Semantic Challenges of Business Translation with Reference to English and Arabic: A Product-Oriented Approach

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Abstract
This study aims to investigate the various types of challenges and limitations at semantic levels that translators face in the business and economic translation products of tenders and bids from English into Arabic. To achieve the objectives of the study, a sample of four tenders of business documents was collected from a variety of national and international non-governmental organizations such as the bilingual specialized texts that were published between 2019 and 2020 in Iraq, specifically in Erbil, Kurdistan Region. The study relies on Holmes’ map (1988) of descriptive translation studies, developed by Toury (1995). To answer the research questions: how does a translator deal with specialised terminologies and expressions in translating business tenders and bids and what effect and role do

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semantic changes play in business and economic translation products? The study employs the analytical-descriptive translation methodology in analysing business texts. The analysis of business and economic texts has revealed that inaccurate synonyms at the semantic level, such as using different synonyms and translating semantic collocations, appear more frequently than other issues in translating business texts in the target language. The findings of the study have indicated that business and economic terms may have more than one accurate and faithful translation. Nevertheless, one translation can be appropriate and accurate. The study has concluded that cultural phenomena rarely appear in business and economic tenders and bids in comparison with other areas of economic and business texts, e.g., metaphors and idioms in general business texts.

**Key words:** Semantic Problems, Equivalence Inaccuracy, Business Translation, Product-Oriented Approach, Business Texts, Descriptive Translation Study.

التخطيط الدلالية لترجمة النصوص التجارية مع الإشارة إلى اللغتين الإنجليزية والعربية: نهج موجه نحو المنتج

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المستخلص

تهدف هذه الدراسة إلى استكشاف الأنواع المختلفة من التحديات والقيود التي يواجهها المترجمون في منتجات الترجمة للنصوص التجارية والاقتصادية مع التركيز الخاص على الوثائق المترجمة للمناقصات والعطاءات والمزايدات التجارية من الإنجليزية إلى العربية. وتركز الدراسة بشكل أساسي على التحديات والمشكلات التي تظهر من خلال تحليل النصوص على المستوى الدلالي، وتوصي ببدائل أفضل لمنتج الترجمة وتقترح الدراسة حلولاً مناسبة للتغلب على التحديات والعقبات التي يواجهها المترجمون في ترجمة النصوص التجارية والاقتصادية. و لتحقيق أهداف الدراسة، تم جمع عينة مكونة من أربع وثائق من العطاءات والمناقصات التجارية كنصوص مختصة ثنائية اللغة والتي تم نشرها بواسطة مجموعة مختلفة من المنظمات غير الحكومية الوطنية والدولية بين عامي 2019 و2020 في العراق وتحديداً في أربيل، إقليم كردستان. وتعتمد هذه الدراسة على خريطة هولمز (1988)
1. Introduction
The majority of definitions of translation might fall into one of two categories. The first one can refer to the process (translating) which means the act of producing the translation. Catford (1965, 1) defines translation as “a process of substituting a text in one language for a text in another”. The second one can refer to the product (translated text), which means the text that has been translated. This distinction is drawn out by the definition in the specialized Dictionary of Translation Studies (Shuttleworth and Cowie 1997, p.181).

1.1 Theoretical background
In the seventies, when translation studies had just began to develop into a scientific branch of knowledge (Olohan, 2009, p.249), Holmes noted that “there had been longstanding efforts to produce theories for the translation of literary or sacred texts, but that attempts to develop theories for the translation of scientific texts were relatively new” (Holmes, 1988, p.180). Moreover, the obvious contributions of Holmes have been described by Palumbo as he stated that “the work of Holmes (1924–1986) has exerted an enormous influence on the development and consolidation of translation studies as a discipline in its own right”. (Palumbo, 2009, p. 15).
In addition to his contribution, Holmes believes that the other primary branch of "pure" theoretical translation studies is the one that uses the findings from descriptive research and combines them with data from related fields, such as linguistics, literary studies, or information theory, in order "to evolve principles, theories, and models which will serve to
explain and predict what translating and translations are and will be” (Holmes, 1988/2004, pp. 177–178).
According to Holmes's scheme (1988, p.72), descriptive translation studies are classified into three orientations:

- **Product-oriented**, which describes existing translations.
- **Function-oriented**, which focuses on the function of translations within the target socio-cultural system.
- **Process-oriented**, which is concerned with the act of translating itself.

