

Batumi Shota Rustaveli State University

Faculty of Humanities

Department of European Studies

Imnadze Medea

**Sailors' Professional Speaking Strategy and Tactics (on the basis of the
English, Russian, and Georgian Languages)**

Summary

of the Doctoral Dissertation submitted for acquiring academic degree of Doctor of Philology

Academic Advisor: Associate Professor Asmat Ardzenadze

ბათუმი

2020

Introduction

The given work is dedicated to an extremely important problem of general linguistics and theory of translation such as planning professional discourse (namely, marine relationships), integrate it into cross-cultural communication and translation.

The 21st century challenges modern experts with high demands within international globalization processes in any field: comprehensive and profound knowledge, practical skills, effective communication in a professional field, i.e. communicative competence is an integral and fundamental part of the professional competence. This statement is mostly related to all fields of human social and professional life. In some cases, however, it becomes vital, such as: judicial discourse, medical discourse, didactical discourse, as well as professional marine communication, since coordinated work is crucial for the marine crew in their professional interaction. In extreme situations, which are quite frequent in seamen's everyday activity, the main thing is to understand (percept) orders adequately and to react as quickly as possible which is impossible in case of low professional communicative competence.

Ship crew is an international staff, where people of different culture work in one professional environment, so apart from professional communication difficulties, there are intercultural communication problems too. Any crew member should have relevant knowledge and skills necessary to understand communicative behavior of others and fulfill his own communicative program. In other words, every professional must plan his or her speech act correctly, choose necessary tactics and strategy in accordance with communication field, aims and situation.

Lingual methods usage in a professional field is one of the important parts of modern linguistics, namely, sociolinguistics, as for the speech acts of seafarers, choosing its tactics and strategies is especially relevant for our country. Since marine activity in Georgia has been influenced with two languages for a long time: English, as an international language for seamen, and Russian language and culture (because of well-known social and political situation). Under given conditions, it is of utmost importance to study Georgian speech in marine communication in the context of English and Russian speech tactics and strategies.

Marine communication is the unity of two specific communications, since its members are the representatives of different cultures (it may cause a failure of effective communication), at the same time, these people work in one professional field, they have professional education, similar background knowledge, typical speaking situations, which ensures successful communication.

It should be noted that problem of adequate translation is absolutely critical while intercultural communication. The members of marine communication represent different cultures even within one crew, but quite often they have to deal with the representatives of sea ports of foreign countries (pilot, operator, customs service officer and others). That is why one of the most important conditions for successful communication are: comparison of given tactics and strategies in Georgian, Russian and English languages and analyzing problems of their translation.

All above mentioned proves the **topicality** of our doctoral research, which is dedicated to studies of strategies and tactics of seamen's professional speech (based on the materials of English, Russian and Georgian languages).

Modern world is multicultural. That's why successful intercultural communication is necessary for every professional activity, even more, choosing appropriate strategies and tactics of communication is an essential part of professional communication.

Forming professional and working competences is undoubtedly important in every field, especially in marine communication, first of all, due to contact with people of different nations and culture. Beside, misunderstanding in communication may cause an emergency situation. People who are not aware of communication strategies of different nations often make mistakes causing a complicated situation.

The importance of marine discourse research for Georgia, especially for our region, must be underlined in terms of modern scientific achievements. Ajara and Batumi Sea Port have always had an important place in an interesting history of Georgian navigation. Nowadays, when Batumi Martine Academy brings up a professional staff of seafarers, the complex study of marine discourse is very important. As Georgian marine discourse has been studied only for last 20-25 years, there are still some hidden issues, especially taking into consideration the fact that the main attention of scientists was paid to marine vocabulary and terminology.

Based on the above mentioned, the **aim** of our doctoral research is to study specific features of marine communication tactics/strategies and professional translation in terms of intercultural professional communication (based on the materials of English, Russian and Georgian languages), which undoubtedly is a **novelty** in Georgian professional space.

We have set the following specific **objectives** to achieve this aim:

- 1) Extending the concepts of intercultural communication and speaking tactics and strategies, as well as specifying their classification in scientific literature;

- 2) Defining the features of marine professional discourse based on the materials of English, Russian and Georgian languages;
- 3) Studying influence of chosen tactics and strategies on intercultural communication success/failure;
- 4) Arranging empirical materials in accordance with strategies and tactics distinguished by us;
- 5) Analyzing problems of marine discourse translation.

Theoretical importance of the doctoral research is to specify and improve some concepts (professional communication, discourse, communicative behavior, speaking tactics and strategies, etc.). Less studied problems of marine professional discourse translation have been discussed.

Practical importance: practical importance is undoubtful, since analyzed material and conclusions are interesting for linguists, translators, for preparing professional staff and they can be used on practical lessons in some fields (sociolinguistics, general translation theory and practice, text linguistics, intercultural communication and others). Studying Georgian marine phrases will help in preparing marine professional staff; it will be also useful for translators for translating marine discourse.

Our research is based on methodology of complex method that will ensure the effectiveness and reliability of conclusions, the following methods have been used while research process:

The method of linguistic description, the main means of comparative-typological method, the method of interpretation and generalization, method of analogues (similarities), method for establishing interlingual equivalence and the main method of hermeneutics – explanatory analyses.

The research has the following structure due to its aims and tasks: the study consists of the introduction, three chapters, the conclusion and the bibliography.

The first chapter - the role of strategy and tactics in a successful intercultural communication – is the theoretical basis of the research, the role of strategy and tactics in a successful intercultural communication is reviewed, it consists of the following paragraphs: 1.1 the concept of communication and its types; 1.2 intercultural communication and conditions of its success/failures; 1.3 tactics and strategy of a communicative behavior and the Speech Act Theory.

The second chapter – classification of seamen’s professional communication types and defining marine discourse in English, Russian and Georgian languages – consists of three paragraphs: 2.1 professional relations, its features and main functions; 2.2 complex classification of seamen’s communication; 2.3 defining marine discourse in English, Russian and Georgian languages.

The third chapter – classification of marine speaking tactics and strategies and their translating transformations in intercultural communication – consists of three paragraphs: 3.1 the unity of strategic aims of marine communication; 3.2 means of speaking tactics in English, Russian and Georgian languages; 3.3 translating transformations caused with communication tactics and speaking strategies.

In the conclusion summarizing theoretical statements and conclusions of empirical material analyses are given.

