is that British workers should not press for higher wages even if prices and rents are being pushed up, this is a formula for starting a slump in Britain.
7. It is natural that Mr. Hoover should have the protection of the press, radio and motion picture.
8. Lawrence is still considered one of the most depressed cities of the US.
9. Hoover confiscated literally tons of literature and uncounted truck-loads of pamphlets.
10. The situation in Canadian mines is as bad today as it was in the depth of the depression 30 years ago.
11. The union went on record against West German intervention with the Foreign Office policy on the subject.

## B.

1. A dramatic example of the American people's opposition to war-mongering is the people's stubborn resistance to the introduction of universal military training in this country.
2. They finished their sleep in the gallery of the church among a chaos of invalid benches.
3. The discovery of the New World had imparted a great impulse to the intellect and character of Europe.
4. Denationalization of road haulage would cost the country at least 50 million in addition to the dislocation of transport and the inevitable worsening of the employees' conditions of service.
5. The bureaucratic capitalists amassed huge profits waxing fat on the money and poverty of the people.
6. American businessmen pointed out that their dollars had in fact been used by Britain to pay for exports to India. They argued that if India was going to get dollar aid, the Americans ought to have the credit - not Britain.
7. Hawaii was taken by the US through a phony revolution engineered by United States sugar growers.
8. He was quite certain that the intentions of the Russians had been from the start to fire a rocket at more than escape velocity.
9. The professor wants exports to be stimulated by "liberal foreign loans and credits".

## 2.TRANSLATION OF NEOLOGISMS.

Exercise1. Translate the following sentences paying special attention to the translation of neologisms.

1. The congressman conducted a low-key campaign for his colleague and helped to carry his home state for the Democrats. 2. But a war could be fought initially at least in a lower key just as it was up to the cease-fire. 3. Most important for his survival, he knew how to maintain a low profile whenever Mao swung China violently leftward. 4. It is still the odd country out in the Western camp. 5. Mere occupation by force of arms is a poor argument in international negotiation. Equally holding on to territory as a bargaining counter is not constructive if the bargain can never be concluded. 6. One of the objectives was to obtain another bargaining card at the arms-control talks in Helsinki. 7. As a realist Roosevelt saw that he had reached the limit of his bargaining power. He simply did not hold the cards. 8. The contrast the minister offered to the"low posture", followed by his predecessor, was welcomed two years ago. The country was chafing at the subservience imposed by that posture; in foreign relations especially. 9. Few countries are now keeping their profile low at the UN. 10. Prisoners must not be used as a bargaining chip for the return of an occupied territory. 11. "Can we also blame them (Congress) for the retreat in Vietnam?" Certainly, Mr. President. Don't forget the domino theory. If we blame Congress for one domino failing we can blame them for the next one and so on". (Art Buchwald). 12. What can effectively take the place of the shuttle now is unclear. 13. The oil-consuming countries have begun to bite the bullet of pride and move toward a common energy policy. 14. In the 1930s they called them "beggar-my-neighbour" devaluations. A country would try to steal markets from one of its neighbours by setting an artificially low exchange rate. Now that kind of competitive devaluation is close to the present policies of some governments. 15. About 50 students started a sitin at the computer centre at Essex University last night. 16. Hunter students held a "judge-in" and several hundred listened to a taped message from Bertrand Russell, initiator of the War Crimes Tribunal to be held in Paris. 17. The senator, who was not
on the ballot, received 5 per cent of the vote in a write-in. 18. The militants are inviting the public to teach-ins, film shows and discussion meetings. 19. An unnamed member of the cabinet was quoted in 1978 by a New York Times Washington correspondent as observing of the president: "He is still not ready to admit that some of these things-like 4 per cent unemployment and 4 per cent inflation and a balanced budget - is irreconcilable. It's terribly painful for him. There's reluctance on his part to bite the bullet and make the hard choices."

Exercise2. Analyze the meaning of the italicized words and supply their translation.

## A.

1. Much as the cold warriors would like to suppress all mention of opposition to the American occupation, the feeling is too great not to break through the barriers.
2. Political prisoners in Nicosia Central Prison, Cyprus, yesterday broke free, climbed on the roof, and demanded freedom for detainees held without trial.
3. The Rapacki plan proposed that Poland, Czechoslovakia, East and West Germany should be included in the nuclear-free zone.
4. There were angry scenes in the House of Commons yesterday when Housing Minister Mr. Henry Brooke refused any action to lift fear of eviction from tenants whose homes are decontrolled under the Rent Act.
5. Holidaying in Britain, you must have seen countless girls shivering in cotton beachwear in a chilly channel breeze or a North Sea wind.
6. This group of players has all the qualities one anticipates from the Vienna Philharmonic tradition. Instrumental skill, musicianship and the ability to match each other's tone and style are distinguishing features.
B.
7. John Gordon started the battle by suggesting that his opponent was a chair borne warrior in the last war.
8. In the immediate post-war period mass demobilization of the vets from the U. S. Army brought to the fore the problem of the readjustees.
9. Last Saturday in a nationwide radio hookup, Jacques Duclos presented the widest appeal for unity yet heard.
10. Miners' union officials are meeting today to consider the National Coal Board's get-tough policy which is now being taken up by the junior pit officials in the area.

Exercise3. Translate the following sentences paying special attention to the translation of the italicized words:

## A.

1. The hopes of a gang-up on the Communists have been ebbing in the capitalist press.
2. Philip Frankfeld, who acted as his own attorney, expressed a vigorous protest against the FBI's "gang-up" surveillance.
3. "The waning war scare brings a letdown here and across the country", writes a New York business weekly.
4. Negro GIs on the battlefront have joined the fight against the misrepresentations of the "Amos 'n' Andy" television show.
5. "This type of occurrence should be stopped immediately", their letter said. "This is a great letdown to our race and we can see no merit gained whatsoever."

## B.

1. The Confederation of Shipbuilding and Engineering Unions now demands that the existing grievance machinery be entirely scrapped and a modern streamlined, effective scheme put into its place.
2. Much of his popularity is manufactured; much of his glamour has been streamlined by nimble-witted press agents.
3. The first step in his plan, the President told the nation in a coast-to-coast hookup, is "an inventory of all armed forces and armaments" exclusive of atomic weapons.
4. No aspect of the international arms hookup is more fascinating than the De Wendel family - which actually has a Von Wendel branch across the Rhine.
5. While camping during our holidays we nave tried tents and caravans.
6. Since I have no wish to get back to nature, my preference is for a camping or caravanning site with all mod-cons. I like to have a shop on the site, h. and c. to do the washing, showers and flush lavatories.

## Exercise4.Explain the meaning of the italicized abbreviations:

1. She had a private op's ticket and on occasions when she went out with me on a case, packed a flat 32 automatic.
2. The outfit was working interstate and the $f e d s$ were in on it.
3. He is a med student from a university upstate.
4. Whenever a mech saw the power that was under the hood, he let out a long lone whistle.
5. During the time he was at school he lived in a dorm.

Exercise5. Analyze the meanings of the English word dramatic and its derivatives, find the Ukrainian equivalents, translate them in the following sentences:

1. World War I was a dramatic demonstration of the fact that capitalism has plunged info an incurable general crisis. 2. One of the most dramatic and significant facts of this tragic period was that while all other countries were prostrated by the crisis, the USA remained unharmed. 3. "That's a nice way to talk to me and a nice way to treat me!" she exclaimed dramatically... "Don't be dramatic, Lillian." he commented, indifferently. 4. The Soviet proposal, along with President Eisenhower's dramatically presented aerial-survey plan, will be the main items before the UN sub commission meeting. 5. "I'll get him," he said, getting up dramatically. "I'll get him, and when I do-""He turned a livid face to the wall, and Aileen saw clearly that

Cowperwood, in addition to any other troubles which might beset him, had her father to deal with. 6. President Eisenhower's tour of the flood-stricken areas dramatizes the fact that this terrible tragedy presents, in the first place, a federal problem. 7. If Reuther, was really, interested in the McGee case, why didn't he agree to let Rosalie McGee appear before his union's convention which met in Cleveland a month before the execution? It would have provided a wonderful platform from which to dramatize an appeal nationally 8. In a political action statement adopted by the Board at a June meeting and dramatized in the union's newspaper the Mine-Mill leaders warned that the Union's "economic fight cannot continue to be successful unless the present direction of our economy is halted." 9. The review gave a critical analysis of a dramatization on TV of Joseph Conrad's "The Black Mate". 10. China's peasants have already completed over twice as much irrigation work as is scheduled for the whole of this year. This dramatic news is typical of the situation in China when on every side records are being smashed like Chinese fire-crackers.