This framework was developed by Toury (1995, p. 10) as DTS which is listed as one of the major branches of the pure translation studies, which begin with the examination of the translation product. Since this study is focused on the product of translation and is an analysis of several target translated texts of the same source texts, it is "descriptive" research (Munday 2016, pp. 10–12).

Based on the concept of theory, which has been mentioned, Bell (1991, p.26) proposed three possible theories of translation depending on the focus of investigation:

1. A theory of translation as process (i.e. a theory of translating). This would require a study of information processing and, within that, such topics as (a) perception, (b) memory and (c) the encoding and decoding of messages, and would draw heavily on psychology and on psycholinguistics.

2. A theory of translation as product (i.e. a theory of translated texts). This would require a study of texts not merely by means of the traditional levels of linguistic analysis (syntax and semantics) but also making use of stylistics and recent advances in text-linguistics and discourse analysis.

3. A theory of translation as both process and product (i.e. a theory of translating and translation). This would require the integrated study of both, and such a general theory is, presumably, the long-term goal for translation studies.

During the history of translation studies, the concept of equivalence has been suggested by many translation scholars such as (Catford 1965), Newmark (1988), Baker (1992) and (Nida, 2001) mention the concept of equivalency poses challenges and problems in the study of business and economic translation. In order to address these challenges, numerous authors in the branch of translation have offered different translation methodologies and strategies. Although exact textual equivalency is difficult to attain, it can be said that equivalence is possible when a translation has meaning that is comparable to or as close to the source text as possible.

In addition, a semantic challenge is common in business and economic translations, which is related to studying the semantic meaning of the word. As Newmark clarified, the “Semantic translation attempts to render, as closely as the semantic and syntactic structures of the second language allow, the exact contextual meaning of the original” (Newmark, 1981, p.39). Thus, in the case of business texts, the main concern of the translator should be to try to preserve the semantic and syntactic effect of the text. Translators are rarely criticized for the beauty of the language they use, but much attention is paid to mistakes in the meanings.

### 1.2 Literature Review

Although considerable progress has been made in economic translation, many important issues remain unexplored or unsolved. Therefore, the study attempts to shed light on
several of the problems of previous approaches or methods through translating business and economic texts. Several studies investigating translation of business and economic texts have been carried out.

Fatiha, in his article "The Translation of Economic and Financial Texts Problems and Solutions" (2017), focused on some problems in translation of economic and financial texts and he discussed various aspects of economic and financial translation through focusing on collocation, metonymy and polysemous terms. In it, he also investigated various aspects of economic and financial translation in order to convey business terms from the source language into the target language, particularly with the translation of economic texts from English to French. Moreover, he found out that in the translation of economic and financial texts from English into French and Arabic, the main difficulty is not related to the technicality of terms but to the proof of their contextual meaning in the original text presented for translation. Translation of economic and financial texts was mentioned in his article. They are clearly related with the current study in terms of specialized translation, which investigates the business and economic terms translated from English into Arabic language through focusing on such issues as collocation, neologism and polysemous terms.

The dividing line between the article mentioned and the present study lies in the fact that his research described the main steps of the process of translating involving two languages and two cultures. The current study is focused on the product translation between English and Arabic language in business and economic field. Additionally, this study differs from previous research, which is related mostly to equivalents between two languages with regard to business and economic translation, while the previous one makes a comparison of equivalents in three languages in order to reveal the existence of stable economic and financial terminology.

In his study titled "Equivalence in Economic Translation: Challenges and Hindrances" (Tergui, 2016) focused on achieving an equivalence when translating an economic report. He shed light on methods used in translating economic texts 'such as transposition, expansion or borrowing etc'… and some techniques and theories for identifying the specific language of business and economic translation in order to crate the closest natural equivalent of the source language message. Therefore, the challenges and problems become much more complicated when it comes to the specialized translation text. There is a similarity between the study mentioned above and the current study. Firstly, the previous research is mainly based on the informal economy report; it is closer to the present study in relation to identifying challenges and obstacles in translated economic texts into Arabic as first target language. What differentiates the current study from the previous one, however, is the product oriented approach that has been chosen as a framework of the study. The different types of business and economic texts such as contracts, business news, bids, agreements, etc. translated into Arabic as a second target language by various organizations and institutions of translation are also referred to.