Chapter I - Role of Strategy and Tactics in Successful Cross-cultural Communication

1.1. Concept of communication and its types

Speech study was founded by Ferdinand de Saussure, while oral communication became the object of linguistic studies in the 60-ies of the 20th century within scientific-technical revolution. The necessity of its theoretical studies was caused with predominating of mass communication.

Neologism “communicology” has been introduced in linguistics, which has four meanings:

- 1) Theory of communication;
- 2) Types of communication (mass communication, group, intercultural and other);
- 3) Sciences and schools studying communication (sociology of communication, psychology, etc.);
- 4) Communication practice in different fields using various means (Шарков 2001:185);

R. Jacobson, I. Lotman, L. Wittgenstein, K. Levi-Strauss, R. Barthes. P. Gries, J. Derida, T. Newcomb are the most important representatives of communicology.

According to data given by the National Library of the Parliament of Georgia the word “communication” comes from a Latin word “communicare” that means “make it clear for

everyone”, it has three meanings: 1) to transfer information from one system to another; 2) communication is sharing opinions, feelings, attitudes and ideas between people by means of transference, relationship; communications, information communication, system of information (<http://www.nplg.gov.ge/gwdict/index.php?a=term&d=6&t=4752>).

According to Konetskaya, communication – in terms of interpersonal and mass relationship, is a socially conditioned process of information transference and perception, which is made with different channels and means of communication (verbal, non-verbal, etc.).

Communication is a central concept of socio-communication. The essence of it is that it is a focused relationship, which is implemented in a specific situation according to the norms of speech activity. It is possible to characterize types of communication on different basis: there are following levels in communication: semiotic level, linguistic, paralinguistic and synthetic levels. One of the most important classifications of communication is oriented on the range of its functioning. V. Konetskaya distinguishes the following:

- 1) mass communication (in a whole society);
- 2) limited communication (within social groups – companies, societies, etc.);
- 3) local communication (in micro-groups and professional groups);
- 4) Intergroup communication (in small groups, family, etc.);
- 5) interpersonal communication (between two individuals);
- 6) intrapersonal communication (between the individual and digital means of information transference);

The attempt to create communication typology on a functional basis turned to be inefficient since functional features intersect and quite often, their parts coincide (Конецкая 1997:112).

1.2. Intercultural communication and conditions of its success/failure

Intercultural communication means connection and relationship between representatives of different cultures, which can be expressed either in direct contact between separate individuals and their unity or by means of indirect contact: writing, electronic communication. According to A.P. Sadokhin's explanation, “intercultural communication is a unity of diverse interrelation between representatives or groups of various cultures” (Садохин 2005:28).

Unawareness of other culture can often cause the situation of culture shock for communicants. This term has been introduced in scientific literature since the end of the 50ies of

the XX century to express tension, uncertainty and worrying, which a person or a group of people may feel while being in a new and unusual cultural environment (K. Oberg, Culture Shock and the Problem of Adjustment in New Cultural Environments).

In some cases, culture shock may disappear painlessly, but sometimes it may become a serious conflict. The point is that in a process of professional marine communication, the crew members have communicate mostly in closed spaces, which is an additional psychological problem for such communication. That's why it is necessary to study seamen's professional communication in terms of theory of conflict studies, since marine communication is a complicated type of intercultural professional communication, which is characterized with different forms of failure: starting with insignificant mistake, inaccuracy and finishing sometimes with a conflict. In our opinion, knowing cultures, learning intercultural communication skills, good professional training, etc. can ensure successful professional communication, the last also ensures choosing appropriate communicative behavior strategies and tactics for all typical situations.

1.3 Tactics and Strategy of Communicative behavior and Speech Acts Theory

One of the foundations in the theory of communication is the Speech Acts Theory, which is reviewed as speaking strategy and tactics in the works of J. Austin, D. Sorl, P. Stroson, M. Bakhtin, and N. Arutyuniva. In modern linguistics speech acts are perceived as a minimal unit of communicative behavior, which is the significant part of linguistic pragmatics as a theory of speech acts. According to this theory, a sentence is not a minimal unit of communication, but "fulfillment of some act, such as question, order, description, statement, explanation, apologize, gratitude, congratulation and other."

Intense studying of speech acts is caused due to the fact that the act of communication is related to an addresser's attempt to make an influence on an interlocutor. The speaker chooses particular speaking program in accordance with pragmatic aims, which is organized on the basis of purposes, this is exactly the communication strategy, which forms a particular "vector" of relationship. The more exactly (adequately) the communication is chosen, the more successful is the result of communicative interactions for the speaker.

The concept of communication strategy and tactics is actively used in modern studies of different discourses. In O. Issers' opinion, it has different definitions based on the research material, there are two essential approaches distinguished – cognitive (cognitive or conclusive, strategies) and interactive (speech strategies), which don't exclude each other. In most cases

communication strategy is related to motives, intensions, some general (macro) aims and chooses more adequate means to achieve it. This task is solved with communication (speech) tactics, which is defined as one or several actions, realizing strategies (Иссец 2006:110).

Real communication situation is characterized with a point that the communication goal is being achieved with making several communication steps, which are equal to the meaning of tactics. O. Issers thinks that despite the communication strategies and tactics are widely used, their results in professional communication studies cannot be considered to be sufficient. Knowing speaking tactics and strategies is an important part of professional training. Professional business relation is a specific communication situation. It consists of some components, changing of which can cause the changing of communication situation that requires replacing of language techniques to be used, and moreover, even variation of a whole speech act: addresser, addressee, their interconnection, style of relationship (official, neutral or friendly), communication aim, means (verbal, non-verbal, mixed), form of communication (written/oral, contact/distant), place of communication (Беликов, Крысин 2001:61).

So, the point is as follows: in order to train professional staff in a society, it is necessary to study competences of all professions, including speaking competence, which is necessary for successful communication.

In Roger Bell's opinion, communication competence is "knowledge and skills, which is necessary to understand speech act of others and fulfill speaking program in accordance with communication field, aims and situation. These skills are formed within interaction between humans and social environment while gaining a social-communicative experience" (Bell 1976:50).