Exercise6. Translate the following sentences, paying special attention to the translation of the italicized words.

## A.

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2. The American multi-millionaires and their West European associates can see the dreadful moment when our productivity per head will have outstripped the highest levels of their productivity.
3. Fascism is promoted, subsidied and brought to power by the reactionary sections of finance capital and. in some countries, in combination with feudal aristocracy.
4. Mr. Loventhal's book "Gestapo, USA" contains a carefully documented study of wholesale official law breaking.
5. The workers ought to register the sharpest opposition to the British Government's policy of Western Union.
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8. Lawrence is still considered one of the most depressed cities of the US.
9. Hoover confiscated literally Ions of literature and uncounted truck-loads of pamphlets.
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11. The union went on record against West German intervention with the Foreign Office policy on the subject.
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12. A dramatic example of the American people's opposition to war-mongering is the people's stubborn resistance to the introduction of universal military training in this country.
13. They finished their sleep in the gallery of the church among a chaos of invalid benches.
14. The discovery of the New World had imparted a great impulse to the intellect and character of Europe.
15. Denationalization of road haulage would cost the country at least 50 million in addition to the dislocation of transport and the inevitable worsening of the employees' conditions of service.
16. The bureaucratic capitalists amassed huge profits waxing fat on the money and poverty of the people.
17. American businessmen pointed out that their dollars had in fact been used by Britain to pay for exports to India. They argued that if India was going to get dollar aid, the Americans ought to have the credit - not Britain.
18. Hawaii was taken by the US through a phony revolution engineered by United States sugar growers.
19. He was quite certain that the intentions of the Russians had been from the start to fire a rocket at more than escape velocity.
20. The professor wants exports to be stimulated by "liberal foreign loans and credits".

## 3.TRANSLATION OF EQUIVALENT-LACKING UNITS.

Exercise1. Translate into Ukrainian the following names proper and geographical.
(a) Partridge; Jack Willington; John Winchcomb; Henry VIII; Charlemagne; Roentgen; Franklin D, Roosevelt; Chunk McGowan; Cusins; Hastings Ullerword; Dupont; Nehru; Watt Hugh McCollum.
(b) Burkesville; Firth-of-Tay; Bay of Biscay; Massachusetts; Leicestershire; Genoa; Delhi; Scottsboro; Martinsville; Schenectady; Cairo; Salisbury; Utah; Wyoming; Georgia; Paris (Tenn.); Pew Nell; Geneva; Rochester; Homer City; Chickasaway River; Warsaw; Ulster; Milwaukee; Hawaiian Isles; Lake Superior.
(c) Regent Street; Leicester Square; Tottenham Court Road; Kensington Gardens; Piccadilly; Madison Square Garden; Fifth Avenue; Charring Cross; Ludgate Circus; Pall Mall; St. James Street; Harley Street; Battersea Park; Goswell Road; Mansion House; Cavendish Square.
(d) Aluminium Company of Canada. Ltd; Standard Oil of New Jersey; Montana Phosphate Products Company; Davy Shipbuilding and Repairing Company, Ltd.; American Link Co.; Chrysler Corp.; New York Shipping Association; Warner Brothers; Butterworth and Dickenson, textile engineers; Associated Press; Columbia Broadcasting System; British Broadcasting Corporation; United Africa Co; Thomas Cook and Bros.; Standard Bank of South Africa.
(e) New York Herald Tribune; Washington Post; Wall Street Journal; Combat Forces; Military Review; Daily Telegraph and Morning Post; Sunday Times; Evening Standard; Political Affairs; Labour Monthly; Worker; Observer; Truth; Daily Mail; Crossroads.
(f) Marine Cooks and Stewards Union; International Longshoremen's and Warehousemen's Union; International Union of Mine, Mill and Smelter Workers; Irish Transport and General Workers Union; United Shoe Workers; World Federation of Trade Unions.

Exercise2. Translate the following sentences paying special attention to rendering geographical names.

1. In the war of 1914-1918 Great Britain lost nearly a million of her sons, some 200,000 of them in Churchill's abortive effort to free the passage of the Dardanelles.
2. The Lowlands are penetrated by three great estuaries, into which flow the three most important Scottish rivers - the Tay, the Forth, the Clyde.
3. George went out and ate ices at a pastry cook's shop in Charing Cross; tried a new coat in Pall-Mall; played eleven games at billiards with Captain Cannon, of which he won eight, and returned to Russell Square half-an-hour late for dinner, but in very good humour.
4. Murat, the King of Naples, was shot in 1815.
5. It was Hitler himself who gave the orders to stop the German armoured attack against Dunkirk.
6. Even under the conditions created by the Munich policy the might of the Soviet Union continued to operate and prepare the future victory over German fascism.
7. Dublin, Feb.6-A powerful protest movement, involving wide sections of the Irish people, has developed against the arrival of a Dutch Naval Air Squadron at Eglinton training base, in County Derry, Northern Ireland.
8. When they approached the Thames it was day, and on the bridge they beheld the full blaze of morning sunlight in the direction of St. Paul's. Near Covent Garden he put her into a cab and they parted.
9. The North Sea separates Great Britain from Germany and the Scandinavian countries (Denmark, Norway and Sweden), while the English Channel which is also known as La Manche, lies between England on the one hand, and France, Belgium and Holland on the other.
10. You young folks have never seen the old times, and Waterloo is to you no more than Agincourt, and George IV than Sardanapalus,
11. The capital of the USA is Washington, situated in the District of Columbia (Washington D. C.)
12. Prague 1947 and Budapest 1949 have established a tradition for the holding of a World Youth Festival every two years,
13. The Popular Front of Italy got eight million votes in the general election which was quite unexpected for Fleet Street.
14. Never will the armies now being dreamed up in the White House and in the Pentagon "reach Moscow", Hoover warns, heartbroken.
15. Under the closest British guidance and supervision, a conference dominated by Right-wing Nigerian politicians has now almost completed the draft of a new Constitution for Nigeria. Similar in form to the new Gold Coast Constitution which has led to widespread protests and clashes with the police, the Nigerian document will be presented to the Legislative Council in March. As at present, every decision taken by Nigerian leaders would be subject to the veto of the Governor, and thus of Whitehall.
16. Mr. Louis Johnson, the former US Secretary of Defence, tried to scare the American and other peoples by talking of the possibility of another Pearl Harbour attack at four o'clock in the morning.

Exercise3. a) Translate the names of companies (corporations) below and define the way they are conveyed.
1.Allied Breweries. 2. British Aircraft Corporation. 3. British Leyland Motor Corporation. 4. British National Oil Corporation. 5. British Overseas Airways Corporation. 6. British Shoe Corporation. 7. Educational Supply Association. 8. Elswick-Hopper Cycle \& Motor Co. 9. General Electric Co. Ltd. 10. General Motors Corp. (USA). 11. Philips Records Co. 12. Radio and Allied Industries Co. 13. Rugby Portland Cement. 14. Standard Telephones and Cables. 15. Triplex Safety Glass Co. 16. Typhoon Tea Ltd. Co.
b) Translate the names of the following enterprises and public bodies into English:

1. Виробниче обєднання „Більшовик"; 2. Виробниче обєднання"Донбас-антрацит"; 3. Київська фірма побутових послуг „Світанок"; 4.Камчаткарибконсервекспорт;5.Союзазотекспорт;6.Союзгазекспорт;7.Союзсіл ьгоспмашин-експорт;8.Союзстанкоекспорт;9.Союзточелектроприладекспорт;10. Союзтракторекспорт; 11. Союзфаянсекспорт; 12 . Союзхімпродуктекспорт.

Exercise4. Translate the following geographical names into English. Define the way each of them is conveyed.
р. Ала6ама, Алабама (итат США), Азорські о-ви, Аландські о-ви, Алжир, Альпи, Амазонка, Аральське море, Говерла, Арктика, Атлантика, Багамські ови, Бенгальська затока, Гавайські о-ви, Го6і (пустеля), Грампіанські гори, оз. Гурон, м. ДАнді, Дер6і/Дер6ішір, p. Дніnро, р. Дунай, Кузбас, м. Едінбург, оз. Ейр, м. ЖитомІР, Запоріжжя, Ірландське море, р. Клондайк, Јестер, Ліворно, Лідс, Магеланова протока, гори Маккензі,о-в Мен, р. Міссурі, р. Москва, Мюнхен, Новий Орлеан, р. Огайо, оз. Онтаріо, Оркнейські о-ви, Піренеї, Ростов-на-Дону, Сахара (пустеля), Скар6оро, Сейшельські о-ви, Соломонові ови, р. Темза, Уорік.,

Exercise5. Translate the following names of trade unions into English Define the way they are conveyed.