According to the articles, and studies mentioned above, several studies investigating translation of business and economic have been carried out. The majority of the available research describes finding equivalence in the target language as the main problem in translation business and economics texts. Moreover, the majority of article mentioned previously is related to process of business and economic translation rather than the translation product. Therefore, It can be said that business and economic translation is one of the controversial issues among translators, linguistics and theorists in translation studies,
due to the variety of problems with specialised translation and the difficulty of translation in this field, such as lexical, syntactic, polysemy, semantic, collocations, and cultural differences between SL and TL texts etc. To the best of our knowledge, it can be seen that research in this area has been limited, the few researchers writing in the field of business translation deal specifically with the product translation and challenges faced by the translator. Therefore, the present study attempted to investigate the challenges and limitations of Business Translation from English into Arabic language through the product oriented approach.

2. Methodology
Concerning the theoretical approaches and the framework for the analysis of the study, it has been based on the Holmes (product-oriented) theory of translation study (Holmes, 1988, p. 72), which was developed by Toury (1995, p. 10), as a descriptive translation study. It has been intended to serve as a descriptive and analytical translation study of the product-oriented approach to the translation of business and economic texts from English into Arabic.

The descriptive analytical method has been applied in the examination of the content analysis (text-based analysis) of the selected Arabic texts translated from English business texts in order to find out the main semantic problems and challenges in the translation product. Moreover, an analytical approach to the qualitative aspect has been employed in this study. Since this study is focused on the product of translation and is an analysis of the translated texts of the same source texts, it is a "descriptive" study.

In addition, the study follows a model to analyse the differences between the meanings of the translated business texts and the original English texts. According to Nord, the comparison of ST and TT, as well as translation criticism, "can be based on the model of translation-oriented text analysis" (Nord, 2005/1991, p. 182). The model is primarily based on Vinay and Darbelnet's (1958/1995, p. 31) classification of direct and oblique translations and consists of a comparative model and a descriptive model. Therefore, the model that has been used to detect the lexical challenges that translators face might lead to changing the meaning from that expressed in the original English business texts, or the language of the translated text might be far from the specialised translation that appears in quality assessment of translation products.

The scope of the study has been restricted to the analysis of four business documents for tenders, which are announced by different national and international non-governmental organizations and translated from English into Arabic. The selection of business and economic texts has been based on a non-random sampling that has been focused on the translation products of two years, which are 2019 and 2020 in Iraq, specifically in Erbil, Kurdistan Region.

3. Data Analysis and discussion
This section is a practical part of the study regarding data analysis and discussion of business and economic parallel translated texts. It attempts to show the challenges and problems that translators face when translating business and economic texts, specifically tenders and bids. The analysis of texts has shed light on the semantic problems and challenges faced by translators through the analysis of synonymy, semantic collocations, and the role of semantic equivalence inaccuracy in business translated texts.
3.1 Semantic Problems and Challenges
The phrase "semantic translation" indicates the sort of translation that focuses on transferring the meaning from the source language into the target language clearly and accurately. As George defined it, "Semantics is the study of the meaning of words, phrases, and sentences." (George, 2005, p. 100). In business translation products and semantic analysis, there is always an attempt to focus on what the words traditionally mean and choose the target semantic meaning.

3.1.1 Synonymy and Polysemy
Generally, the word "synonym" indicates to terms that have either the same or near meaning, as Newmark pointed out that “the word 'synonym' in the sense of a near TL equivalent to an SL word in a context”. (Newmark, 1988a, p.84). Synonyms are fairly common in business and economics contexts, as they are in any other specialised domain. They differ from one another based on the type of text, style, and meaning, and they have different collocation limitations, resulting in different meanings. They depend on the context and the purpose of the text, which creates obstacles and challenges in the translation of the economic terminology. Therefore, translators should be aware of both the source language systems and the target language's culture when dealing with synonyms, especially in the business and economic domains. Therefore, synonyms in business and economics texts could be considered as obstacles and challenges in translation.