Chapter II Classification of Seamen's Professional Communication Types and Defining Marine Discourse in the English, Russian and Georgian Languages

2.1 Professional Relations, its Features and Main Functions

A human being is a social creature, and thus, in constant need for communication with other human beings. According to linguists, communication, including professional, is connected to speech and communicative behavior (Van Dejk, T.A. Frumkin, R. Demyankov, V. Issers, O. Norman, B. Zaretskaya, E. Karas, etc.).

Unlike everyday living and interpersonal communication, professional one is often compulsory and is more strictly regulated from normative, organizational and cultural side. The sense of professional relationship is changing its members' opinion, valuation, goals, psychological condition, behavior by means of cognitive and assessing information exchange in accordance with the interests of achieving specific effect. In E. Zaretskaya's opinion, there are two interrelated aspects in professional relationships between company employees – interaction and interrelation. Interaction depends on production technologies and job responsibilities and is oriented on mutual action in order to produce a product or a service (Зарецкая 1998:48).

Therefore, professional relationship has an active feature, it is determined with specification of professional activity, its structure, aims and tasks. Professional relationship effects the work quality, whereas professional activity sets more requirements to qualification and professional relations. According to O.I. Goihman and T.M. Nadeina, speech is the way of learning professional skills, its fulfilment, development and transference. The culture of professional speech means the following:

- knowing terminology of given specialty;
- skill of writing and understanding a report on a professional topic;
- skill of organizing and managing professional dialogue;
- skill of communicating with non-experts about professional issues (Гойхман, Надеина 2008:191).

As Ladaria says, conversations within working relationships, unlike everyday conversations, are characterized first of all with its purposes. Professional culture means having special skill of professional activity, behavior culture, emotional culture, general speaking culture and professional relationship culture.

Learning special skills is possible during professional training. Behavior culture is being formed in accordance with ethnic standards of a society. Emotional culture is an ability to control our own psychic condition, to understand emotional condition of a speaker, to manage our own emotions, calming down excitement, overcome shyness, and make an emotional contact.

Nodar Ladaria calls features of professional speech sociolect and discusses functioning of many sociolects in a society. Unfortunately, the author doesn't analyze speech features of separate professions, but while describing sociolect he gives an example of youth slang and

underlines the fact that abovementioned speaking features are put into communication “based on general language models” (ღვდნობა 2008:58).

2.2 Complex Classification of Seamen’s Communication

Georgia is historically a sea country, a well-known myth about Argonauts tells us about a high level of Georgian navigation in ancient times that Georgian language speakers were involved in an intercultural communication, thus marine sociolect (in its broad meaning) has been formed gradually. There were two factors that made the greatest effect on it:

- 1) changes were caused with scientific-technical progress;
- 2) the leadership of different countries (the Netherlands, Spain, and England) in marine field was caused with social-political and economic processes;

English language and then Russian in Soviet period made the most significant influence on our country and accordingly, on marine vocabulary and phrases. Batumi is a sea town and has a great experience in marine staff training, marine communication has been studied by PHD students and teachers (N. Putkaradze, M. Abashidze, S. Rodinadze, M. Aroshidze, etc.) of Batumi Shota Rustaveli State University and State Marine Academy in response to XX century linguistic challenges. Marine topic has become the research subject for many scholars from Batumi State Marine Academy (Z. Bezhanyan, L. Khardina, T. Mikeladze, K. Zarbazoya, etc.).

Despite this, marine communication needs detailed and systematic studies in diverse directions, and first of all it concerns speech planning, speaking techniques and strategy studying based on the materials of different languages. Since English is an international maritime language and due to social-political paradigm Georgian navigation was developed under Russian pressure, characterizing marine communication on the basis of English, Russian and Georgian languages is of an utmost importance.

The task required a complex description of specific features of seamen’s communication. It turned out to be such a diverse type of intercultural professional communication that we used several bases to classify it (see conceptions by Pochevtsov and Konetskaya given above): I - marine communication from semiotic point of view; II – according to functional range; III – relationship types based on the status of communicants; IV – features of intercultural communication.

Let us analyze specific features of marine communication according to all types:

I - Marine communication from semiotic point of view is of a mixed character. Both verbal and non-verbal means are used (The International Code of Signals, INTERCO have been

designed), which was accepted by all sea countries. It entered into force in 1901 and it was modified later in 1931. The last revision was done in 1969, each flag means a particular letter as well as a sentence at the same time, there are also Morse code equivalents given.

Unfortunately, marine activity is full of accidents. The main attention is paid to seamen's rescue that's why number of codes have been designed that enable ship crew to inform society about an accident and ask for help. Despite modern technologies, marine communication has been using the Morse code till now – the code built on the combination of full stops and dashes. It is interesting that when there is a danger, seamen send signal SOS (three full stops, dash, three full stops), i.e. as one long vowel, although there is an opinion suggesting that SOS is an abbreviation of the following: "Save our souls" or "Save our ship".

Symbolic universal of professional marine communication is not represented by only non-verbal signs. As E.N. Zaretskaya says, language units get specific connotations within professional relations, which create their professional code.

II – marine communication description according to functional range is different within official and unofficial relations. Since seafarers are in an open sea for a long time they have unofficial relationships in their free time apart from business relations while working. In official situation seamen's relations are mainly local communication inside seamen professional group, while during unofficial communication intergroup and interpersonal relations are quite intense. The point is that there are different micro-groups separated within one crew united with various similarities.

- a) according to professional specialization or status (engineers, navigation officers, able seamen);
- b) from ethnic or ethnic-regional point of view (Englishmen, Russians, Filipino, etc.);
- c) according to confession: (Christians, Muslims, Buddhist, etc.);
- d) there are less micro-groups according age (young unexperienced seamen and elderly experienced ones);
- e) groups according gender factors are eventually increasing;

In cases with micro-groups (since 1972 when the USA Congress cancelled some limits in the Navy related to women).

III – Marine communication is not unvaried even from point of view of relationship based on the status of communicants: not surprising, hierarchical communication predominates in official business relations, since ship crew is staffed with employees of different status

(master, chief officer, chief engineer, ordinary crew members, etc.) and no wonder it has a hierarchical character:

- a) addresser (senior) - addressee (subordinate);

Priority connection is direct in this case; communicative act - order is predominated; as for the communication type, there is only a monologue given in the conception by Pocheptsov, but in marine communication dialogue is predominated which is caused with the necessity of conforming acceptance of senior's order by a subordinate

- b) addresser (subordinate) - addressee (senior);

This is a hierarchical communication too, but since it is initiated by a subordinate, questions, requests are predominated, rather than an order. At the same time a dialogue is caused by the situation. Apart from hierarchical communication there are democratic relations too in marine communication when both communicants are equal, for example: addresser (able seamen) – addressee (able seamen) and so on. In such cases feedback is very important, so dialogue is predominated.