1. Профспілка працівників будівеліьної промисловості УРСР. 2. Профспілка працівників енергетичної промисловості СРСР. 3. Профспілка працівників гірничо-рудної промисловостіі УРСР. 4. Профспілка працівників м`ясо-молочної промисловості УРСР. 5. Профспілка працівників машинобудівної промисловості УРСР. 6. Профспілка працівників охорони здоров'я УРСР. 7. Профспілка працівників освіти, вищої школи та наукових установ СРСР. 8. Профспілка працівників сталеливарної промислоловості УРСР. 9. Профспілка працівників суднобудівної промисловості СРСР. 10. Профспілка працівників хімічної промисловості УРСР.

Exercise6. Translate the following sentences into English.

1. Головними інформаційними агентствами Радянського Союзу були ТАРС і АПН, Української РСР —areнтство РАТАУ, Поліьської Народної Ресnубліки - агентство ПАП, Народної Федеративної Республіки Югославії ТАНЮГ, Франції - Франс-Прес. 2. Чотири інформаційних агенства Заходу АП, ЮПІ (обоє Сl11А), Франс-Прес (Франція ) та Рейтер (Великобританія), згідно заяви генерального директора нещодавно створеного агентства ПАНА, розповсюджують у західному світі $90 \%$ усіх новин. 3 . Щороку понад 50 тисяч відвідувачів приходять до літературно-меморіального музею I. Франка вшанувати память великого Каменяра. 4. Як повідомляє агентство ЮПІ, у Мюнхені знайдено невідому симфонію Моцарта, написану ним у 1765 р.

## 4.TRANSLATION TRANSFORMATIONS.

Exercise1.Translate the following sentences using specification. Model:

1. "You poor old thing," she said. (бедняжка)
2. It means a lot to her to have a fresh, pretty young thing like Mary about the house. (icmoma)
3. I want to look into the thing myself. (cnpaвa)
4. Things look promising. (положення)
5. How are things? (ycnixu)
I. Milk goes up.
6. The Dow Chemical Company, best known for its manufacturing of napalm admits to the lethal mercury going into the lake from its plants.
7. But the real barometer of mass sentiment in Washington was the mail which flooded into the mail rooms, overflowed desks, and still came on in increasing volumes.
8. Suggestions that Mr. George Brown is about to be brought back into the Government were strongly denied in Whitehall last night.
9. After crossing the Belgian border on Saturday, M. Bidault was taken to Paris, brought before Attorney-General Bernard Dauvergne and immediately given provisional liberty.
10. I saw that he could hardly take his eyes off her.
11. I don't know where he lives, but I can take you to see him.
12. He took me into the house to show me the picture he was at work on when I came.
13. He was afraid that he might call too soon, and so be guilty of an awful breach of that awful thing called etiquette.
14. He left his seat before the curtain went down.
15. She really is in a terrible way.
16. I remember once watching two little boys making snow balls.
17. He had a torch in his pocket. He used it sparingly - a brief flash just to show him his way and to avoid running into things.
18. An Astronaut Gives Recipe for Peace.

Astronaut Mike Collins yesterday gave his recipe for peace: "...take the world's political leaders a few thousand miles into space where they can't see the difference between one country and another..." Then they, like himself, might be so enchanted
by the jewel-like beauty of the Earth that they would no longer be tempted "to befoul the place where we reside." Fellow astronaut Neil Armstrong, commander of Apollo 11, also told reporters at the US Embassy in London that he "felt differently about a few things after seeing the Earth from so great a distance."
15. She took him into the dining room, pulled forward a chair for him, sat down herself facing him, and stared at him very attentively.
16. I arrived home from Ranelagh to find that the telegram had got all the servants except my maid out of the house.
17. "Shall I take you in to breakfast?" asked Lord Caterham.
18. If she wanted to write a check she would probably take him upstairs. There are no writing materials down there.
19. The sudden melting of heavy snowfalls in the mountains sent an unparalleled volume of water into the rivers.
20. Rheumatism puts more people off work.

21 Italy communists won three big regions in the June 7 vote.
22 It seemed to her funny that a queer old thing like me should say such things about her Harry.
23. Other items for discussion would be "Kennedy Round" trade negotiation, strengthening of the Atlantic alliance, events in Europe, East-West developments and the situation in the Far East.
24. There are those who argue that both are wrong, and that the whole space effort is a waste of resources.
25. The paper declares that "the Portuguese feel strongly that the British arms boycott is seriously disrupting their war effort," and is "in contradiction to the wider interests of NATO." It implies that the boycott should be ended.
26. Mr. Humphrey Berkley, speaking in Liverpool on Saturday, said Britain should adopt an entirely new approach on Rhodesia.
27. He called for the withdrawal of the "Fearless" document. Britain should now say that the end of the Rhodesian rebellion would be followed by a guaranteed period of ten years of British rule under a British Governor with a British presence.
28. The plans, outlined to Nato Defence Ministers in Brussels, include a stronger British naval presence in the Mediterranean.
29. About 2,000 persons, mostly students, protested New York Governor Nelson Rockefeller's presence in San Jose, Costa Rica. This followed protests in Honduras and Guatemala.
30. More than 350 people have been killed in four days of some of the worst Hindu-Moslem riots since the partition of India 22 years ago according to unofficial figures issued in Ahmedabad last night.

About 2,200 people have been arrested, 300 of them for defying the curfew. The army took over control of the entire city of Ahmedabad last night as violence continued though on a reduced scale.
31. The two young Frenchmen, Mr. Pierre Debris and Mr. Andre Menras, spent two-and-a-half years in Saigon's jails for joining the peace effort of the South Vietnamese students.
32. One of the growing problems of the white oppressive forces has been the failure of Black villagers to report the presence of guerrillas in their area. In the past, the Smith regime relied on the reactionary tribal chiefs and their adherents to do such informing. In recent months there have been trials in Rhodesia in which arrested Blacks have been given heavy sentences merely for not reporting guerrilla units that have passed near or stayed in their villages.
33. The first day of the anti-freeze strike, yesterday, saw a full picket line manned jointly by workers and students which stopped all canteen facilities, cleaning, post and internal messages, internal transport and any supplies entering the campus.
34. The scheme, in the Goyt Valley, bans cars on summer Sundays and Bank Holidays and provides parking facilities nearby.
35. Chicago, Dec. 9.-Pressure for an investigation into the West Side massacre of Fred Hampton and Mark Clark mounted rapidly here and across the nation today. Hampton and Clark were killed and four others seriously wounded when police last Thursday at $5 \mathrm{a} . \mathrm{m}$. attacked the apartment they were sleeping in.
36. Israel must withdraw from all territories occupied in the war. Egypt would not allow Israeli shipping to use the Suez Canal.
37. As a precautionary step some 3,000 police were put on special duty to prevent any further outbreaks of trouble.
38. Intense naval activity preceded the landing which a spokesman said began Monday night. On Sunday night, Israeli motor torpedo boats destroyed two Egyptian boats in the Gulf of Suez, and Cairo reported sinking an Israeli patrol boat today with the loss of its crew. These were the first naval engagements since 1967.

Exercise2. Translate the sentences using generalization.

1. Two riot police were reported shot in clashes as the 66th armoured division patrolled the streets.
2. Coretta King said: "My husband faced the possibility of death with no bitterness or hatred. He knew that this was a sick society, totally infected with racism and violence, that questioned his integrity, maligned his motives and distorted his views, which would ultimately lead to his death, and he struggled with every ounce of his energy to save that society from itself."
3. Leading the cries for investigation of the slayings and for the protection of the black community were community spokesmen. Voices from the labour movement and the white community were also heard.
4. The dog sniffed every inch of the ground.
5. 15 people missed death by inches yesterday when the ton deck of a bus ripped off as it went under a railway bridge at Blackburn when the driver missed the correct route.
6. Even the seconds drifted past more slowly than the yellowed leaves.
7. Mr. Wilson came down heavily in favour of Common Market membership, in a move clearly designed to influence tomorrow's debate, when he made his 75-minute-long and predictable attack on Mr. Heath's first 100 days of no government.
8. Asked whether in his 100-minute talk with the Prime Minister on Tuesday he had invited him to visit Moscow, the Foreign Minister said: "Such a matter did not arise yesterday".
9. Wants Heart Returned.