Table 1: Arabic Synonym

<table>
<thead>
<tr>
<th>ST2</th>
<th>TT2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instructions to Suppliers</strong>&lt;br&gt;(...)</td>
<td>للموردين تعليمات&lt;br&gt;(...)</td>
</tr>
<tr>
<td><strong>How does (NGO) decide who wins the Contract?</strong>&lt;br&gt;4- The successful supplier(s) will be contacted in order to begin contract finalization&lt;br&gt;(...)</td>
<td>كيف تقرر (المنظمة) من الذي سيفوز بالعقد؟ سيفوز الذي تقرر كيف الإحالة عليه ترسو الذي بالجهز الاتصال 4- سيتم معه التعاقد ويتم معه التعاقد ويتم&lt;br&gt;(...)</td>
</tr>
<tr>
<td><strong>Transport requirement:</strong>&lt;br&gt;Costs for transportation should be included in the quotation as a separate cost; supplier is responsible for obtaining required permissions&lt;br&gt;(...)</td>
<td>النقل متطلبات&lt;br&gt;و منفصل. بشكل العرض في النقل كلفة تضمين يجب منطقة إلى النقل موافقات عن مسؤول يكون العزود&lt;br&gt;التسليم&lt;br&gt;(...)</td>
</tr>
<tr>
<td>also Blocked party screening will be done for the suppliers</td>
<td>المحظورة الأطراف لحظر فحص إجراء سيتم كما للموردين</td>
</tr>
</tbody>
</table>
Table 1 illustrates that the translator has translated the term "suppliers" in the target language using three different Arabic synonyms, which are مورد - مجهز - مزود (مورد - مجهز - مزود) while (suppliers) in the source language it is the same term in all three sentences. The analysis of the above examples have revealed that the translator has used the words (مجهز و مزود) instead of (مورد), which are translated by different synonyms in the TL and inaccurate equivalents of (مورد) in business contexts. This may be acceptable in general translation, but it is far from specialized terminology, as Ghazala states that "Synonymy poses problems concerning the difference between the levels of closeness or absolute identification of the meanings of synonymous words compared with one another in the same language as well as between the two languages, the SL and the TL, and how effective/ineffective that difference may be on meaning in context" (Ghazala, 2008, p.19). Despite the fact that Arabic is a rich language with several synonyms for the same concept and that there is no difference between Arabic words such as مورد و مجهز و مزود, they are different from a specialized translation standpoint. When dealing with synonym words of business and economic terms, as Nida and Taber pointed out, a translator "must select only those meanings which compete in the same semantic fields" (Nida and Taber, 1969, p.64). Therefore, it seems clear that it is necessary to consider the componential features of the synonyms' meanings in order to choose a proper term closer to the semantic and grammatical structures of the target language. A possible solution to this problem is to use the word مورد for all circumstances of translation in order to establish an appropriate equivalent in the target language instead of rendering it into different synonyms, especially in literal translation. As a result, when dealing with synonymous terms, the translator should consider the cultures of both SL and TL, because it is possible that these words are connected with other words in the same economic context and get a different meaning.

Table 2: Inaccurate Synonym

<table>
<thead>
<tr>
<th>Example 1</th>
<th></th>
<th>Example 2</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ST1</strong></td>
<td><strong>TT1</strong></td>
<td><strong>ST4</strong></td>
<td><strong>TT4</strong></td>
</tr>
<tr>
<td>All responses will be opened by the Islamic Relief Iraq Procurement Committee and all Bidders will be notified of the results.</td>
<td>سيتم فتح جميع العروض من قبل لجنة المشتريات للغة الإسلامية ويتم إخطار جميع مقدمي العطاءات بالنتائج</td>
<td>The Contractor must promptly notify Our Organization in writing within two (2) calendar days of any problems, delays, or adverse conditions which materially impair the Contractor’s ability to meet the</td>
<td>في كتابي الفور على منظمتنا إخطار المقاول على يجب أو مشاكل من أي تقويمية أيام (2) يومان غضون مانحة إعالة إلى تؤدي معاكسة ظروف أو تأخير حالات على يجب متطلبات على تلبية المقاول قدرة عن و إضافي وقت توفير في الكامل حقه يعفي أن المقاول</td>
</tr>
</tbody>
</table>
requirements of the contract. The Contractor must relieve its right in its entirety to additional time and/or compensation should it fail to provide written notification with the aforementioned timeframe.