IV - specific features of intercultural communication are expressed in direct relationships between the representative of different cultures. Variety of crew members' cultural origin is widely known. They differ with cultural values, national traditions, dressing, behavior, diet, living environment, viewpoints, etc. Marine communication is quite specific even in this field. According to International maritime convention English has been a general language for seafarers for a long time due to international crews. Although teaching English is included into training programs for any marine professional staff, seamen have to retake English language exams several times during their working carrier.

The abovementioned fact does not deny an intercultural character of marine communication, official business relations can be monolingual, but it is based on different cultural cognitive basis of communicants that is why it characterizes with all features of intercultural communication. At the same time, we should keep in mind that English language certificates that are taken in different countries confirm the fact that relevant language level exam has been passed by seamen, but there are still some "pitfalls", such as:

- 1) inaccuracies and misunderstandings caused with phonetic issues;
- 2) lack of speaking practice;
- 3) various "versions" of English language;
- 4) lack of cultural background information, etc.

The last point is very important when a crew member has to deal with the representative of a sea port while being in a foreign country (head of a sea port, customs officers, and pilots). There are lots of cases of unsuccessful communication given in marine literature caused with a lingua-ethnic barrier.

Having discussed marine communication specific features and summarized all abovementioned, we have got the following: marine communication is carried on in two modes: official and unofficial relations. The first one is manly (except some exceptions) done in seamen's international language – English, while the second one is multilingual, since there are many lingua-cultural groups in international crews. From semiotic point of view marine communication includes verbal and non-verbal means, verbal means are predominated, but there are non-verbal ones used in some typical situations, as well as mix of verbal and non-verbal means. According to functional range official marine communication has a local character as it takes place in professional groups, but intergroup and interpersonal relations are quite intense while unofficial relations. According to the status of communicants, seamen's communications is hierarchical, as well as democratic. Cross-cultural features of marine communication are undoubtful, but very specific in this issue too.

2.3 Description of Marine Discourse in the English, Russian and Georgian Languages

Concepts of communication strategies and tactics have been studied since 80ies of the XX century (see the works by Van Dejk 1983, Koit 1985, Deminakov 1982, Vereshagin 1990 and others). It was due to intensifying of communication-pragmatic approach towards language fact analysis. O. Issers has the most reasoned explanation of the concept of communication tactics, in our work it is realized as minimal speech act, which leads us to a speaker's aim within chosen speaking strategies. According to scientists (A. Vezhbitskaya, E.M. Vereshagin, V.G. Kostomaro, etc.), communication strategies and tactics are not universal for the world culture, but are nationally and culturally specified speech model behavior in a particular situation. It means that there is a set of speaking techniques and existing language techniques in every culture which effect the addressee.

Having speaking tactics and strategies is very important of professional training. Professional business relation is a special communication situation. It consists of number of components, changing of which may cause the change of communication situation, which requires changing of language techniques to be used, and moreover, varying the whole speech

act: addresser, addressee, their interaction, relation mode (official, neutral or friendly), communication aim, means (verbal, non-verbal, mixed), form of relation (oral/written, contact/distant), place of relationship (Беликов, Крысин 2001:61)

Unfortunately, it should be mentioned that studying seamen's professional speech tactics and strategies are on a beginning stage. Partly it can be explained with the fact that importance of effective communication for successful marine activity was realized by international society only in the end of the XX century. But there is much to be done in this field.

As we can see, the reasons of marine communication failure focus on the knowledge of special vocabulary and marine phrases. While we are interested in describing marine discourse to study tactics and strategies of its planning and their transformation in the process of intercultural communication and translation.

We have distinguished main directions of seamen's professional communication based on the institutional discourse research by V.I. Karasik. Marine discourse is characterized with the following;

- 1) cliché speech;
- 2) high share of clichéd constructions;
- 3) regulation of communicants' business relations and therefore, real character in accordance with status;
- 4) specific system of elocutionary aims, which is directed to solve typical/untypical problems for marine activity and to make a speech influence on the addressee

All abovementioned can be achieved with different means and methods, it would be impossible to achieve goals of understanding and communicating in marine relationships without them. It is assumed that all these members of these speech acts have similar professional education, special language certificate (English language) and they are trained in typical situation. As for the oral or written forms of communication, both are relevant in marine activity, but either oral or written form is sometimes dominated in different situations. For instance, crew members communicate mostly in an oral form, while master's relationship with sea port authorities is requires a lot of standard document filling in. Due to navigation development and scientific-technological revolution one more form of business relationship has been developed – nowadays official correspondence is carried out via e-mail, so it necessary to study the structure and linguistic features of electronic business correspondence.

Establishing partnership relations between representatives of different countries and companies are the values of business discourse, business is oriented on getting profit and

managing potential in this field. Linguistic nuances of marine discourse are quite diverse, here are their main features: we agree with the reasoned opinion M. Aroshidze that marine discourse is characterized with high level of reduction of language units. There are different levels of speech phrase compression, large extended sentences are not used, high specific share of terminology serves for phrase laconism and meaning accuracy. There is no doubt or approximate information allowed in marine communication.

Marine field is characterized with the system of specific terminology, which includes both codified and uncodified vocabulary and marine slang. This allows to contract orders and replies maximally and patterns help with understanding and fast communication. As Z. Bezhakov and his co-authors mention, Georgian marine terminology has to be studied comprehensively. (http://atsu.edu.ge/EJournal/HENTI2015/eJournal/Papers/Bezhanovi_Zurab.pdf).

English	Russian	Georgian
mooring rope	Швартов	
mooring	швартовка	
forestay	Форштаг	ფორშტაგი
fly down wind	фордевинд	ფორდევინდი
helm	руль	საჭე
point	румб (компаса)	რუმბი
	дрейф	დრეიფი

Mentioned parameters (understating accuracy and speed) is very important in marine communication. As there are often extreme situations and seamen's fate depends on quick team work of the crew. We can say that seamen's communication misunderstanding may automatically cause emergency situations (see the examples above). That's why it is necessary to know the terminology and phrases fluently.

