ENGLISH LANGUAGE IN THE ROMANIAN ECONOMIC FIELD AND BUSINESS ENVIRONMENT: A NECESSITY OR A FAD?

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Abstract: The purpose of the present article is to analyse the influence of anglicisms in the Romanian economic field and business environment. English influence in Romanian, very pronounced in the current European languages, is accomplished both by taking massive lexical elements and by assigning meanings of English borrowings to Romanian words. The emergence of English words' borrowings in our country is due to the current socio-political conditions and widening of economic-financial relations with the Western world, the English words being used by specialists for communication and information in all fields, as well as speakers who tend to practice English as the international language of communication. Major transformations in the international social-economic organization imposed the development of modern disciplines; finance, statistics, management. marketing, business administration, whose languages are subordinated to the economic field. The research is intended to provide examples of English borrowings used in the economic language. English terms, specialized or not, especially in the form of a borrowing, penetrate directly in all economic subdomains, by virtue of an interference trend (manifested internationally) concerning terminologies and the relations of specialized vocabulary with the usual one. One way of English terms entering the Romanian language is the specialised texts. The article also points out terminology concerning conditions of delivery and international business transactions. The written or spoken media contributes greatly to the spread of anglicisms that inform the public on various issues and developments in the social, political, cultural and economic aspects, nationally and internationally, having an important role in English vocabulary' modernization by borrowing from English. The conclusion of the article is that with all the difficulties of adapting to the linguistic system of the Romanian language, the English borrowings continue to get massive and rapid in our current language, speeding the process of vocabulary enrichment, also resulting in major changes at other levels of the system.

Keywords: economic language; communication; anglicisms; business environment; English influence

1. Preliminary considerations

Society, in its evolution, witnesses countless transformations historically, economically, politically and culturally that determine continuous linguistic changes, especially in the lexicon. These changes do not occur suddenly and radically, new

forms of linguistic expressions coexist with the old ones for some time, thus ensuring the possibility of communication between generations.

Language, as a means of communication, evolves with society and the process is faster in terms of extending and intensifying relations between peoples and circulation of ideas - among other things, due to the development of the means of information's dissemination over time. In the historical evolution of a language (based on complex relationships between language and society), a series of words take on new meanings and connotations according to the reality of a certain epoch or disappear completely, being gradually replaced by other forms that define better the new concept.

During its evolution, Romanian language came into contact with different languages following the establishment of relations between Romanian and various other peoples and civilizations. Thus, Romanian language has assimilated a series of words from: Slavic, Greek, Turkish, Russian, French, Italian. "These borrowings have always raised issues regarding their adaptation to local linguistic structure, but most were modeled according to the phonetic and morphological system of the Romanian language" (Athu, 2011: 58).

In a globalized environment that contemporary economy is facing, international business, orientation to foreign markets and rational economic integration in the world economy is the core of the development process undertaken nationwide.

Society's cultural development and location of speakers in a particular field of activity led, in time, to the emergence of other types of languages in addition to the usual language. Each scientific field operates with specific notions, forming in this way, a specific language: the economic language, the language of mathematics, statistical language, etc. The emergence and formation of economic language is concomitant with the economic history of mankind. In fact, economic life is the material support of social life, its essence and action making possible the presence of other social systems. For this reason, people were concerned, both theoretically and practically, about economic life, making numerous assessments. Over time, the authors of economic ideas and theories were concerned not only about the empowerment of economics, but also the identity of economic terms, convinced that a good theory needs good communication.

English influence in Romanian is accomplished both by taking massive lexical elements and by assigning meanings of English borrowings to Romanian words. The emergence of English words borrowings in our country is due to the current socio-political conditions and widening of economic-financial relations with the Western world, the English words being used by specialists for communication and information in all fields (in which original terms are preferred), as well as speakers who tend to practice English as the international language of communication.

Major transformations in the international social-economic organization imposed the development of modern disciplines: finance, statistics, management, marketing, business administration etc., whose languages are subordinated to the economic field. Alligning the current Romanian economy to international economy systems explains the diversification and development of specializations in the field and determine the number of changes in economic language vocabulary, accomplished mostly by borrowing from English, but also by updating as a result of certain Romanian words's contact with English.