The vendor shall notify the organization if any of the requested materials & services will be provided by another subcontractor.

Example 3

<table>
<thead>
<tr>
<th>ST3</th>
<th>TT3</th>
</tr>
</thead>
<tbody>
<tr>
<td>All responses will be opened by the (Association) Procurement Committee and all Bidders will be notified of the results.</td>
<td>المشترకات لجنة قلب من العروض جميع فتح سيتم مقدمي جميع إخطار وسيتم الزراعية (الجمعية بالنتائج العطاءات)</td>
</tr>
</tbody>
</table>

As shown in the (Table 2), the term "notify" in examples from 1 to 3, the translator struggled when choosing to translate it as a business term, illustrating the difficulty of determining the correct meaning of the word in the target language because the word (notify) can have multiple meanings in Arabic (e.g., إخطار, إبلاغ, إعلام). The one that has been chosen (إخطار) for the business and economics domain is not appropriate semantically in this context. In order to overcome the challenges and obstacles of translating business synonym words into Arabic, it is necessary for translators to be aware of polysemic words and pay more attention to context, text type, collocations, etc. when translating from English into Arabic. As the term "notify" has different meanings in Arabic, as mentioned in The Oxford English Arabic Dictionary of Current Usage (Doniach, 1972, p.822), such as (إبلاغ – إشعار – إخطار). As a result, a possible solution is proposed: the translator could substitute one of these words (إبلاغ, إعلام، إشعار) for (إخطار), which comes to mind as a negative term.

3.1.2 Semantic Collocations

Collocations are two or more words that usually appear consistently together in the language in different texts and contexts. (Ghazala, 2008, p.19). Some English collocations have direct Arabic equivalents, such as "bank statement" meaning "كشف مصريـي" Therefore, these can be safely translated word for word, but there are some collocations word-for-word translation should not be considered a normal way of dealing with collocations because it often leads to inaccurate translation. (Mughazy, 2016, pp.59-60).

Table 1: Wrong Collocation
The information in (Table 1) has been taken from a request for a quotation for goods. In the example above, the translator made a mistake in translating the business collocation into Arabic. The analysis of the business text reveals that the translator translated the common business collocation "financial offer" into "جدول الكميات". The difficulties and challenges that the translator has faced in translating this collocation is obvious in this context because, as mentioned in the dictionary *Al Fareed in Finance & Economics, English-Arabic* (1985, p.8), the back-translation of "جدول الكميات" could be translated as "quantities table" or "quantities list," resulting in a change in the original message (see 3.8). According to the *Glossary of Commercial, Economic, & Financial Terms* (2002, p.72, 114), and the *Interpreter's thematic dictionary:... accounting, commercial, economic, and financial... expressions; English-Arabic* (2005, p.123), the collocation "financial offer" could have been better translated into "عروض مالية". Therefore, to overcome these challenges and problems, the translator should focus on the overall meaning of the collocation as well as the semantic level of business collocation meanings.

### 3.1.3 Semantic Equivalence Inaccuracy

Problems and challenges appear due to non-equivalence at the semantic level between SL and TL in the translation product of business and economic texts. This is especially true for business tenders and bids, as they are a subcategory of technical texts, and the translator may find it difficult to choose the accuracy of the semantic (Ghazala, 2008, p.83). As a result, translators must use specialized dictionaries to find an equivalent for a specific word or phrase, especially in the early stages of translation when semantic equivalence inaccuracies appear and the target language may have a different meaning from the source language.

#### Table 1: Inaccurate Semantic

<table>
<thead>
<tr>
<th>ST2</th>
<th>TT2</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-The <strong>selected supplier</strong> will collect all the cows in one place</td>
<td>6- على الشركة الفائزة جمع جميع الابقار في مكان واحد</td>
</tr>
<tr>
<td>7- If any cow is infected or has an apparent impairment or rejected by any other reason, the <strong>selected company</strong> has to be replaced with a healthy one.</td>
<td>7- أي بقرة مصابة أو لديها عاهة ظاهرية أو باي سبب آخر تم رفضها على الشركة الفائزة تدويلها بأخرى.</td>
</tr>
</tbody>
</table>

