LINGUO-PRAGMATIC FEATURES OF TRANSLATING INTERNATIONAL ECONOMIC CORRESPONDENCE

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Abstract

This article explores the linguo-pragmatic features of translating international economic correspondence and identifies key factors influencing the adequacy and equivalence of translation in the economic domain. Economic correspondence, as a specialized form of written business communication, requires a high degree of terminological precision, pragmatic awareness, and intercultural competence. The study highlights typical translation challenges related to lexical non-equivalence, pragmatic misinterpretation, genre specificity, and structural complexity of economic texts. Special emphasis is placed on the translator's background knowledge, communicative intent analysis, and the ability to interpret legal, financial, and commercial terminology accurately. The findings demonstrate that economic translation is inherently interdisciplinary and demands strong linguistic, cognitive, and analytical skills to ensure accurate intercultural communication.

Keywords:

economic correspondence, translation, linguo-pragmatics, terminology, business communication, non-equivalence, intercultural communication, economic discourse.

АННОТАЦИЯ

В статье рассматриваются лингвопрагматические особенности перевода международной экономической переписки и выявляются ключевые факторы, влияющие на адекватность и эквивалентность перевода в сфере экономики. Экономическая переписка как особый вид деловой письменной коммуникации требует высокой терминологической точности, прагматической осведомлённости и межкультурной компетентности. В исследовании анализируются типичные трудности перевода, связанные с лексическим несовпадением, неправильной интерпретацией прагматики, жанровой спецификой и структурной сложностью экономических текстов. Особое внимание уделяется роли фоновых знаний переводчика, анализу коммуникативного намерения, а также корректной интерпретации юридической, финансовой и коммерческой терминологии. Результаты показывают, что экономический перевод является междисциплинарным и требует высоких лингвистических, когнитивных и аналитических навыков для обеспечения точной межкультурной коммуникации.

Ключевые слова:экономическая переписка, перевод, лингвопрагматика, терминология, деловая коммуникация, несоответствие, межкультурная коммуникация, экономический дискурс.

ANNOTATSIYA

Ushbu maqolada xalqaro iqtisodiy yozishmalar tarjimasining lingvopragmatik xususiyatlari tahlil qilinadi va iqtisodiy yoʻnalishdagi tarjimalarning adekvatligi hamda ekvivalentligiga taʼsir etuvchi asosiy omillar yoritiladi. Iqtisodiy yozishmalar – rasmiy biznes kommunikatsiyasining maxsus shakli boʻlib, yuqori darajadagi terminologik aniqlik, pragmatik sezgirlik va madaniyatlararo kompetentligini talab etadi. Tadqiqotda leksik mos kelmaslik, pragmatikaning notoʻgʻri talqin qilinishi, janr xususiyatlari va iqtisodiy matnlarning murakkab sintaktik tuzilishi bilan bogʻliq tarjima muammolari koʻrib chiqiladi. Shuningdek, tarjimonning fon bilimi, kommunikativ niyatni tahlil qilish qobiliyati hamda yuridik, moliyaviy va tijoriy terminlarni toʻgʻri talqin etish zarurati alohida qayd etiladi. Natijalar iqtisodiy tarjima fanlararo yoʻnalish ekanini va aniq madaniyatlararo muloqotni taʼminlash uchun kuchli lingvistik, kognitiv va analitik koʻnikmalarni talab qilishini koʻrsatadi.

Kalit soʻzlar:

iqtisodiy yozishmalar, tarjima, lingvopragmatika, terminologiya, biznes kommunikatsiya, mos kelmaslik, madaniyatlararo muloqot, iqtisodiy diskurs.

INTRODUCTION

In the context of increasing globalization and the expansion of international economic relations, the translation of economic correspondence has become a vital component of professional communication. International economic correspondence encompasses a wide range of documents, including business letters, commercial agreements, financial reports, inquiries, proposals, invoices, and electronic communication exchanged between organizations and institutions across different countries. The accurate translation of such documents ensures the effectiveness of cross-border cooperation, eliminates communication barriers, and contributes to the successful implementation of economic policies and commercial partnerships.

Economic correspondence differs from general written communication by its terminological density, pragmatic intention, and genre specificity. Unlike literary or everyday texts, economic documents require precision, standardization, and clarity, as even minor lexical or structural deviations may lead to misunderstanding, legal risks, or financial implications. Therefore, translators must demonstrate a high level of linguistic competence, subject-matter knowledge, and awareness of cross-cultural norms.