Wishing to facilitate communication between public authorities, media, and especially among professionals in the field, a certain standardization of economic language is reached. An important linguistic factor in this trend of languages' uniformity belonging to scientific style is owned by linguistic borrowings. Whether for two centuries the vast majority of Romanian language' neologisms were taken from French, in the second half of the last century, based on the intensification of cultural, technical, scientific, economic contacts, the influence of English is almost complete and actually leads, to an internationalization of vocabulary. English borrowings' phenomenon in economic language is due, primarily, to extending economic and financial relations with the Western world, English words being used for communication and information by specialists in all areas of economic activity. Post-December period is more eloquent in this regard. There is now an avalanche of terminology, explained, in socio-economic terms, by trying to recover the great differences between the Romanian economy and that of developed countries. "As a result, contact between languages gives rise to borrowings whose main direction is the movement from the language that progressed fastest in the given area to that whose members are forced or tempted, due to the importation of new scientific. technical findings, or economic practices to take the terms that designate the country of origin" (Constantinescu, 1996: 85). Therefore, it can be said that a functional style as the economic and commercial one tends to retrieve the English terms because of its extraordinary dynamism and the need to be in agreement with what happens in practice.

Whether the concept of specialized language has been spoken about in Romanian since the 60s, when functional styles were somewhat at a stage of formation and transformation, the integration of new terminology gives them a greater autonomy. Unlike France, where linguists still struggle against English borrowings in French, seen as "a cultural subjugation of France by the Anglo-Saxon world" (Prelipceanu, 2003: 10), Romanian researchers seem to be more lenient in this regard. But, given the European context and that changes are always reflected faithfully by vocabulary, Romanian linguists have little choice but to examine the phenomenon and try to propose the most suitable solutions.

There are voices that vehemently accuse the phenomenon called *anglomania*, but tracking the spread of the two phenomena: globalization (at socioeconomic level) and anglicisation (at linguistical level), we find that these attempts to reject English borrowings are ineffective. The massive penetration in recent decades of anglicisms in European languages is a socio-cultural phenomenon that is growing due to the manifestation of a general tendency of speakers to use English in international communication. This trend manifests itself on levels of culture and in different fields. Social and political conditions and the expansion of economic and financial relations with the Western world require a continuing communication between professionals and their information, therefore we are witnessing massive penetration of Anglicisms in all fields. It is not only the modern bias to use as many English words as possible, but also the need to use original terms, accessible to connoisseurs in specialized languages.

The phenomena taking place in a particularly alert rhythm in the contemporary world are, on the one hand, technical-scientific revolution and, on the other economic processes. Scientific and technical development of the peoples causes an uneven language development in these areas. Against this general background, in the contact between languages, a considerable number of

borrowings that call the results of science and technology is moving towards language that has progressed less in these areas.

Cristina-Maria Prelipceanu lists the causes that led, globally, to the influence of English, the first being the economic and social cause, given by the "the current economic importance of the United States and Great Britain" (Prelipceanu, 2003: 90). Other causes would be the new techniques and products that come from the United States, foreign capital that underpins multinational companies, fashion, snobbery and also a linguistic aspect, namely the "great capacity of English language, its brevity (juxtaposed composition, conversion)" (Prelipceanu, 2003: 91).

2. Examples of Anglicisms in the economic Romanian field and business environment

The influence of English, which is manifested most strongly to terminological level, also involves changes to the general vocabulary. Some English words enter the language of economics with the concept, such as: *outsourcing, joint venture, dealer, stakeholder, target market*, other double Romanian words (*billing - facturare, board - consiliu de conducere, overdraft - descoperire de cont, deadline - termen-limită, salesman - comerciant*). There is also the updating by English of older words (*utilități through utilities, a exceda* through *exceed, mentenanță* through *maintenance*), or, common words specialize semantically according to English patterns (*maturitate*-scadență, *poziție*-funcție, *nișă*-colț specializat).