Cape Town. South Africa. - The widow of Clive Haupt, the black mill-hand whose heart was transplanted into Dr. Philip Bleiberg's chest, wants the heart returned, "I don't want it preserved in a bottle," Mrs. Dorothy Haupt said. "I want to make sure the heart is properly buried, I am not going to rest until I get back my husband's heart."
10. Kennedy Buried Near Former President.

Senator Robert Kennedy, slain by an assassin's bullet like his brother, was buried near the grave of President John F. Kennedy in Arlington National Cemetery late last night.

The 42 -year-old New York Democratic Senator, a gaining aspirant for the Presidency when he was shot on Wednesday, was buried with quiet simplicity long after nightfall.

President Johnson, top Government leaders, Senators, Congressmen, foreign dignitaries and the tragedy-fated Kennedy family, their heads bowed under the glare of arc lights, watched silently.

Just before the ten-minute graveside service ended President Johnson and his wife stepped forward to say a few quiet words to the family.

As the Harvard band played "America, the Beautiful", the Stars and Stripes was taken from the coffin and presented to Senator Edward M. Kennedy, the dead man's brother. He then gave it to Mrs. Kennedy.

Train Delayed.
Tragedy continued to stalk the Kennedy family as they went through yesterday's ceremonies. The funeral train took eight hours for the trip instead of the scheduled four.

Two people were killed by a passing train. They had strayed on to the track to get a better view of the funeral train on its way to Washington. Three times the
cortege was stopped near Resurrection City, the poor people's shanty town, on its way to Arlington. A 130-voice choir on the steps of the Lincoln Memorial sang the "Battle Hymn of the Republic" and a death march by Henry Purcell.

## Exercise3. Translate the sentences using modulation

1. A little water stood in her eyes.
2. It is time you were awake to the danger of your position.
3. The girl broke down again here, and could get no farther, choked with tears. Then she mastered her sobs.
4. She wasn't depressed. I mean she wasn't feeling suicidal or anything like that.
5. I always tried my best to beat Strickland, because he was a player who despised the opponent he vanquished; his exultation in victory made defeat more difficult to bear. On the other hand, if he was beaten he took it with complete goodhumour. He was a bad winner and a good loser.
6. 1 am neither a believer nor an unbeliever.
7. Women are all waterproof and kiss proof nowadays.
8. I'll go where I belong.
9. His speech tends to put the entire blame for unemployment on the unemployed rather than right where it belongs - on government policies which have brought about this unemployment.
10. About 100 passengers, held hostage in a Japanese airliner, went into their third day of imprisonment today on the runway of Seoul Airport.
11. At the New York rally, Mrs. King told the demonstrators: "I come to you in my grief because you keep alive in me the dreams my husband lived for. I now come hoping you will keep me strong for the lonely road ahead." She read to the rally her husband's 10 commandments on Vietnam which she said had been among notes found on his body after he was slain last month.
12. Frankie noticed that her eyes were never long absent from her husband's face.

Exercise 4.Translate the italicized words using the method of explication.

## A.

1. He...(the beginning writer)... discovered a bread-and-butter field in the agricultural weeklies and trade journals, though among the religious weeklies he found he could easily starve.
2. Rendell was something of a rarity among British diplomatists in that he made a practice of talking at length to journalists.
3. The spendthrift years have marked him.
4. Mr. Bellby had the ghost of an Irish brogue.
5. After the strike vote many participants of the meeting were beaten up by the Ford plant vigilantes.

## B.

1. The union has reported wide-spread success in its nation-wide campaign for a boycott of scab sugar.
2. Dikes, who on his return from a secret mission to Russia in 1919 had been knighted and feted as a hero, which was a rarity since it is generally the fashion to regard espionage as an unpleasant occupation.
3. The president of the CIO Auto Workers Union was not at the rally; instead he red baited the meeting and falsely charged that it was a plot against him.
4. In one of his whistle-stop speeches the Presidential nominee briefly outlined his attitude towards civil rights program.
5. One of the planks in the Tory programme is to reduce personal consumption: this is to be done partly by rationing of the purse.

Exercise5. Translate the sentences using antonymic translation:

1. Did you remember to post the letters I gave you?
2. Keep out! We are not ready yet.
3. You'd better keep out of their quarrels.
4. "Are you awake?" "Yes, I am. I am not well today."
5. 1 never treat my teachers with disrespect.
6. It was the kind of face not easy to forget.
7. He was not old enough.
8. I am happy, here. But mother and grandmother in Italy are never far from my thoughts.
9. He remembered to be polite.
10. I've got a place to sleep, not a palace but comfortable. I'm not hungry very often. And best of all I've got friends.
11. But the bed I made up for myself was sufficiently uncomfortable to give me a wakeful night, and I thought a good deal of what the unlucky Dutchman had told me.
12. No boy should defy his parents.
13. I met him first before ever he became, a painter, and I saw him not infrequently during the difficult years he spent in Paris.
14. It seemed to me that my surmises had not been incorrect.
15. Why doesn't Amy marry again? She's comparatively young, and she's not unattractive.
16. Your name is not unknown to me.
17. She felt wakeful.
18. It was mysteriously white out of doors, with nothing awake except the birds just beginning to chirp.
19. The sight of him brought back to me all the horror which I was not unwilling to forget.
20. But if I was puzzled and disconcerted, 1 was not unimpressed.
21. Tiare mingled French with English in her conversation, for she used both languages with equal facility. She spoke to them with a singing accent which was not unpleasing.
22. When I was ushered into the drawing-room I found that Mrs. Strickland had a visitor, and when I discovered who he was, I guessed that I had been asked to come at just that time not without intention.
23. I believe such stories are not uncommon.
24. The tones of her voice were clear and not unmelodious.
25. In his excitement he was forgetting that at one time and another in the past he had indicated to Roberta that the state of his own parents was not wholly unprosperous and that if things did not go just to his liking here, he could return west and perhaps find something to do out there.

Exercise6. Translate the following sentences using compensation in the cases of contaminated speech.

1. Hegglund exclaimed: "Now don't git excited. You'll be all right. You're just like I was when I begun - all noives. But dat ain't de way. Easy's what you gotta be aroun' here. An' you wants to look as dough you wasn't seeing nobody nowhere-just lookin' to what ya got before ya." (Th. Dreiser. An American Tragedy)
2. Clyde, whose education was not a little superior to that of his guide, commented quite sharply in his own mind on the use of such words as "knowed" and "gotta" and so on. (Th. Dreiser. An American. Tragedy)
3."It wasn't nothin' at all," he said. "Any guy 'ud do it for another. That bunch of hoodlums was lookin' for trouble, an' Arthur wasn't botherin' 'em none. They butted in on ' $m$, an' then 1 butted in on them an' poked a few. That's where some of the skin off my hands went, along with some of the teeth of the gang. I wouldn't a-missed it for anything."

He paused, open-mouthed, on the verge of the pit of his own depravity and utter worthlessness to breathe the same air she did. And while Arthur took up the tale, for the twentieth time, of his adventure with the drunken hoodlums on the ferry-boat and of how Martin Eden had rushed in and rescued him, that individual, with frowning brows, meditated upon the fool he had made of himself, and
wrestled more determinedly with the problem of how he should conduct himself toward these people.

He certainly had not succeeded so far. He wasn't of their tribe, and he couldn't talk their lingo, was the way he put it to himself. He couldn't take being their kind. The masquerade would fail, and besides, masquerade was foreign to his nature. There was no room in him for sham or artifice. Whatever happened, he must be real. He couldn't talk their talk just yet, though in time he would. Upon that he was resolved. But in the meantime, talk he must, and it must be his own talk, toned down, of course, so as to be comprehensible to them and so as not to shock them too much. (Jack London. Martin Eden)
4. "I wonder if I can get some advice from you," he began, and received an acquiescence of willingness that made his heart bound. "You remember the other time I was here I said 1 couldn't talk about books and things because I didn't know how? Well, I've ben doin' a lot of thinkin' ever since. I've ben to the library a whole lot, but most of the books I've tackled have ben over rny head. Mebbe I'd better begin at the beginnin'. I ain't never had no advantages. I've worked pretty hard ever since I was a kid, an' since I've ben to the library, lookin' with new eyes at books-an' lookin' at new books, too-l've just about concluded that I ain't ben reading the right kind." (Jack London. Martin Eden)
5. The Portuguese grocer, to whom he had hitherto paid cash, called a halt when Martin's bill reached the magnificent total of three dollars and eighty-five cents. "For you see," said the grocer, "you no catcha da work, I losa da mon." "You catcha da job, I let you have more da grub," the grocer assured Martin. "No job, no grub. Thata da business."(Jack London. Martin Eden.)