The linguo-pragmatic approach to translation emphasizes the necessity of interpreting not only the linguistic form but also the communicative intent, contextual background, and functional purpose of the document. In economic correspondence, pragmatic factors such as politeness strategies, formality, institutional conventions, and the communicative expectations of the sender and receiver play a central role. Consequently, the translator must consider the socio-cultural, legal, and professional context in which the communication takes place.

This article aims to examine the linguo-pragmatic characteristics of translating international economic correspondence, identify common translation challenges, and propose a systematized view of strategies required for achieving adequacy and functional equivalence. The study also highlights the importance of background knowledge, genre awareness, and terminological precision in ensuring accurate intercultural economic communication.

The translation of international economic correspondence represents a complex intersection of linguistics, pragmatics, and economic discourse studies. As a type of specialized translation, it requires not only linguistic accuracy but also a deep understanding of the economic concepts, communicative intentions, and institutional norms that shape the structure and meaning of business documents. The theoretical foundation for analyzing such translations is based on several key linguistic and pragmatic frameworks.

First, **linguistic theories of translation** emphasize the importance of equivalence—semantic, pragmatic, and functional. Within economic correspondence, functional equivalence takes priority, as translators must ensure that the communicative purpose of the document remains intact. This follows the principles of Nida's dynamic equivalence, Newmark's communicative translation, and House's functional-pragmatic model.

Second, the **pragmatic dimension** draws attention to how context influences meaning. Economic correspondence relies heavily on pragmatic markers of politeness, formality, and institutional authority. Speech act theory, Grice's maxims, and relevance theory provide essential tools for understanding how economic intentions are transmitted across languages and cultures. Misinterpretation of pragmatic cues can lead to communication breakdowns or distorted business relations.

Third, the **genre-specific characteristics** of economic correspondence shape its linguistic form. Business letters, contracts, offers, inquiries, and financial statements follow standardized conventions that dictate the structure, tone, and lexical choices. Swales' genre theory and Bhatia's professional discourse model highlight the importance of recognizing genre conventions as part of the translation process.

Fourth, **terminology theory** plays a crucial role in economic translation. Economic correspondence is dense with specialized terminology, fixed expressions, abbreviations, and acronyms. Mistakes in understanding or translating terms such as *liquidity ratio, equity, liability, invoice, tender, merger, acquisition,* or *publicly traded company* may lead to miscommunication and legal or financial consequences. Therefore, translators must rely on terminographic resources and domain-specific expertise.

Finally, economic translation is inherently **interdisciplinary**. It integrates linguistics, economics, business administration, legal studies, and intercultural communication. Because economic correspondence functions within a globalized economic system, translators must also be familiar with international business etiquette, regulatory frameworks, and culturally specific communicative norms.

In summary, the theoretical foundations of translating international economic correspondence combine linguistic, pragmatic, terminological, and interdisciplinary approaches. These elements together form the basis for analyzing the challenges and strategies presented in the following sections.

International economic correspondence represents a unique communicative domain in which linguistic structure and pragmatic intention interact to achieve clarity, precision, and functional effectiveness. Unlike general communication, economic correspondence carries significant legal, financial, and institutional implications; therefore, its translation requires an in-depth understanding of linguistic form, communicative purpose, and socio-cultural conventions.

From a linguistic perspective, economic correspondence is characterized by:

a) Terminological Density

Economic texts contain a high concentration of specialized terms related to finance, commerce, accounting, taxation, and legal procedures. Terms such as *liabilities, assets*, *equity capital*, *tender offer*, *due diligence*, *affiliation agreement*, and *profit margin* require precise translation because even minor deviations may affect the accuracy of the entire document.

b) Standardized Structures and Formulaic Expressions

Business letters and emails rely on fixed expressions that signal politeness, formality, and communicative intent. Examples include:

- *We would like to request…*
- *Please be informed that…*
- *Thank you for your cooperation…*

Such formulaic language must be adapted pragmatically rather than translated literally.

c) Syntactic Complexity

Economic documents often contain long, multi-clause sentences that compress significant amounts of information. Contracts, agreements, and financial statements frequently include passive constructions, nominalizations, and conditional clauses, which require careful restructuring in translation.