English terms, specialized or not, especially in the form of a borrowing, penetrate directly in all economic subdomains, by virtue of an interference trend (manifested internationally) concerning terminologies and the relations of specialized vocabulary with the usual one. One way of English terms entering the Romanian language is the specialised texts. "The forms of borrowings are varied and inconsistent: some words and expressions are used directly without prior explanation, others are accompanied by Romanian equivalent or explanation". (Stoichitoiu-Ichim, 2005: 34)

English influence on Romanian economic language is carried out mainly by borrowing strictly specialized English terms, which are usually monosemantic, but also by adopting polysemantic lexical units, which are taken from Romanian with one or more meanings, depending on the area of use and the communication needs, e.g *board, cookie, equity* were taken with one meaning (the specialised one), while *cross, break, pool, switch,* operate in Romanian with two meanings, one of which is older and the other is a recent borrowing (*pool* originally with the meaning *swimming pool* is used in economics to mean *fund, joint management*). Most monosemantic terms borrowed from English can expand their meaning in relation to local or lexical units or in contexts where their figurative value is speculated. Semantic changes facilitate penetration of borrowings and the migration of words, usage restrictions being considerably reduced.

Mimicking British models by calque participate with proper lexical borrowings to expand English influence on the Romanian language. In the current economic language there are three types of calque. Romanian words are broadening their meaning after English model as semantic calque: *a aplica* acquires the meaning "to seek a job / position, make a request" after the English

term to apply (for); atasament borrows the recent meaning "annex" of the English attachment; apreciere "increase" after the English appreciation, sometimes resulting in semantic change and changes of grammar (subsidiar "auxiliary", adjective and subsidiara (rom.) "subsidiary", noun). Many English expressions are reproduced in Romanian in the form of phraseological calque, often encountered in economic texts or by translating the whole phraseology unit (autosuficient < engl. self-sufficient, acțiune lichidă < engl. liquid share, companie scoică < engl. shell-company, piețe de capital < engl. capital-markets, rețea de distribuție < engl. distribution network), or by translating one of the terms, the other being taken as such (canal de retail < engl. retail channel, public target < engl. target public, background educațional < engl. educational background).

Reorganizations at the lexical level of Romanian economic language is done by updating previous borrowings from other languages under the influence of English model (*mentenanță* < fr. *maintenance* through the anglicism with the same graphical form, pronounced [mənteinəns], *insolvență* < it.*insolvenza* through engl. *insolvency*), with possible changes often associated with semantic conversion, e.g: adjective subsidiar (<fr.subsidiaire) "auxiliar, secundar" becomes feminine noun *subsidiara* (<engl.subsidiary ""filială, sucursală"), adjective publicitar (<fr. *publicitaire*) becomes a noun after engl. *publisher* as the English equivalent *editor*.

"The varying levels of anglicisms assimilation are subject to a number of factors such as: adjustment difficulties, limited use (only by specialists in case of terminologies), use of the term seniority". (Stoichitoiu-Ichim, 2006: 73)

These, in turn, determine the division of anglicisms in: anglicisms fully assimilated (even in terms of perception of speakers about that term, i.e, the term no longer felt like a foreign element): *bişniţă*, *trend*, *cliring*, *draft*, anglicisms (words / terms, phrases, abbreviations) that retain their shape in English (which have a high frequency in specialized languages, including the economic one: *subprime*, *overnight*, *forward*, *claw-back*, *private-equity*) and anglicisms (words / terms, phrases, abbreviations) partially adapted (whose share increases continuously: *start-up*, *core-business*, *branch*, *FIFO* – *first in first out*).

First, in DTE (*Dicționar de termeni economici român, englez, francez, spaniol*), anglicisms recorded are given with one form, that of singular, without specifying their gender in Romanian. They are recorded as simple and composed nouns. Most are very recent terms in language and belonging to different branches of the economic sector (financial, banking, marketing, management etc.), for example: *benchmarking, blue chip, cashflow, hot money, hedgind, go-go-fund, goodwill, ex-right, netting, out-of-line, splitrun, tender,* etc. Besides, there are several words already present in other dictionaries, whose meanings are well known by the "average" public: *bonus, broker, brainstorming, cash, cash on delivery, dealer, dumping, duty-free, factoring, fixing, franchising, holding, hardware, input, insider, incoterms, lock-out, leasing, management, merchandising, marketing, output, outright, overdraft, offshore, standby, voucher etc. One can see immediately that all these words do not have graphical or phonetic changes.*

In NDU (*Noul dicționar universal al limbii române*), the situation of anglicisms belonging to economic language is slightly different. Nouns are given, where appropriate, with the plural form, already adapted to Romanian language system, unlike the aforementioned dictionary, where the English form is retained: broker/brokeri, cater/catere, brand/branduri, discount/ discounturi, folder/foldere, hacker/hackeri, maus/mausuri, market/marketuri, marketizare/marketizări,

pub/puburi, *staf/stafuri*, *training/traininguri*, *voucher* etc. Two groups of nouns may, therefore, be established by gender: male (*masterand/masteranzi*, *broker/brokeri*) and neutral (*discount/discounturi*, *folder/foldere*), the most numerous, then adjectives used as nouns (*cash*).