Exercise7. Translate the following sentences using decompression where necessary.

1. Scotland Yard yesterday denied that it had been asked by the American authorities to join in inquiries into the alleged plot to assassinate the US President.
2. Dr. Martin Luther King, the civil rights leader, fell a victim of racialism.
3. The garbage strike in New Orleans began on the 21st of January.
4. Secretary of Defense Forestall chose to be dead rather than red and jumped from a Miami hotel to execute his choice.
5. The G. D. R. had to establish whole new industries which did not exist before.
6. The hemispheric parley mapped the fight on war.
7. Reports that Britain's first heart transplant patient Mr. Frederick West had a chest infection were confirmed yesterday by the National Heart Hospital in London.
8. The Italian communists call for a left government.
9. They are busy like the ant, but are not prepared to slave away all their lives in the capitalist anthill just to make Mr. Richards and his fellow employers wealthier.
10. The hungry man wolfed it down.
11. Egypt's dusty country roads filled up with mourners headed for Cairo, and an estimated 100,000 villagers had entered the city by Tuesday morning.
12. Tommie Smith and John Carlos raised clenched, gloved fists on the victory stand after the 200 meters race.
13. The Nazis were outfought, outmaneuvered and outgeneraled by the Soviet armed forces and Soviet people.
14. Protester Jailed.
15. Dr Moore, renowned vegetarian, motorcyclist and marathon walker has stated her intention to have a baby when she is 100 .
16. I saw a tall young MP kicking a girl sit-downer violently as she sat peacefully in front of him.
17. The official purpose of the meeting is to discuss NATO "nuclear sharing", but the Ministers are also expected to discuss their Joint campaign against the de Gaulle Government's moves to disengage militarily from NATO.
18. The current series of human heart transplants poses scientific and humanitarian questions that are being debated internationally.
19. The President has now called for Congress to look at the problem of crime nationally and take appropriate action.
20. I rolled away from him and then back, catching his knife hand at his side just as it was coming up.
21. He tried to tidy himself but he forgot the cigarette ash on his trousers.
22. Her hair, not yet very grey, was becomingly arranged, and her black gown was modish.
23. Historically, the definite article has developed from the demonstrative pronoun "that".
24. He watched the young man out of the room.
25. Some 40,000 mourners from all over the United States will today march through the streets of Memphis in tribute to the memory of Dr. Martin Luther King, shot down in the city on April 4.
26. Bluebells carpeted the ground there.

Exercise8. Translate the following sentences using omission.

1. Zambia's delegate said that South African armed forces were in Rhodesia only to murder and kill black Africans.
2. Students have charged the police with harassment and intimidation.
3. Activities proposed for the demonstration include a sit-in inside the Pentagon and a mile long picket around the building.
4. With the name of Nasser are associated the basic socio-economic transformations effected in Egypt in the interests of the broad mass of working men and women.
5. The proposal was rejected and repudiated.
6. According to U. S. and NATO officials present at the meeting on the Isle of St. George, five minutes fast paddling from St. Mark's Square, in Venice, Laird said Washington had great hopes for success in the SALT meetings.
7. Premier Kosygin's 105 minutes talk in the Kremlin in Moscow with American journalist James Reston was published yesterday in the "New York Times."
8. Stirred by the story told by two young Frenchmen who have come to London to describe the terror and torture in Saigon jails, some 40 people went to the Saigon Embassy in London to protest on Saturday.
9. The dog sniffed every inch of the ground.
10. He hurried through the curtains into the front portion of the flat.
11. He leapt to his feet and hurried across the road to meet them.

Exercise9. Translate the sentences and motivate your choice of the method used.

1. The discovery of oil will make it much harder for Norway to resist domestic pressures to start opening up its own northern waters, long believed to be rich in oil. 2. The opening in Vienna on Tuesday of the long-delayed East-West talks on force reductions in Europe saw the restating of familiar opposed positions. 3. The United Nations had been conspicuously unable to agree on a formula for halting the Israeli-Arab war when it began on October 6th, or for keeping more arms out. 4. The general spoke with skill and eloquence, disproving by doing so the suggestion that old age is diminishing his faculties. 5. The feeling that the statesman will be a hard man to deal with is widespread and what has been seen and heard of him since his reelection tends to confirm it. 8. The conclusions arrived at in Stockholm apply both nationally and internationally. 7. The regime has brought death, misery and insecurity to over a million homes. 8. The proposal was rejected and repudiated. 9. The bold and courageous struggle of the working class and its leaders carried the day. 10. The country is not prepared to surrender the place until alternate fuel
supplies are firmly guaranteed. 11. Nothing changed in the Foreign Office, neither the policy itself, nor those who implement it.

Exercise10. Translate the sentences and explain the reasons for the changes in the structure of the sentences.

1. In Britain not long ago the public was shocked to learn that three Scotland Yard detectives had extorted a few hundred pounds from a suspected criminal. 2. It has been estimated that no fewer than 750,000 Americans have been killed since 1900 by gunshot wounds. 3. The principle that American national security depends upon ideological as well as power balance is being questioned. 4. All sides are publicly committed to agreement on the heart of the matter. 5. The governments are threatened from within by increased black militancy and from without by guerrillas. 6. By the time the campaign was called off that summer Chinese workers had been so encouraged to engage in revolutionary struggle and criticism that the economy was in a state of near-chaos. 7. According to a secret Peking government report that was made available to the Hong Kong Times last week, Chinese coal production in the first five months of this year was down by more than 10 million tons. 8. He is thought to support the policy of improved relations with the U.S. 9 . Not much has been seen of the man since he was suddenly named to the ministry. 10 . On top of all this, the president is confronted at home with formidable economic difficulties that seem to defy solution. 11. A few years ago he was widely hailed as a diplomatic "miracle worker". 12. The State Secretary's attempt to build new and closer ties with Latin America was brought to a sudden standstill by another congressional measure. 13. The minister has been forbidden to send arms to the military regime in Chile.14. If, as a result, their negotiations come up with an agreement that works and is adhered to by both parties their weekend meeting will turn out to have been a very important landmark.15. But instead of being able to buy a bicycle they are being forced to sell their bicycles just to buy rice.16. Little did I know then of war and nothing of what it was in reality.17. How short a time the old people had left! 18. World capitalism in

1929 reached its zenith and began swift descent to the abyss. A golden age it seemed to the United States of America for a few short years before 1929.

Exercise11. Translate the following sentences using partitioning or integrating.

1. With the Agreement of September 1976 the American policy exhausted its capacity for advancing the cause of peace and indeed many would argue that although that agreement made a new war less likely in the near future it also, by the mistrust it sowed between the Arab States, made an overall peace settlement more difficult to achieve.
2. As a matter of fact, the senator seems to say that maybe he'd sign the treaty and maybe he wouldn't, but in the process, the interview dramatizes the influential role the senator is still playing in the conduct of American foreign policy.
3. This argument was apparently strengthened at least in the eyes of the American Administration when the leader of the Opposition returned to power in Turkey and began to develop a new Turkish foreign policy which could perhaps be described as Gaullist both because it emphasizes Turkey's specific national interests more than those of the Nato and because it is unfolded in a mysterious manner which keeps the rest of the world guessing about its precise implications.
4. To a certain extent the country is now paying the price for its earlier shortsighted policy of relying simply on a status quo in the Mediterranean which was inherently unstable; and more especially for the State Secretary's serious miscalculation in 1974, when the Cyprus crisis burst upon him in the midst of the American domestic crisis leading to the president's resignation.
5. We certainly need a clean up of the British political scene. That means new people. But it also means new policies. For the hypocrisy over oil sanctions had its roots in policy. The government was never really serious about bringing the premier down and establishing majority rule.
6. Sanctions would have been real action, but it was not part of the plan. For the plan was to frustrate the demands of the liberation movement while appearing to support them. This duplicity is still going on. It must be totally exposed.