Examples of compression:

Original phrase	Compressed phrase
<i>Steady as she goes!</i>	<i>Steady.</i>
<i>Let go ahead head line!</i>	<i>Let go ahead head!</i>

The means of achieving compression are different: in the first case the phrase construction is compressed, verb is omitted, subject is implied from the real data of the communicants. In the second case the word combination (head line) is compressed and there is an adnoun form caused as a result of ellipsis, where subject is omitted and an adjective function as a noun.

Despite the fact that compressed and laconic statements are a universal requirement in marine communication, final outcomes differ due to the structural and grammatical peculiarities of languages. For example, comparison of the Russian and English phrases indicates that Russian has more versions:

<i>Стоп травить ...!</i>	<i>A fast (stop) slackening ...!</i>
<i>Задерживать ...!</i>	<i>Check, keep the ...!</i>
<i>Выбрать слабину ...!</i>	<i>Haul in the slack ...!</i>
<i>Стоп выбирать ...!</i>	<i>A fast hauling hold on !</i>
<i>Приготовить кранцы!</i>	<i>Have/get the fenders ready!</i>

In our opinion, the Russian equivalents of marine commands in question are more laconic compared to the English ones, which can be explained by the analytical nature of the English language, as it involves extensive use of auxiliaries and articles, whereas Russian utilises more synthetic forms. Frequently used discourse forms include clichés and synthesized forms:

Charter party – договор морской перевозки – ևաֆօզամ ջաֆաֆօզօվ ելլոֆյարլոյծօ;

to enter into a contract - заключить контракт - յամբթրայթօվ ջաֆյօվ;

at short notice - в короткий срок - ժովլոյցաֆամո;

cesser clause - оговорка о прекращении ответственности фрахтователя etc.

In the context of the ongoing globalization, it is more convinient to unify fixed marine vocabulary phrasarium, which undoubtfully, simplifies crosscultural marine communication. However, the crucial characteristics of marine communication making

influence in speech serves achieving strategic goals of communication through employing certain tactics and tools, discussed in the following chapter.

Chapter III. Classification of Marine Speech Strategies and Tactics and their Transformation in Translation in Crosscultural Communicaiton

3.1 Scope of Marine Communication Strategic Goals

The late 20th century was characterized by intensive study of speech revealing lots of "blind spots" in planning of professional communication. Certain studied fields such as advertising, fundamentals of professional communication have been relatively studied; professional marine communication though remained beyond the focus of the institutional discourse analysis by scientists. Our interest lies in the scope of marine phrasarium, and more importantly planning, i.e. the structure of typical phrases used in professional practice.

People involved in recruitment in the field have already realised the importance of this. The ongoing globalisation is reaching its peak in the world and has fostered the crosscultural interactions. The globalization process itself was intensified by the development of computer technologies, telecommunication, e-mail service, GIS maps. One of the major driving forces for globalization is the Internet, and Georgia has kept the pace with the rest of the world in this field and is a part of the global online community. Internet is one of the major tools used to connect with foreign companies, select properly the database of the Georgian sailors and transfer to specific jobs in international companies, as well as conduct online interview, followed by formal conclusion of a contract. Two main characteristics of globalization can be singled out: disappearance of borders and strive for building common value system.

This processes have made shown the necessity for speech planning for successful maritime communication which despite belonging to different languages share similarities. They are determined by the unified illocutionary force of an utterance. Susan Ervin-Tripp's (Ervin-Tripp 1976:56) experiment showed that professional communication is oriented more

on the purpose of utterance rather than its form; therefore direct speech acts outnumber the indirect ones.

A.Ardzenadze's work highlights that indirect speech acts are often found in informal communicative situations, fiction, with the following characteristics: the form of the sentence is interrogative, the intention though is affirmative in the form request or question (for example: გეგიძლია, წიგნი მომაწოდო? ვის არ უყვარს ლამაზი ქალები?). The author analyses a speech act as a normal social speech act functioning in a pragmatic situation. The vital part of the successful implementation of an illocutionary act, in the author's opinion, is ensuring perception, i.e. understanding the illocutionary purpose. The theory of speech communication is considered as a unified space for creation of the speech genres typology (Ardzenadze 2003:9).

Situations involving real interaction have the communicative goal achieved through several communicative steps that correspond to the meaning of tactics. Despite the strategy and tactics being followed extensively, their result may not be considered satisfactory in terms of studying the professional communication. The common illocutionary purposes in marine discourse determined the following strategies: it has partly similar characteristics which are dictated, first of all, by the unified illocutionary act, like using only direct speech acts in formal hierarchical communication in marine context:

- *How many anchors are there in the ship?*
- *Сколько якорей на корабле?*
- *How many lifeboats and liferafts are there in the ship?*
- *Сколько на корабле спасательных шлюпок и спасательных плотов?*
- *Which side do you want a pilot ladder?*
- *С какого борта подать лоцманский трап?*
- *What is the position of the pilot vessel?*
- *Где находится лоцманское судно?*

Indirect questions can be used only in informal democratic communication (in interpersonal conversation of the crew members).

In my opinion, strategies typical for the marine communication include the following:

- ▶ Strategy of imperative interaction – authoritarian form of interaction (addresser – senior and addressee – subordinate);
- ▶ Strategy of cooperative interaction (aka non-confrontational) – as opposing the non-cooperative (or confrontational) strategy;
- ▶ Strategy of informative dialogue (less frequent are the interpretative dialogues that characterize scientific discourse) – it also has to be mentioned that command strategy in international communication still requires the response to ensure the accurate comprehension of the command;
- ▶ Mutual understanding strategy (or strategy of compromise);
- ▶ Manipulation strategy is characterized by pressurizing a partner in communication for the purpose of achieving one's goal.
- ▶ etc.

The implementation of these strategies employs tactics which are discussed in the following chapter.

3.2 Speech Tactics in the English, Russian, and Georgian Languages

Each language possesses various means for “communicative maneuvering”. Despite considering one situation, its speech verbalisation differs from language to language. If English, Russian, and Georgian have same speech strategies in marine communication, more diverse tactics are pursued, applied with different frequency at that.

The most employed tactic in all three linguocultural marine communication is command, followed by direct question strategy, information inquiry tactic, advising tactic.