Anglicisms frequently occurring in economic language are:

advertising, blog, blogging, broker, brokeraj, brand, boom, business, business hitech, business unit manager, casual, catering, corporate, corporate-spa, callcenter, cutting-edge, design, designer, dress code, display, euro, executive assistant, executive search, fair-play, flairtending, fashion adviser, feed-back, fresh, fund raising, gadget, glamour, green card, hi-tech, investment-banking, ice tea, in and out door, internet wireless, jeans, job, joint-venture, leasing, living, lounge, low cost, marketing, manager, management, middle or top management, offshore, outsourcing, pet, pop-glamour, private banking, pub, puzzle, recruiter, road-trip, roaming, shopping, showroom, soft-drinks, smart casual, squatting, squatter, stand-by, stick, task, team building, tuner, trainee, training, vintage, wealthmanagement, week-end, zapping

Figure 1: Anglicism used frequently in Romanian economic language Source: author

Economic language is a specialized language belonging to scientific style, it has its own characteristics (dynamism given by changes or acquisitions of new meanings), elements of jargon and slang, monosemantism (affected to some extent by semantic expansion of economic terms), is enriched by the large number of international economic terms coming mainly from English and open both to other specialized languages (interdisciplinary scientific vocabulary) and to the common language (determinology, trivialization and vulgarization), which underlies mutual transfer of terms.

"Economic field has multiple subdomains with corresponding languages: financial-banking, stock exchange and insurance, commerce, accounting, marketing, management". (Ciobanu, 2004: 43) There are economic terms (including anglicisms) which are used in several economic languages (*discount, fair trade*), and terms that are specific to certain languages: *IPO, consumer credit, offshore* (financial and banking terminology, stock and insurance); *goodwill, drawback* (commercial terminology); *receivables, LIFO* (accounting terminology); *brand awareness, pricing areas* (marketing terminology); *CEO, country manager, high-flyers* (management terminology).

In the context of social, economic and political situation (where the foreground is the global financial and economic crisis), economic terminology enjoys a high frequency in written and spoken press and an upward particular interest in the general public, which increases the chances of economic terms to enter the common language. Consequently, the role of dictionaries (specialized ones, in economics and general language) is decisive to ensure transparency of economic terms (including economic anglicisms) that non-specialist/ partially specialized speakers need. Types of defining the terms differ from dictionary to dictionary, but overall, "economic dictionaries provide scientific definition for

specialists in economics and the general ones include language clarifying definitions of terms for ordinary readers". (Mihailovici-Balan, 2009: 103)

It is more problematic when transparency of economic anglicisms, whose necessity in economic language cannot be denied precisely because it adds to the univocity and precision of this kind of language, is blocked by not including them in the inventory of specialized dictionaries (*self-banking*) or of the general public (*cash and carry*). The collection of examples to support theoretical part of this study led to the conclusion that most Anglicisms present in contexts with economic character and Romanian economic language belong to financial-banking, stock and trade field. One thing is certain, namely that "the penetration of these terms in the Romanian economic and business language occurs rapidly, dictionaries remaining all the time behind in terms of their registration".(Gutu Romalo, 2005: 101)

One way to classify the terms listed above would be:

Table 1: Classification of Anglicisms

 The first category comprises Anglicisms that have no equivalent in Romanian or are very difficult to translate, e.g blog, feedback, hobby, leasing, management, marketing, lounge, roaming, showroom, stick, vintage; 		
 In the second category there are terms that have correspondents in Romanian, which, depending on the context and the speaker, are or not preferred to anglicisms: business/afaceri, fair-play/corectitudine, shopping/cumpărături, glamour/eleganță, job/slujbă, fresh/un suc proaspăt, joint ventures/societăți mixte, broker/agent de bursă, brand/marcă; 		
 Phrases forcibly formed, hybrid, for example: muzică lounge, marcă low cost, brand de lux, contract de joint venture, portofoliu de branduri, segmentul ice tea, piața de softdrinks. 		