## PART2. TEXTS TO TRANSLATE AND ANALYSE.

## Assignments to Texts 1-16:

1. Read the texts.
2. Identify different types of a) lexical units in the texts; b) grammatical forms and structures; c) identify stylistically-marked units and stylistic devices.
3. Review the possible ways of solving each particular translation problem involved.
4. Translate the texts.
5. Discuss the translations with your teacher and/or fellow-students.

## Assignments to Texts 17-20:

1. Read the texts and their translations.
2. Analyze the translations, suggest better ways of solving the translation problems involved, and motivate your choice.

## TEXT1. GREENOCK-THE "DOLE" TOWN.

Blitzed Greenock-shipbuilding and sugar port, with 8 per cent of its workers unemployed-is Scotland's dole town.

The busiest place this morning will be the Labour Exchange on the hill overlooking the Clyde Estuary through a lattice of shipyard and dockside cranes.

Here more than 2,500 out-of-work townsfolk will be queueing in the chill wind to sign on. Down at the National Dock Labour Board offices about 200 dockers will be signing the book for their fall-back rate of 61 s .

## TEXT2. A WOMAN AND A FILM.

The part that got me was a lady sitting next to me that cried all through the goddam picture. The phonier it got, the more she cried. You'd have thought she did it because she was kind-hearted as hell, but I was sitting right next to her, and she wasn't. She had this little kid with her that was bored as hell and had to go to the bathroom, but she wouldn't take him. She kept telling him to sit still and behave himself. She was about as kind-hearted as a goddam wolf. You take somebody that cries their goddam eyes out over phoney stuff in the movies, and nine times out often they're mean bastards at heart. I'm not kidding.

## TEXT3. AIR POLLUTION... CAUSE AND EFFECT.

One of the traits that distinguish humans from other forms of life is our ability to adapt to varying habitat. People populate this planet from the coldest Arctic regions to the steamiest rain forests. We've even made our environment portable for short periods of time, such as in space or ocean exploration. All of this aside, however, the plain truth remains that we cannot create the elements of our environment essential to our survival: air and water. It was realization of this, coupled with the rapid increase in manufacturing and technology and the accompanying pollution that prompted researchers and government officials to take a good look at the consequences of air pollution.

## TEXT4. AIRPLANE ETIQUETTE.

Airports can bring out the worst in people. With our skies and planes so crowded, it's no longer possible to say exactly when a flight will depart. Scheduling meetings to begin forty minutes after your expected arrival time is foolish, and leads to the phenomenon we call Executive Stampede: the rude behaviour of clockwatching executives who, garment bags held high, think nothing of mauling anyone who happens to be in their way in their maniacal determination to be the first passengers off the plane and at the head of the taxi line. So spare yourself, your colleagues, and your clients the need to revise meeting schedules in order to cope
with travel delays, by planning to arrive the night before a meeting. This will allow you to rest after a trip, schedule a productive breakfast meeting, and then use the entire day for meaningful work.

## TEXT5. A GLIMPSE OF AIRPORT

Baggage handling is the least efficient part of air travel. An astounding amount of airline baggage goes to wrong destinations, is delayed, or lost entirely. Airport executives point woefully to the many opportunities for human error which exists with baggage handling.

Freight is now going aboard Flight Two in a steady stream. So is mail. The heavier-than-usual mail load is a bonus for Trans America. A flight of British Overseas Airways Corporation, scheduled to leave shortly before Trans America Flight, has just announced a three-hour delay. The post office supervisor, who keeps constant watch on schedules and delays, promptly ordered a switch of mail from the BOAC airliner to Trans America. The British airline will be unhappy because carriage of mail is highly profitable, and competition for post office business keen. All airlines keep uniformed representatives at airport post offices, their job to keep an eye on the flow of mail and ensure that their own airline got a "fair share"-or more-of the outgoing volume. Post office supervisors sometimes have favourites among the airline men and see to it that business comes their way. But in cases of delay, a friendship doesn't count. At such moments there is an inflexible rule: the mail goes by the fastest route,

Inside the terminal is Trans America Control Centre. The centre is a bustling, jam-packed, noisy conglomeration of people, desks, telephones, teletypes, privateline TV and information boards. Its personnel are responsible for directing the preparation of all Trans America flights. On occasions like tonight with schedules chaotic because of the storm, the atmosphere is pandemonic, the scene resembling an old-time newspaper city room, as seen by Hollywood.

I was one time Mr. Jones' lodger but I had to leave him because I could not see eye to eye with my landlord in his desire to dine in dress trousers, a flannel shirt, and a shooting coat. I had known him ever since I was a kid, and from boyhood up this old boy had put the fear of death into me. Time, the great healer, could never remove from my memory the occasion when he found me-then a stripling of fifteen-smoking one of his special cigars in the stables. Since then I have trodden on his toes in many ways. I always felt that unless I was jolly careful and nipped his arrogance in the bud, he would be always bossing me. He had the aspect of a distinctly resolute blighter. You have to keep these fellows in their place. You have to work the good old iron-hand-in-the-velvet-glove wheeze. If you give them a what's-its-name, they take a thingummy.

But now he was a rather stiff, precise sort of old boy, who liked a quiet life. He was just finishing a history of the family or something, which he had been working on for the last year, and didn't stir much from the library. He was rather a good instance of what they say about its being a good scheme for a fellow to sow his wild oats. I'd been told that in his youth he had been a bit of a bounder. You would never have thought it to look at him now.

## TEXT7. POLLING THE PEOPLE

Opinion polls are on their strongest ground when the question put seeks to define a proposed pattern of behaviour. That is why the "Will you vote conservative, labour, liberal or abstain?" type of question has shown a fairly high correlation with actual election results in spite of occasional wild lapses. Most people, whether or not they are able to rationalize their attitudes are generally aware of a change in their political allegiance or enthusiasm. The answer is therefore meaningful. For the same reason a question such as "Do you think Mr. X will make a good minister?" evokes a response in which the variation has some statistical significance.

But the introduction of abstract concepts immediately reduces the validity of the whole procedure. The term "standards of living", for example, means many different things to different people. It can be defined fairly precisely by economists,
but it means something quite different lo an old-age pensioner supporting herself in her own cottage, to a skilled printer living in a council house with a family of earning teenagers, and to the director of a large company. And since the standard of living as opposed to the illusion of higher money income, has in fact barely increased by a statistically perceptible amount within the last year, what significance should be attached to the fact that 23 per cent of those asked in the poll think that their standard of living has increased?

## TEXT8. HISTORY AND HARD HEADS.

Never in the long range of history has the world been in such a state of flux as it is today. Never has there been so much anxious questioning, so much doubt and bewilderment, so much examining of old institutions, existing ills, and suggested remedies. There is a continuous process of change and revolution going all over the world, and anxious statesmen are at their wits' end and grope about in the dark. It is obvious that we are a part of this great world problem, and must be affected by world events. And yet little attempt is made to understand forces that are shaking and reforming the world before our eyes. Without this understanding history, whether past or present, becomes just a magic show with no lesson for us which might guide our future path. On the gaily-decked official stage phantom figures come and go, posing for a while as great statesmen. Their main concern is how to save the vested interests of various classes or groups: their main diversion, apart from feasting, is self-praise. Some people, blissfully ignorant of all that has happened in the last halfcentury, still talk the jargon of the Victorian Age and are surprised and resentful that nobody listens to them. Even the Nesmith hammer of war and revolution and world change has failed to produce the slightest dent on their remarkably hard heads.

## TEXT9. NORMAN MAILER.

The Naked and the Dead (1948) brought Norman Mailer unexpected and unnerving acclaim. But he turned his back on his easy success and began a deeper exploration of the contemporary consciousness than the technique of his first novel
would allow. He has been savagely attacked for the "failure" of his later work, as well as for his unorthodox public opinions and behaviour. It was over a decade after the publication of his first novel before critics began to realize that Mailer's own instincts were surer than those of his reviewers. Structurally, The Naked and the Dead is well made. The events of the novel, reinforced by Mailer's ironic commentary, illustrate a deterministic view of the war. The war is shown to be irrational, a series of almost random accidents, despite the huge, intricate military organizations which nominally direct it. It is, in the structural metaphor of the whole novel, like a wave whipped up somewhere far offshore, gathering amplitude and direction, crashing upon a beach, receding once again. Mailer's soldiers - even his generals are like the molecules of water involved. The only fact is death, and confronted by the fact, man is naked. Much of Mailer's technique is derived from dos Passos, Steinbeck, Hemingway, and later Fitzgerald - much, much later. And Thomas Wolfe, of course.

