LANGUAGE-BASED EARNINGS DIFFERENTIALS.
TEACHING TERMINOLOGY
Part III

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The authors tend to put in sight the actors' specific skills expectations on productivity and on remuneration. Since wage rates the productivity, naturally a more skilled worker will be inclined to earn more. As the skills are acquired through the education process, the latter confers benefits standing for wage premium. Both the individuals and the society spend a lot of resources to learn languages. Education can be considered as an investment whose *rate of return* can be estimated covering two periods , the '*long*' and the '*short*' ones – up to the age of 15 and after it (for a longer education).

Those who are trained to learn economic terminology, the second year students of the economic faculty, in our case, are given accordingly sixty hours to exercise, accumulate and memorize terms in different fields of economy.

The terms are studied according to certain linguistic modeling involving direct relevance for language education choices. Moreover, the main objective is that the acquired linguistic attributes can generally influence earnings resulting in earning differentials.

According to the documents Harmonized System (HS) of goods representing European Standards in Trading includes 18 items (categories) of goods. For example section III entitled "*Animal or vegetable fats and oils*" is represented by two translation lexicons as "*cognate pairs*". Ex. Ro. *Margarină, amestecuri alimentare de grăsimi*. Engl. *Margarine and vegetable fats*. (Ru. *Маргарин и растительные жиры).*

Out of the first two items of translations four cognate pairs were registered : Ro. *margarină* / Engl. *margarine*, (Ru. *Маргарин)*; the second pair is Ro. *amestecuri* / Engl. *mixtures*, (Ru. *смеси*); the next one, the third cognate pair is Ro. *vegetale*/ Engl. *vegetable*, (Ru.*овощи)* and the fourth cognate pair is Ro. *ulei(uri)* / Engl. *oils*, (Ru. *Нефть).* Here is a number of cognate pairs in Romanian and English in Section III: *băuturi/ beverages; tutun / tobacco; vin/wine, băuturi spirtoase / spirituous beverages; sosuri / sauces; condimente / condiments; cereale / cereals; patiserie / pastry (cook); ciocolată / chocolate; zahăr / sugar*. In Section VIII "*Raw hides and skins, leather, furskins*" there wasn't identified any cognate pair. These words were historically distant enough and can't be challenging to model. These words don't share cognate pairs. Articles from Section IX *Wood* such as: *wood continuously shaped* (Ro. *lemn profilat*), Engl.*particle board and similar board;*Ro. *plăci aglomerate și panouri similare*, *fibreboard of wood or other ligneous materials* share only one cognate pair. Historically related they are distant enough and share the fewest number of cognate pairs.

The same picture is repeated in Section X: "*Pulp of wood; paper and paperboard*". Among the translation lexicons as English *uncoated paper and paperboard, in rolls or sheets* ; Ro. *hârtii și cartoane necretate în rulouri sau coli*, Engl. *printed books, newspapers, pictures and other products of the printing industry*, (Ru. *печатные книги, газеты, фотографии и другая промышленная продукция),* there are only two cognate pairs. In Section XI "*Textiles and textile articles*" as well as in Section XII *Footwear, headwear, umbrellas*" the translated lexicon (TL) demonstrates that the *distance pairs model* dominates. It is clearly shown that the terms are of distant origin. Compare: Engl.*Carpets and other floor coverings*;Ro. *covoare și alte acoperitoare de podea din materiale textile*;Engl. *knitted or crocheted fabrics*; Ro. *materiale textile tricotate sau croșetate*, Engl.*footwear with outer soles of rubber*;Ro. *încălțăminte cu fețe (talpă) din cauciuc*. There were identified 7 cognate pairs: Ro. *umbrele* / Engl. *umbrellas*, (Ru. ***Зонты***); Ro. *croșetat* / Engl. crocheted, (Ru. *связанный крючком)*. As to the products for export trade Section XIII contains articles of *stone, plaster, cement or similar materials; ceramic products, glass and glassware*, enumerate four items of translation lexicons: Engl. *articles of asphalt or of similar material* ;Ro. *articole din asfalt și din materiale similare*. The following cognate pairs are identified: Ro. *asfalt* / Engl. *Asphalt*. The above mentioned articles predominately use models of

cognate pairs, as they share neither meaning nor similar surface form. *Distance pairs models* usually arise when both words are derived from different root forms.

The next Section XVI includes a great number of cognate pairs. It reflects the *electrical machinery and equiment, reproducers, air-conditioning machines, air and vacuum pumps, gas compressors*. The last XVIII Section according to the Harmonized System of goods includes: *technical novelties as optical, medical, musical instruments and parts and accessories threof*, where more than 95% are translated using the cognate pairs model. In order to translate arbitrary distant languages, the educators (the translators) use a two-step model via bridge language.

Mastering three or more languages any trainee (student) can identify and use "cognate pairs" models and "distance pairs" models in order to overcome contextual non-equivalents.

Various learning techniques models covering co-trainees at seminars, could employ these additional measures to create the appropriate accuracy.

Literature

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