Source: author

Grammatically speaking, many nouns are allowed with their form in English, plus the definite article in Romanian: *pub-uri, traininguri, glamour-ul, ice tea-ul*, although gender issues may arise.

Phonetic assimilation of economic anglicisms occurs at a faster rate than the graphic one. In use, there are numerous economic anglicisms pronounced as in English actually approximately as in English, resorting to those phonetic correspondences. The existence of multiple versions of utterance: etymological (where pronunciation is closer to the US than the UK), following the English alphabet or a combination of both methods, but also inaccurate indications about pronunciation in dictionaries delay phonetic adaptation of economic anglicisms.

Economic anglicisms penetrate so quickly the language of economists who "juggle" with their meanings and forms, so that dictionaries, be they specialized (economic), fail to include them in real-time. Adaptation of anglicisms as a whole is a fairly complex process, therefore we can not say that we can formulate definitive rules, and, what is even more uncertain, that the majority of Romanian speakers would be willing to comply with them. "A practical measure to prevent mistakes is the proper use of economic anglicisms by Romanian media, coupled with their explanation or presence of a local synonym near the respective anglicism". (Trif, 2006: 68)

3. Terminology concerning conditions of delivery and international business transactions

Generally, the written or spoken media contributes greatly to the spread of anglicisms that inform the public on various issues and developments in the social, political, cultural and economic aspects, nationally and internationally, having an important role in English vocabulary' modernization by borrowing from English. Nowadays, there is a strong tendency to extend the use of English words in everyday speech.

Transfer of goods from the seller to the buyer involve the methods of delivery, the insurance of goods delivered, the risks involved and the value of transport. Translated in Romanian as *International Commercial Terms*, the acronym INCOTERMS designates all main rules and practices governing such clauses needed in commercial transactions. Each clause, in turn, has a standard name and is registered in the international sale contract as an acronym. Abbreviations are used as such, without further explanations, the terminology in question being already accessible to the public:

"În județul Braşov, pentru luna decembrie 2014 exporturile (*FOB*) au însumat 185.036 mii de euro, iar importurile (*CIF*) au totalizat 184.413 mii de euro, au anunțat specialiștii Direcției Județene de Statistică Braşov. Stăm bine, la nivel național, la exporturi În luna decembrie 2014 s-a înregistrat un excedent comercial **FOB-CIF** de 623 mii de euro".

Source: Adevarul.ro, 7 april 2015

The term *leasing* was first used in 1877 in the US. Specific operations of leasing were conducted for the first time since 1954 in United States of America. Since 1994, when the first leasing company was founded in our country, the term *leasing* has entered the vocabulary of economic language. Both in specialized literature and in other forms of communication to the public, it is preferred to use the term in its original form instead of its translation from Romanian - *arendare, concesionare, inchiriere:*

"Piața de *leasing* operațional a înregistrat, în 2013, o creștere ușoară de aproximativ 3,5% față de anul anterior, ajungând la aproape 43.000 de unități și depășind estimările făcute după rezultatele la 9 luni. Anul trecut, 11.500 de autovehicule noi au fost înmatriculate prin *leasing* operațional, reprezentând peste 17% din totalul înmatriculărilor de autoturisme și autovehicule comerciale ușoare noi".

Source: Adevarul.ro, 20 february 2014

Taken from American English, the term *know-how* designates unpatented or unpatentable inventions, innovations, outstanding professional skill, knowledge and outstanding processes:

"Brico Depot, parte a grupului Kingfisher, liderul absolut al pieței de bricolaj din Europa, aniversează un an de prezență pe piața din Romania; un an încununat de realizări veritabile, o viziune și *know how* implementate cu succes la nivel local și 14 depozite transformate în timp record".

(Source: Adevarul.ro, 13 march 2015)

The term *lohn* consists of an international economic business carried out on the basis of a contract, between two companies in different countries, in which one manufactures in return of cash, items, custom models by the other company which retains the right to market that product under its own brand. In order to keep its terminological complexity it is recommended to use the word in its original form:

"Compania și-a propus ca în următorii ani raportul între producția în regim *lohn* și cea pentru marca proprie să ajungă la 60-40, în condițiile în care producția în regim *lohn* din România are concurență serioasă în țări ce au costuri mai mici cu forța de muncă".