## TEXT10. A BREACH IN LANGUAGE BARRIERS.

Moshi-moshi? Nan no goyoo desuka? English speakers who call Japan may be puzzled by those words. But don't despair. Work is under way to convert these questions into a familiar "Hello? May I help you?"

Automated translation of both ends of telephone conversation held in two different languages probably will not become reality for a decade or so. However research is now being conducted at several American, European and Japanese universities and at electronics companies. One such project, launched by Japan's Advanced Telecommunications Research Institute International, will receive $\$ 107$ million from the Japanese government, Nippon Telegraph and Telephone Corp. and a handful of corporate giants-for the first seven years alone. IBM is one sponsor of similar efforts at Carnegie-Mellon University. The goal is a system that will produce text out of the speech sounds of one language, analyze and translate it in context and reconvert the translated signals into speech.

One day callers may simply need to hook their telephones up to personal computers and plug-in voice-recognition and synthesizing units to "converse" in a foreign language. They will also need a data file on the grammar of their own language and those they don't speak. (Such files already exist in Japanese and English and are being developed for French, German and Spanish.) Another requirement is "universal parser" software that identifies the relations between the words in a sentence and locates analogous constructions in the target language from the data files. Such parsers already perform satisfactory text-to-text translations. But they need to become faster, more accurate and less expensive before they can translate actual speech.

Speech-recognition modules convert sound signals into digital pulses. The computer matches the digitized data to the phonemes-the shortest pronounceable segments of speech-registered in its software. Files can contain enough phonemes to cover most of the local derivations from the standard form of a given language. However, voice-recognizing equipment cannot yet tell actual speech from other sounds it picks up: laughter, crying, coughs and further background noises. Voice synthesizers, which reconvert the translated text into sounds, are further ahead than recognition units' they do not have to cope with the whimsical pronunciations and unpredictable noises emitted by humans.

## TEXT11. SCHLIEMANN.

When Schliemann read Homer's description of the Gorgon shield of Agamemnon and was told that the buckler strap had been decorated with a figure of a three-headed snake, he accepted all this as gospel truth. The chariots, weapons, and household articles portrayed in detail by Homer were for him part and parcel of ancient Greece. Were all these heroes - Achilles and Patroclus, Hector and /Eneas - and this pageant of friendship, hate, love, and high adventure, nothing but mere invention? Schliemann did not think so; to his mind such people and such scenes had actually existed. He was conscious that all Greek antiquity, including the great
historians Herodotus and Thukidides, had accepted the Trojan War as an actual event, and its famous names as historical personages.

## TEXT12. SCIENCE.

Science often means different things to different people. To many it means bodies of knowledge about the physical world grouped under different subjects; to some it means research or the pursuit of truth; to some it means the development of technology intended to benefit mankind; and to others it means finding out, experimenting, measuring. These are all different aspects of science, as the knowledge, experimenting, technology, etc., have all been produced by what could be called the "processes of science". Environmental problems are just one aspect of life to which science can be applied, but they are quite urgently in need of solution. Some science concepts are particularly relevant in the solving of environmental issues. Among them are:

1. Energy (types of energy, law of conservation of energy, and law of energy degradation);
2. Ecosystem (energy flow in ecosystems, law of conservation of matter, nutrient cycling in ecosystems, evolution of ecosystems);
3. Resources (the nature of resources: inexhaustible, renewable, and irreplaceable);
4. Food (production, nutrition, energy use);
5. Pollution (pollutant, threshold, synergy, persistence, biological magnification);
6. Human population (growth and control, birth rate, death rate, fertility rate, marriage age, density, and distribution).

## TEXT13. KINGSTONE.

Kingstone is one of the oldest summer cottages left standing in Newport, a reminder of the pre-Civil War days when wealthy Southern families continued the $18^{\text {th }}$ century practice of spending their summers in the cool climate of the City-by-
the-Sea. With its modest dimensions and gentle architecture, it is also a symbol of a less competitive time when houses were built more for comfort than for show.

The cottage, later to be called Kingstone, was built in 1839 for George Noble Jones, a well-to-do plantation owner from Savannah, Georgia. It is difficult to imagine today the importance that Victorians attached to the powers of nature in preserving health. George Jones liked to entertain people in his estate. Afternoon dinner and informal suppers were the rule. Horseback riding and swimming were popular pastimes. Bathing took place at Eastern Beach frequently. Women were permitted to use the beach mornings, under protection of a white flag. At noon, women were expected to leave, presumably to be spared the sight of gentlemen in their bathing costumes.

## TEXT14. IMMIGRATION.

No country's history has been more closely bound to immigration than that of the United States. The Founding Fathers, especially Thomas Jefferson, were ambivalent over whether or not the United States ought to welcome arrivals from every corner of the globe. The author of America's Declaration of Independence wondered whether democracy could ever rest safely in the hands of men from countries that revered monarchs or replaced royalty with mob rule. However, few supported closing the gates to newcomers in a country desperate for labour.

By the mid-1840s millions of immigrants made their way to America as a result of a potato blight in Ireland and continual revolution in the German homelands. Meanwhile, a trickle of Chinese immigrants began to approach the American West Coast. Almost 17 million people arrived in the United States between 1880 and 1921, the year Congress first passed severe sanctions. Most of these immigrants were from Italy, Russia, Poland, Greece and the Balkans. Non-Europeans came, too: east from Japan, south from Canada and north from Mexico.

## TEXT15. BLACK KNIGHT.

Riding the Black Knight was a lively Easter Monday custom which survived at Ashton in Lancashire until just the outbreak of the Second World War. The effigy of a knight in black armour and a black velvet cloak was paraded on horseback through the streets, accompanied by musicians and a company of young men, mounted or on foot, who represented the Knight's retainers. The procession went round the town, through the streets densely packed with spectators, and then to an open space, where the effigy was dismounted, pelted with stones and any other handy missiles, and finally shot to pieces with guns. According to the local tradition, the Black Knight represented Sir Ralph de Assheton, who lived in the fifteenth century and shared with his brother, Robin, the right of guld-riding in the district to fine or otherwise punish tenants who allowed carrgulds or corn-marigolds to flourish upon the land. Sir Ralph is said lo have carried out his duty with great severity, and to have earned the hatred of the people thereby. Eventually, he was killed in the streets of Ashton by some aggrieved person, which event the Riding is supposed to commemorate.

## TEXT16. TEDDY.

Teddy was standing on the broadside of a new-looking cowhide Gladstone, the better to see out of his parents' open porthole. He was wearing extremely dirty, white ankle-sneakers, no socks, seersucker shorts that were both too long for him and at least a size too large in the seat, an overly laundered T-shirt that had a hole the size of a dime in the right shoulder, and an incongruously handsome, black alligator belt. He needed a haircut-especially at the nape of the neck-the worst way, as only a small boy with an almost full-grown head and a reed-like neck can need one.

Teddy turned around at the waist, without changing the vigilant position of his feet on the Gladstone, and gave his father a look of inquiry, whole and pure. His eyes, which were pale brown in color, and not at all large, were slightly crossed-the left eye more than the right. They were not crossed enough to be disfiguring, or even to be necessarily noticeable at first glance. They were crossed just enough to be
mentioned, and only in context with the fact that one might have thought long and seriously before wishing them straighter, or deeper, or browner, or wider set. His face, just as it was, carried the impact, however oblique and slow-travelling, of real beauty.
"I want you to get down off that bag, now! How many times do you want me to tell you?" Mr. McArdle said.
"Stay exactly where you are, darling," said Mrs. McArdle, who evidently had a little trouble with her sinuses early in the morning. Her eyes were open, but only just. "Don't move the tiniest part of an inch."

## TEXT17. CATCH-22.

All the officer patients in the ward were forced to censor letters written by all the enlisted-men patients, who were kept m residence in wards of their own. It was a monotonous job, and Yossarian was disappointed to learn that the lives of enlisted men were only slightly more interesting than the lives of officers. After the first day he had no curiosity at all. To break the monotony he invented games. Death to all modifiers, he declared one day, and out of every letter that passed through his hands went every adverb and every adjective. The next day he made war on articles. Soon he was proscribing parts of salutations and signature and leaving the text untouched.