Typical situations found marine communication include formal and informal ones. The crew's life represents a multicultural society characterize by hierarchically-structure professional communication, whereas, the personal is democratic. The focus of the research was made on the professional interaction, and thus, the usable tactics have been listed in accordance with the frequency of its application. The material was collected and analysed

according to the educational and professional literature used in the Maritime Academy. Internet resources were also used with the special sites detailing IMO STANDARD MARINE COMMUNICATION PHRASES (IMO being an international organisation that was first to publish internationally applicable marine phrasarium in 1997 - <http://saillife.ru/wp-content/uploads/2015/04/Frazi.pdf>).

The present material is divided into several blocks:

- 1) Phrasebook used in ship management;
- 2) Description and characterization of ship;
- 3) Navigation practice;
- 4) Emergencies;
- 5) Cargo shipping;
- 6) Catering and medical aid.

The most common (widely) presented scope of lexical units is ship management and cargo shipping. Each block includes sub-blocks. For example:

- Negotiations with a harbor pilot;
- Negotiations with the other ships crew;
- Standard notification via radio telecommunication;
- Warning in case of dangerous situations, etc.

The first step was to distinguish the tactics with an imperative strategy that represents the authoritative form of interaction (addresser-senior an addressee-subordinate), and the tactics for commands determined by this strategy.

► **Command tactics:**

დაადით საჭერი! / Наложить стопор! / Secure the break!

დაუდატეთ სიჩქარე! / Больше ход! / Faster!

Право на борт!

Hard – a – starboard! All starboard!

Лево на борт!

Hard – a – port! All port!

Легче, отводи!	Ease the helm!
Легче право!	Ease to starboard!
Доложить, если судно не слушается руля!	Report if she does not answer the wheel!
От руля отойти!	Finished with wheel, no more steering!

► Direct interrogative tactics:

როგორია ვირკულაციის დიამეტრი? / *Каков диаметр циркуляции? /*

What is the diameter of the turning circle?

На румбе?	What is your heading?
Каково название вашего судна?	What is your name?
Каковы ваши позывные?	What is your call sign?
Как вы меня слышите?	How do you read me?
У какого причала мы будем швартоваться?	At what berth shell we get moored?

► Inquiry for information tactics:

Какова ваша текущая максимальная осадка? / What is your present maximum draft?

Какую схему швартовки вы предлагаете?	What scheme of mooring do you propose (offer)?
Достаточна ли там глубина?	Is there sufficient depth there?
Какая глубина на баре (здесь, у причала)?	What is the depth on the bar (here, alongside the berth)?

► Advising tactics:

გირჩევთ, მანქანა გააჩეროთ. / Советую вам застопорить машину. / Advise you to stop engine.

Предлагаю разойтись левыми бортами. Подтвердите.	I advise port to port (red to red). Please confirm.
--	---

Предлагаю разойтись правыми бортами. Подтвердите

I advise starboard to starboard (green to green). Please confirm.

Советую вам пройти по корме моего судна.

Advise you pass astern of me.

Советую вам застопорить машину.

Advise you to stop engine.

► **Making request tactics:**

გთხოვთ, დამტოთ ნება დავიწყო მოძრაობა. / *Прошу разрешение начать движение. / Please permit me to proceed.*

Прошу изменить курс вправо.

Please alter course to starboard.

► **Warning tactics:**

მე ვაპირებ თქვენ გასწორებას მარცხენა მომტკიცა. / *Я намерен обогнать вас по левому борту. / I intend to overtake you on your port side.*

Я намерен работать задним ходом.

I intend to operate propulsion astern.

Я намерен обогнать вас по левому борту.

I intend to overtake you on your port side.

Emergency exit

Запасной выход / Аварийный выход

Ваш курс ведет к опасности!

You are steering a dangerous course!

Вы следите прямо на мель!

You are running aground!

Оставаться на этом месте опасно!

It is dangerous to remain in the present position!

Вы находитесь в опасном месте!

You are in dangerous position!

Ваши навигационные огни не видны!

Your navigation lights are not visible!

► **Making suggestion tactics:**

მოდით, დავშორდეთ ერთმანეთს მარცხენა მომტკიცა. / *Давайте разойдемся левыми*

(правыми) бортами. / Let us pass each other port to port (starboard to starboard).

Советую вам изменить курс влево

Advise you alter course to port

Мы можем обогнать это судно с
нашего правого (левого) борта

We can overtake that ship on our
starboard (port) side

► **Making assumptions tactics:**

მე ვფიქრობ, აქ დახურული (ღია) მოტებილობაა. / Я думаю, что закрытый
(открытый)
перелом. / I think it is a closed (an open) fracture.

Трюмные вентиляторы будут
приведены в рабочее состояние через
... минут.

The hold ventilators will be operational
in ... minutes.

Электродвигатель лебедки № ... будет
в рабочем состоянии через ... минут.

The winch motor of No. ... derrick will
be operational in ... minutes.

The aforementioned tactics are revealed in similar structures in Georgian, Russian, and English; due to differences between language systems though, the linguistic means for expressing the aforementioned tactics differ in all three languages.

3.3 Transformations in Translation Determined by the Communicaiton Strategies and Speech Tactics

Studying professional texts and translation of speech phrases poses a complicated problem in today's world, especially considering that for years training of sailors in the marine jobs in Georgia was delivered in the Russian language for decades. Even in the cases when the working language of training was Georgian, the textbooks, encyclopedias, and dictionaries were predominantly in Russian. Moreover, the established Georgian marine terminology was also loaded with the Russian loan translation and barbarisms.

The end of the 20th century, when Georgia gained its independence, its stride towards Europe among other things was also marked by stimulating publication of textbooks in English and the focus was made on learning English language. Private translation also changed its focus and the interest of scientists and translators was shifted from

Russian/Georgian translation towards English/Georgian translation. This stimulated the rapid development of branch of translation theory studying different types of translation (interpreting, written, simultaneous, consecutive, etc.). In addition, it also studies peculiarities of translation (for example: technical texts, legal texts, etc.)

The teachers in Batumi Maritime Academy work intensively on improving the Georgian maritime terminology, developing typical phrasarium, studying the problems of marine discourse translation. Translation of typical phrases stipulated in the aforementioned educational literature enabled to distinguish the following typical translation problems.

First of all, it has to be highlighted that frequent errors and inaccuracies are of lexical nature caused by various reasons.