(Source: Adevarul.ro, 6 july 2015)

Another term widely used in foreign trade is *franchising*, an operation on the limits of exploitation of intellectual or industrial property rights. The use of the Anglo-Saxon terminology - *franchising*, *franchiser* and *franchisee* - alternates in specialised literature, published nationally, with appropriate translations -*franciza*, *francizor*, *francizat/beneficiar*.

"Orădenii care vor să afle cum ar putea să înceapă o afacere în sistem de *franciză*, au ocazia să se pună în temă, participând la conferința organizată de fundația Proton, în parteneriat cu Kyros Franchising".

(Source: Adevarul.ro, 15 january 2014)

In terms of business negotiation - terminology and designation of instruments, means of payment and financing used in international economic affairs - terminology comprises largely words translated into Romanian, whose use is not recommended in original form, for semantic reasons. Here are some examples:

Collective bargaining	Negociere colectiva
Bill of credit	Acreditiv documentar
Bill of exchange	Cambie
Bill/draft	Trata
Black economy	Economie paralela
Branch	Sucursala
Brand awareness	Notorietatea marcii

Table 2: English terms translated into Romanian

Collective leadership	Conducere colectiva
Competitive advantage	Avantaj competitiv
Export/foreign trade	Comert exterior
Fair competition	Concurenta loiala
Invoice	Factura
Joint venture	Societate mixta
Letter of credit	Scrisoare de credit
Money order	Ordin de plata
Order of enforcement	Executare silita
Outsourcing	Externalizarea serviciilor
Promissory note	Bilet la ordin
Quality insurance	Asigurarea calitatii
ROI (retun on investment)	Rentabilitatea investitiilor
Statement of account	Extras de cont
Supply and demand	Cerere si oferta
Turnover	Cifra de afaceri
Value added tax (VAT)	Taxa pe valoarea adaugata (TVA)

Source: author

4. Conclusions

Although anglicisms both in economic and business field and also in the technical and computer science one, impose themselves very fast in language movement, being sometimes necessary and difficult to replace, one should try to

control this process which often exceeds the boundaries of good use and functioning of the Romanian language.

There are two attitudes towards English borrowings. Conservatives, including both experts and the general public / non-specialists, believe that many words borrowed from English are unnecessary and can be replaced by equivalent Romanian terms. Most people use them because of linguistic snobbery, ignorance or lack of patriotism. For instance, we can note the situation of the French language where many anglicisms, especially in IT, are replaced with French terms (e.g *computer* with *ordinateur*), while in the Romanian language a lot of English terms are used, most of which did not undergo any process of adapting to our language system. The second category is represented by those who consider borrowing from English a natural phenomenon of enrichment of the lexical Romanian heritage, even if not all anglicisms are necessarily required. Anglicisms considered universally useful and welcome are those whose meaning cannot be translated by a single Romanian word.

Mostly, the issues of anglicisms adaptation present in all styles of Romanian language are applied to the economic field. But there are only specific elements of this language. Graphic adaptation of Anglicisms in the economic language requires a period of time, being conditioned by various factors. The two trends manifested in the graphic adaptation of economic Anglicisms are: keeping the original script (which is the prevailing trend) and calling a Romanian script often used with ironic effect. Hybridized graphics configurations are a sign that the economic terms are already in the process of adaptation, but reverse adaptation or forced Romanization of terms are not advisable. From the studied examples one can conclude that anglicisms in the economic field retain their original form and they are used by a small number of speakers, which reduces their chances of graphics adaptation.

Difficulties related to limits of traditional language to explain some economic phenomena, the difficult road of economic emergence and the strengthening of science facilitated the penetration of Anglo-Saxon origin - linguistic borrowings into local language. The Anglo-Saxon terminology's role in specialized languages is to facilitate communication, therefore it is not recommended to use so- called luxury anglicisms - Anglo-Saxon terms that double Romanian words without bringing further information. With all the difficulties of adapting to the linguistic system of the Romanian language, the English borrowings continue to get massive and rapid access into our current language, speeding the process of vocabulary enrichment, also resulting in major changes at other levels of the system.

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