The analysis of (Table 1) has revealed that the translator did not accurately select the target semantic term, as "selected supplier" and "selected company" were both translated as "الشركة الفائزة" despite the fact that each of them has a distinct meaning, e.g., as it is mentioned in the Dictionary *Al Fareed in Finance & Economics, English-Arabic* (1985, p.103), the former means "الموردة" and the latter means "المختارة". The challenge and difficulty that the translators are related to the inaccuracy of the choice of semantic...
equivalence, as it is apparent the translator relied on a more general term in their translation, as (الشركة الفائزة). In this context, the meaning (الشركة الفائزة) may be logically acceptable to some extent, but in terms of specialized translation, it is far in business and economic context, as the back-translation of the phrase (الشركة الفائزة) is "winning company". It seems clear that (الشركة الفائزة) is not semantically equivalent to the source text, where the meaning of the source language phrase is different with the target language semantic. To avoid these issues and challenges, it may have been preferable to render the phrase "selected supplier" as (المورد), because "supplier" is a very common specialized term in the business and economic domain, and (supplier) is directly semantically equivalent to (المورد) in the target language. Therefore, a possible solution to these problems and challenges is that the translator should use special terms to translate specialized texts that refer to specific concepts.

4. Major Findings of the Study
This study's challenges and problems in translating business and economic texts have been discussed in the analytical tools and data analysis section. The major findings have been summarized as follows:

- The analysis of business and economic texts has revealed that inaccurate synonyms appear more frequently than other issues in translating business texts in the target language.
- According to the findings of the data analysis, although it seems that business translation is simple at first sight, it requires more attention and focus due to the ambiguous terms that may be semantically related to other aspects in the context.
- The results of the comparative descriptive analysis between source and target texts have indicated that translators, in many cases, have used various synonyms in Arabic texts instead of standardizing economic terminologies.
- According to the findings of business text analysis, semantic collocation problems are some of the challenges that translators face and may lead to ambiguity of meanings through the use of wrong semantics in target texts, as semantic collocation is part of the content and meanings of texts.
- Also, the findings of the study have shown that specialized business and economic dictionaries play significant roles in overcoming terminological challenges and problems that translators face when translating business documents.
- The findings of business and economic texts analysis and translation have indicated that descriptive analyses and theoretical discussions of business translation in this study can be used as a guide for translators, particularly novice translators, to overcome challenges and problems.
- It is worth mentioning that the results of the comparative descriptive analysis and translation of business and economic texts have shown that, in some cases, translators resorted to Google Translation which resulted in loss of the coherence and cohesion in target texts.
- The findings have also indicated that business and economic terms may have more than one accurate and faithful translation. Nevertheless, one translation can be appropriate particularly in the case of the specialized translation of tenders and bids in business texts.

5. Conclusions
The challenges and problems that translators face are various. The present study, however, has narrowed them down to some cases related to semantic and cultural issues. As a result of the careful analysis of the data collected in order to answer the research questions posed in chapter one, the study has reached the following conclusions:

- Business translation poses major challenges and problems for translators, both linguistically and culturally, because it requires an accurate transfer of meanings both semantically and syntactically to the target language.
- The study has concluded that cultural and Arabization phenomena rarely appear in business and economic tenders and bids in comparison with other areas of economic and business texts, e.g., metaphor in general business texts, equivalence in economic translation, or cultural background in economic terminology.

According to the data analysis and the main findings of the study, the study recommends the following:

- In order to make sure that business and economic terms have been translated appropriately, the study recommends using back-translation for the terms needed for reliability and faithfulness.
- Translators must be able to comprehend the nature of business and economic documents to be able to provide acceptable translation products, especially when terms and phrases have no equivalents in the target language.
- Translation departments at universities are assumed to provide specialised bilingual dictionaries and practical, specialised translated booklets in business and economic fields in order to overcome the challenges and problems of specialised translation.

Since every study has limitations, this study could not cover all aspects of business translation. The following topics can be suggested for further studies:

- Critical Discourse Analysis of Business Terminology in News Activities Translation between English and Arabic.
- Translating Business Collocations and Acronyms in Finance Documents from English into Arabic: A Descriptive Analytical Translation Approach.

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