Pragmatics plays a central role in mediating the communicative intentions behind economic correspondence. The following pragmatic aspects are critical for successful translation:

a) Communicative Intent (Illocutionary Force)

Economic correspondence reflects specific communicative aims: requesting information, proposing terms, offering goods, finalizing agreements, expressing concern, or initiating negotiation. Identifying the underlying speech act—*request, warning, confirmation, proposal,* or *claim*—is crucial for producing an equivalent target text.

b) Formality and Institutional Politeness

Economic communication follows strict norms of politeness and professional etiquette. Politeness strategies differ across cultures; therefore, translators must adjust tone, honorifics, and formal markers to meet the expectations of the target-language business environment.

c) Cross-Cultural Pragmatic Differences

The same phrase may carry different pragmatic meanings depending on cultural context. For example:

- In English, indirectness (*"We would appreciate it if…"*) signals politeness.
- In Russian, more direct forms may be perceived as normal and not impolite.
- In Uzbek, additional honorific markers or softening particles may be required.

Such differences necessitate pragmatic adaptation rather than literal translation.

d) Institutional and Genre Conventions

Economic correspondence is constrained by international business standards (INCOTERMS, ISO guidelines, legal formatting norms). Translators must be aware of these conventions to ensure that documents remain valid and understandable in the target culture.

The linguo-pragmatic analysis demonstrates that economic correspondence translation is inherently interdisciplinary. It integrates:

- linguistics → structure, grammar, semantics
- pragmatics → intention, politeness, context
- economics → terminology, concepts
- law → contractual language, liability terms
- intercultural communication → negotiation norms, business etiquette

This interdisciplinary dependence increases the responsibility of the translator, who must act not only as a linguistic mediator but also as a cultural and domain-specific navigator.

Linguo-pragmatic features of international economic correspondence reveal that successful translation depends on:

- accurate terminology handling,
- understanding communicative intention,
- genre-sensitive reading,
- awareness of cultural norms,
- precise rendering of tone and formality,
- and strong background knowledge in economics and law.

These features collectively determine the adequacy and functionality of the translated document in real-world business settings.

Translating international economic correspondence requires a thorough understanding of both linguistic and pragmatic dimensions of communication. Economic correspondence differs from general written communication due to its terminological precision, formal register, and highly standardized structure, which reflect the institutional nature of business interactions. The translator must not only ensure lexical and grammatical accuracy but also interpret the communicative intentions underlying the source text.

One of the most significant challenges in translating economic correspondence is terminological ambiguity. Economic concepts vary across countries depending on legal, financial, and administrative systems. Therefore, translators must identify the correct terminological equivalent that aligns with the target culture's institutional norms. Pragmatic factors also play a crucial role. Politeness strategies, levels of formality, and discourse conventions vary across cultures, and the translator must adapt these nuances to achieve functional equivalence. Literal translation often leads to pragmatic failure, resulting in unintended impoliteness, miscommunication, or misinterpretation of business intentions.

The structural features of economic correspondence add another layer of complexity. These texts frequently include long sentences, embedded clauses, passive constructions, and dense informational content. Translators must reorganize such structures while maintaining clarity and preserving the authoritative tone typical of business communication. Furthermore, idioms, metaphors, and fixed expressions used in economic discourse require careful contextual interpretation to avoid semantic distortion.

The translator’s background knowledge is essential for producing an accurate and coherent translation. Without an understanding of economic processes, business procedures, or market terminology, translators may struggle to interpret implicit meanings or institutional references. Thus, economic translation is inherently interdisciplinary, requiring linguistic expertise supported by economic literacy, cultural competence, and strong analytical skills.

Overall, the linguo-pragmatic features of economic correspondence demonstrate that successful translation depends on the translator’s ability to balance linguistic precision with pragmatic appropriateness. Achieving this balance ensures that the translated document conveys not only the content but also the communicative intent, tone, and institutional authority of the original text.

CONCLUSION

The examination of linguo-pragmatic features in the translation of international economic correspondence shows that this type of translation demands far more than simple linguistic substitution. It is a complex communicative process influenced by cultural norms, pragmatic expectations, and specialized economic knowledge. The interdisciplinary nature of economic correspondence requires translators to operate at the intersection of language, economics, law, and intercultural communication.

The clarity, correctness, and pragmatic adequacy of translated economic documents directly affect international business cooperation, institutional trust, and the formation of long-term partnerships. Successful translation depends on the accurate interpretation of communicative intentions, precise handling of terminology, sensitivity to cultural conventions, and the ability to navigate genre-specific norms. Addressing challenges such as terminological ambiguity, structural complexity, and pragmatic misinterpretation is essential for achieving functional equivalence and ensuring that economic messages are delivered effectively across languages.

Ultimately, the quality of economic translation relies on the translator's professional competence, background knowledge, and analytical skills. As global business interactions continue to expand, the importance of high-quality translation in economic correspondence becomes increasingly significant. Enhancing translators' training in linguo-pragmatics, economic terminology, and cross-cultural communication will contribute to the development of more effective and reliable international economic relations.

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