When he had exhausted all possibilities in the letters, he began attacking the names and addresses on the envelopes, obliterating whole homes and streets annihilating entire metropolises with careless flicks of his wrist as though he were God. Catch-22 required that each censored letter bear the censoring officer's name. Most letters he didn't read at all. On those he didn't read at all he wrote his own name. On those he did read he wrote, "Washington Irving". When that grew monotonous he wrote, "Irving Washington". Censoring the envelopes had serious repercussions and produced a ripple of anxiety of some ethereal military echelon that floated a C.I.D. man back into the ward posing as a patient.

Всех офицеров из палаты заставляли цензуровать письма рядовых, которые лечились в отведенных для нижних чинов палатах. Это было нудное занятие, и Йоссариан, читая письма, с разочарованием убедился, что жизнь нижних чинов ничуть не интереснее жизни офицеров. Уже на второй день он утратил всякий интерес к солдатским письмам, но, чтобы работа не казалась слишком скучной, он изобретал для себя всякие забавы. "Смерть определениям!" - объявил он однажды и начал вычеркивать из каждого письма, проходящего через его руки, все наречия и прилагательные. Назавтра Йоссариан объявил войну артиклям. Вскоре он начал сражаться с обращениями и подписями, а текст письма оставлял нетронутым. Когда фантазия Йоссариана истощилась и все возможности поиздеваться над письмами были исчерпаны, он начал атаковать фамилии и адреса на конвертах. Он отправлял в небытие дома и улицы и, словно Господь Бог, небрежным мановением руки стирал с лица земли целые столицы.

Инструкция требовала, чтобы на каждом проверенном письме значилась фамилия цензора. Большинство писем Йоссариан не читал вообще и спокойно подписывал их своей фамилией. А на тех, которые читал, выводил: "Вашингтон Ирвинг". Когда ему и это надоело, он стал подписываться: "Ирвинг Вашингтон".

Его цензорские шалости на конвертах привели к серьезным последствиям. Некие высокопоставленные военные обеспокоенно наморщили лбы и решили послать в госпиталь сотрудника контрразведки. Под видом больного он вскоре появился в палате Йоссариана.

## TEXT18. TWILIGHT.

Without turning her head she said, "Are you going to stay to supper?" He was not, he answered, waking suddenly. She did not rise with him, did not turn her head, and he let himself out the front door and into the late spring twilight, where was already a faint star above the windless frees. On the drive just without the garage, Harry's new car stood. At the moment he was doing something to the engine of it
while the house-yard-stable boy held a patent trouble-lamp above the beetling crag of his head, and his daughter and Rachel, holding tools or detached sections of the car's vitals, leaned their intent dissimilar faces across his bent back and into the soft bluish glare of the light. Horace went on homeward. Twilight, evening, came swiftly. Before he reached the corner where he turned, the street lamps sputtered and failed, then glared above the intersections, beneath the arching trees.

Перевод:
Не повернув головы, она сказала: "Вы собираетесь остаться на ужин?" Она не поднялась вместе с ним, не повернула головы, и он сам вышел через переднюю дверь и в поздние весенние сумерки, а там уже светила тусклая звезда над деревьями, и не было ветра. На подъездной дороге перед гаражом стояла новая машина Гарри. В этот момент он что-то делал с мотором, пока мальчик, работавший дома, в конюшне и в поле, держал патентованную аварийную лампу над лохматой головой, а его дочь и Рэчел, держа в руках инструменты и разрозненные детали от внутренностей машины, склонили свои сосредоточенные непохожие лица по ту сторону его склоненной спины в мягком синеватом свете. Хорейс пошел в направлении дома. Сумерки, точнее вечер, наступал стремительно. Ещё до того, как он достиг угла, где он поворачивал, уличные фонари затрещали и стихли, а затем засияли над перекрестком, под сводами деревьев.

## TEXT19. BOUNDING THE LAND.

To take advantage of their land's diversity, Indian villages had to be mobile. This was not difficult as long as a family owned nothing that could not be either stored or transported on a man's or - more often - a woman's back. Clothing, baskets, fishing equipment, a few tools, mats for wigwams, some corn, beans, and smoked meat: these constituted most of the possessions that individual Indian families maintained during their seasonal migrations. Even in the south, where agriculture created larger accumulations of food than existed among the huntergatherer peoples of the north, much of the harvest was stored in underground pits to
await later visits and was not transported in large quantities. The need for diversity and mobility led Indians to avoid acquiring much surplus property, confident as they were that their mobility and skill would supply any need that arose. The first English visitors to America thought it a paradox that Indians seemed to live like paupers in a landscape of great natural wealth. It was only much later that some understood: "Indians only seemed impoverished, since they were in fact supplied with all manner of needful things, for the maintenance of life and livelihood." First English visitors had European notions of wealth. Perhaps they just did not know true riches when they saw them. But then the whole history of Northern America would have developed in some other direction.

Перевод:

## РАЗМЕЖЕВАНИЕ.

Индейцам приходилось вести кочевой образ жизни, чтобы иметь возможность пользоваться природными ресурсами. Такое кочевье было возможно только в том случае, если все имущество семьи сводилось к тому, что мог перенести на своих плечах мужчина или - что случалось гораздо чаще женщина. Одежда, корзины, рыболовные принадлежности, инструменты, щиты для постройки вигвамов, небольшой запас кукурузы, бобов и копченого мяса вот почти всё, чем владела индейская семья, совершая сезонные кочевья. Даже на юге, где благодаря сельскому хозяйству население имело более солидные запасы пищи, чем северные охотники - собиратели, большую часть урожая содержали на месте в подземных хранилищах. Кочевали на юге тоже налегке время от времени наведываясь к подземным хранилищам за пополнением припасов. Таким образом, необходимость вести кочевой образ жизни вынуждала индейцев к тому, чтобы избегать имущественных излишков и больше полагаться на свое умение добывать все необходимое в пути. Первые английские поселенцы в Америке воспринимали как парадокс то, что индейцы живут в такой, с их точки зрения, нищете, тогда как земля изобиловала богатейшими природными ресурсами. И только гораздо позднее и очень немногие поняли, что "индейцы только кажутся нищими, поскольку на самом деле у них

было все, что им требовалось для поддержания жизни". Видимо, у первопоселенцев были европейские представления о богатстве, и они оказались не в состоянии распознать истинные ценности с первого взгляда. В противном случае вся история Соединенных Штатов могла сложиться совсем иначе.

## TEXT20. SALES POLICY.

Anyone who has contact with customers is a sales person - that includes the telephonist who answers the phone and the service engineer who calls to repair a machine. So that probably includes you!

The relationship between a sales person and a client is important: both parties want to feel satisfied with their deal and neither wants to feel cheated. A friendly, respectful relationship is more effective than an aggressive, competitive one.

A sales person should believe that his product has certain advantages over the competition. A customer wants to be sure that he is buying a product that is good value and of high quality. No one in business is going to spend his company's money on something they don't really need (unlike customers, who can sometimes be persuaded to buy "useless" products like fur coats and solid gold watches!)

Some sales people prefer a direct "hard sell" approach, while others prefer a more indirect "soft sell" approach. Whichever approach is used, a good sales person is someone who knows how to deal with different kinds of people and who can point out how his product will benefit each individual customer in special ways. A successful sales meeting depends on both the sales person and the customer asking each other the right sort of questions.

Перевод:
Всякий, кто связывается с клиентами, является продавцом - это включает телефонистку, которая отвечает на телефонные звонки, и обслуживающего инженера, который приходит чинить машину. Так что это, наверное, включает и вас!

Отношения между продавцом и клиентом очень важны: обе стороны хотят почувствовать себя удовлетворенными своей сделкой, и ни одна не хочет

почувствовать себя обманутой. Дружеские, уважительные отношения гораздо более эффективны, чем агрессивные, конкурентные.

Продавец должен верить, что его товар имеет определенные преимущества в конкуренции. Клиент хочет быть уверенным, что он покупает товар, который имеет хорошую ценность и высокое качество. Никто в бизнесе не собирается тратить деньги своей компании на то, что им на самом деле не нужно (в отличие от потребителей, которых можно иногда убедить купить "бесполезные" товары, вроде меховых шуб или часов из чистого золота!).

Некоторые продавцы предпочитают прямой "жесткий" подход к продаже, в то время как другие предпочитают косвенный "мягкий" подход. Какой бы подход ни применялся, хороший продавец это тот, кто знает как вести дело с различными типами людей, и кто может показать, как его товар принесёт пользу каждому отдельному клиенту по-своему. Успешная торговая сделка зависит как от продавца, так и от клиента, задающих друг другу правильные вопросы.

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