► Lexical problems of translation:

a) loan translations from the Russian or English languages

დოკუმენტი (instead of *საბურღო*);

გრამპილი (instead of *ლუზის საწევი*);

b) Introduction of an English multisemantic term with the incorrect form

Dangerous cargo - *საშიში ტვირთი* is more common

(rather than - *სახიფათო*);

c) Coincidence of acronyms in marine and general use:

BC – *Bulk cargo* (*насыпной груз* - *ბაზარი ტვირთი*);

BC – *Birth Certificate* (*свидетельство о рождении* - *დაბადების მოწმობა*);

Generally, abbreviations and acronyms pose a tough problem for translation. The common knowledge in linguistics has it that 'abbreviation is a form of word contraction which, with rare exceptions, is an image widely spread conventional and at the same time elaborated written sign of a term or proper name (-onyme) consisting of more one or more word forms. As a rule, it is based on the (acronymic) combining initials of the composite words – typically, without auxiliaries (conjunctions and particles) and rarely with them (აფრიდინიძე, 2004: 222). The Georgian language, holding a great advantage against other

languages with its nearly ideal match of sound and phoneme, yet has quite limited options in terms of abbreviating.

Abbreviation, as a linguistic phenomenon, develops quickly and is boosted by the scientific and technical revolution, and rapid information flow. Consequently, abbreviated words are frequently found in scientific texts, social and political texts. However, they mostly dominate professional texts. In some cases the lack of knowledge of abbreviate words an inaccurate translation may endanger the lives of the crew members.

Below is the list of the acronyms frequently used in marine communication, whose knowledge is compulsory for translators working in the field:

AA	Alarm area	Место подачи сигнала опасности
AUTO STC	Automatic sensitivity time control	Авторегулировка сигналов дальней зоны
BCR / BCT	Bow cross range / Bow cross time	Дистанция / Время пересечения курса
BRG или BEARING	Bearing of the target	Пеленг на цель
CENT	Bearing marker is centered on own ship	Пеленгатор из центра экрана (от судна)
CENTDISP	Center display	Смещение центра
EBL	Electronic bearing line	Электронный визир направления
EBM	Electronic bearing marker	Электронный маркер пеленга
MAP/READ	Reading and display of the stored route map	Чтение и воспроизведение из памяти карты пути
MODE/REF POINT	Setting of reference points on the route map	Установка опорных точек на карте пути
PAD	Predicted area of danger	Предполагаемый район опасности
PCB	Printed circuit board	Печатная плата (схема)
PLOT	Display of plot mark	Фиксация маркером положения цели

PPC	Point of possible collision	Точка возможного столкновения
PRF	Pulse repetition frequency	Частота повторен
STEP	Step	Пошаговая имитация маневра
STC	Sensitivity time control	Подавление помех от моря
TCPA	Input of time to closest point of approach (alarm)	Введение времени кратчайшего сближения (сигнализация)
TM	True motion	Истинное движение
VECTR ON/OFF	Vectors of the plotted targets on / off	Включение / Выключение векторов захваченных целей
etc.		

► Grammatical problems of translation

Every language possesses different means of grammar. The adequate translation requires preservation of the content and form as much as possible. When translating from English a phrase undergoes a number of alterations due to various grammatical peculiarities, such as structure of the phrase, or a phrase might become even longer compared to Russian or Georgian due to addition of some articles or auxiliary verbs. For example:

Право руль!

Starboard the helm!

მარჯნივ საჭე!

Человека на руль!

A hand to the helm!

ადამიანი საჭესთან!

Sometimes opposite cases occur when complex structures typical for Russian “overload” the command:

Наименьшая скорость, при которой судно слушается руля

Steerage way

Диаметр установившейся циркуляции

Final diameter

Информация о маневренных характеристиках

Maneuvering information

Наименьшая скорость, при которой судно слушается руля	Steerage way
Передний ход, инерция переднего хода	Headway

There are also cases when two variants are common in English:

Снижать скорость	Decelerate (reduce) speed; Slow down
Право на борт!	Hard — a — starboard! All starboard!
Лево на борт!	Hard — a — port! All port!

- Problems caused by lack of knowledge of cultural customs and traditions

Typically, the message produced by its sender is oriented towards the addressee who has sufficient information to comprehend the message. In case when the sender makes wrong judgment and the recipient does not possess the information required, the communication will not be successful. As already mentioned, translators assist the addressee in overcoming the linguistic and cultural barriers and often takes assumes that unlike an addressee of the original, an addressee of the translation might not have the information required for understanding the message. To remedy this discrepancy translators have to make changes to the source text.

This background knowledge might be national, cultural, or historical. For example, newspaper material is based predominantly on current events. The author of an article might not even need to name a famous person, e.g. a politician's position or to remind a highly publicized case; so the author assumes that readers for whom the article is written is aware of the people and event in question and moves directly to details. Such background knowledge covers the history, geography, history of tangible and intangible culture, etc. of the nation. The concept referred to as *realia* in Translation Theory.

Thus, the main factors of the linguistic and cultural barriers are different communicative competences of the source and target texts' recipients. Translators transform the original text to certain extent to facilitate comprehension of the information contained in

the translated text by the readers, and to preserve the source text impact on the target text recipients. For this purpose, the author often makes alterations to the text with consideration of language norms, communicative norms, and target text addressees' background. Such changes are found mainly in informal marine communication.

In conclusion, we can distinguish the problems discovered in maritime communication despite having a lingua franca such as English:

- Discrepancies and misunderstanding caused by the phonetical interpherence;
- Flaws caused by the lack of speaking practice;
- Significantly different 'national variations' of the English language;
- Lack of knowledge of the background knowledge.

The obtained results prove that the maritime speech behaviour requires thorough analysis in terms of speech planning.

Conclusion

Modern multicultural society is experiencing a significant rise in importance of successful crosscultural communication. The anthropocentric linguistic paradigm makes a focus on the "speaking person" (*Homo loquens*, in addition to the theory of communication, the study and generalization of communication practice is of great importance in various fields of society, in particular maritime activities).

The training of any professional, including a seafarer, is focused on developing professional competence, an important part of which is communicative competence (i.e. the knowledge and skills required to understand someone else's behavior and to adequately implement his or her own program).

Maritime communication is in two modes - formal and informal. The first one is mainly found in the international language of seafarers - English, and the second is multilingual. In terms of semiotical analysis, maritime communication involves verbal and non-verbal means, with direct verbal communication prevailing; on the scale of its functioning, official maritime communication is of local character, as it is carried out in a professional group, but in the informal relationship the share of intragroup and interpersonal relationships is quite intense.

Depending on the status of communicators, sailors' communication is hierarchical, but it can also be democratic.

Maritime communication, notwithstanding the language, share similar characteristics: cliché speech with lots of similar patterns; high level of compression; regulated patterns for

professional utterances exchanged between the participants of communication, assuming speaking strategy matching a status; and most importantly, it is characterized by a system of illocutionary aims focused on solving typical problems and exercising certain pressure on the addressee.

Therefore, the common requirement for maritime communication is: using only direct speech acts, compression and laconism in formal hierarchical marine communication

In our opinion, strategies typical for the marine communication include the following: strategy of imperative interaction; strategy of cooperative interaction; strategy of informative dialogues; strategy of mutual understanding (compromise); manipulation strategy. Realisation of these strategies involves application of the following tactics: command, direct question, information inquiry, advising, making request, warning, making suggestions, etc.

Diverse structural and grammatical resources of different languages leads to the situation when the aforementioned tactics employ different linguistics means of expression: these means differ in all three language, i.e. each language possesses various means for "communicative maneuvering".

After having analysed marine discourse translation the following problems were singled out: lexical (loan translation of terms, acronyms translation, introduction of inaccurate form of a polysemantic English term); grammatical problems in translation mainly cover analytical forms in English, agreement in Russian, and different syntactic structures; in addition, marine discourse translation may be caused by the lack of knowledge of cultural customs and traditions.

Marine communication is a relatively less studied complicated type of crosscultural professional communication, which is characterized by different forms of failures: a minor error or inaccuracy may lead to misunderstanding or emergency situation. Therefore, the successful communication in marine discourse is based on proper selection of the speech act strategies and tactics respective to all typical situations.

Bibliography:

1. Baratashili V., Russian-Georgian and Georgian-Russian Maritime Terminology, Tbilisi, 1982.
2. Berulava R., Adeishvili M., "Explanatory Dictionary of Transportation Terms, Tbilisi, 2004.
3. Vardzelashvili D., Naval Dictionary, Tbilisi, 2009.
4. Ladaria N., Sociolinguistics, Tbilisi, 2002.
5. Lebanidze G. Communicative Linguistics, Tbilisi, 2004.
6. Richkovi R., Russian-English-Georgian Maritime Dictionary, Batumi, 2010.
7. Беликов В.И., Крысин Л.П. Социолингвистика. М., 2001.
8. Верещагин Е.М., Ротмайр Р., Ройтер Т. Речевые тактики // Вопросы языкоznания. 1992.
9. Гарбовский Н.К., Сопоставительная стилистика профессиональной речи: на материале русского и французского языков, Москва, 1988.
10. Гойхман О.Я., Надеина Т.М. Речевая коммуникация. М., Инфра-М, 2007.
11. Гриценко Т.Б Этика делового общения Учебное пособие / К. : Центр учебной литературы, 2007.
12. Зарецкая Е.Н. Риторика: Ткеория и практика речевой коммуникации. М., Дело, 1998.
13. Kandelaki T.L., Rabota po uporyadocheniyu nauchno-tehnicheskoy terminologii i nekotoryye lingvisticheskiye problemy, voznikayushchiye pri etom. Lingvisticheskiye problemy nauchno-tehnicheskoy terminologii, Mockva 1970.
14. Karasik V. I. YAzykovyy krug: lichnost', kontsepty, diskurs: monografiya. — Volgograd: Peremena, 2002.
15. Kitayevich B. Ye., Sergeyeva M N., Kaminskaya L .I., Uchebnik Angliyskogo dlya morekhodnykh uchilishch, Mockva 1990.
16. Klyuyev Ye.V. Rechevaya kommunikatsiya. M., 1998.
17. Серль Дж. Р. Что такое речевой акт // Новое в зарубежной лингвистике. Вып 17. Теория речевых актов. С. 151-169. 14.б Москва, Прогресс, 1986.

18. Социальная психология: Учебное пособие для вузов (под ред. Сухова А.Н., Деркача А.А.), Серия: Высшее образование, 2001.
19. Стандартные фразы ИМО для общения на море. Санкт-Петербург. 2002.
20. Стернин И.А. Деловое общение. Воронеж. 2009.
21. Фаворов В.П., Большой Англо-Русский морской словарь, Санкт-Петербург, 2004.
22. Швейцер А. Д., Социолингвистические основы теории перевода. В. Я.1985. №5.
23. Белл Р.Т. Социолингвистика: Цели, методы, проблемы / под ред. А.Д.Швейцера. М., Международные отношения, 1980.
24. Akmajian A., et al. Linguistics. An Introduction to Language and Communication, Cambridge, 1995.
25. Bezhani Z. A., Guide to Maritime English, Batumi, 2010.
26. Crystal D., The Cambridge Encyclopedia of Language, Cambridge, 1989.
27. Pataraia N., Gabunia M., Bezhani Z. A., Practical Course of Standard Maritime Navigational Vocabulary in Use, Batumi, 2006.
28. Rodinadze S., Mikeladze T., English for Marine Engineers, Batumi, 2010.
29. Rodinadze S., Essential English for Motormen, Batumi, 2010.
30. Standard Marine Navigational Vocabulary – SMNV. 1977 / 1985.
31. IMO Standard Marine Communication Phrases <http://saillife.ru/wp-content/uploads/2015/04/Frazi.pdf>
32. Английский для морфлота <http://more-angl.ru/frazy-i-leksika/>
33. National Library of Parliament <http://www.nplg.gov.ge/gwdict/index.php?a=term&d=6&t=4752>
34. Oberg K. Culture Shock and the Problem of Adjustment in New Cultural Environments <https://www.sabri.org/CultureShock.htm>
35. Штейнберг М. Военное обозрение. №3. 01.2005. <http://www.deepstorm.ru/8-march.htm>
36. Корабельный портал http://korabley.net/news/ehkipazh_sudna/2010-12-14-726
37. James A.Ruggieri, P.E., *General Machine Corp*, September 01, 2002, <http://www.ecmweb.com/content/case-runaway-ship>
38. Международный Свод Сигналов (MCC-1965). <http://www.randewy.ru/sign/mss.html>