



# **Master in Interpretazione Consecutiva e Trattativa**

**Scuola Superiore per Interpreti e Traduttori  
di Pescara**

# Starting Point:

What is the Etymology of the words “Communication” and “Diversity”?

Diversity is: communication, observation & sensitivity, flexibility and self-awareness.

## Elements of Pragmatic Communication

- ✓ Ethical Behaviour
- ✓ The Value of a Good Reputation
- ✓ The Art of Patience
- ✓ Signs of High Emotional Intelligence
- ✓ How to be Assertive
- ✓ Consistency and Commitment
- ✓ Why is Logical Thinking Essential?
- ✓ What is Critical Thinking?
- ✓ Benefits of Focusing
- ✓ Brain Power

## Videos

- ✓ Why reading matters
- ✓ Developing Emotional Intelligence
- ✓ Understanding Cultural Communication
- ✓ Interpersonal Gap Communication

## Topics

- ✓ Translating versus Interpreting
- ✓ Difference between Focusing and Concentration
- ✓ The Importance of Paraphrasing
- ✓ Speed Writing and Reading

# Following Steps:

Interpreting is: the action of explaining the meaning of something

## Il ruolo dell'interprete

- ✓ Il Mestiere dell'interprete
  - Perché dovresti leggere ogni giorno
  - Che cosa s'intende per bilinguismo
  - La lettura una fonte di benessere
  - La voce dell'interprete: il controllo vocale
  
- ✓ Criteri di qualità dell'interpretazione
  - Equivalenza
  - Accuratezza
  - Adeguatezza
  - Fruibilità
  
- ✓ Introduzione all'interpretazione consecutiva: principi generali e osservazioni didattiche
  - Reformulation of Texts
  
- ✓ La presa di appunti nella interpretazione consecutiva
  - Approccio semantico al segno
  
- ✓ Legami sintattico-concettuali nell'interpretazione consecutiva
  
- ✓ Esercizi pratici di Interpretazione Consecutiva
  - Italiano verso Inglese
  - Inglese verso Italiano

What is the Etymology of the word "Tourism"?  
Tourism is: the commercial organization and operation  
of holidays and visits to places of interest

## Tourism Industry

- ✓ Describe a touristic attraction and prepare a presentation
- ✓ Artistic preference with complete description
- ✓ Risk Taking
- ✓ Tact and Diplomacy
- ✓ Problem Solving
- ✓ What is Cultural Awareness
- ✓ Diversity
- ✓ Intercultural Awareness
- ✓ Intercultural Communication Skills
- ✓ The Effectiveness of Focusing

## Further Steps:

What is the Etymology of the word "Business"?  
Business is: a commercial activity.

## Communication & Management of International Business Affairs

- ✓ Why Priority Management is Important to Business
- ✓ Difference between negotiation and persuasion.
- ✓ Money
- ✓ Languages for Business
- ✓ Case Study (Dilemma & Decision)
  - A series of case studies that have the objective to think with an *"out of the box"* method, taking into consideration the many different perspectives whether short term or long term and then deciding on the best option.
  - In the end, there is an open debate among the participants.

# Approaching the End:

Public speaking, also known as oratory, is the process of delivering a speech or presentation where the individual speaks directly to a live audience.

## Public Speaking

### Esercitazione - Esame finale

Ogni partecipante dovrà preparare una presentazione di un viaggio con immagini e descrizioni di luoghi e elementi culturali. Si possono inserire slide, fotografie e brevi descrizioni della località scelta. Dopo ogni presentazione, si aprirà un dibattito con la classe.

**The Master Course has the objective to guide future inspirational interpreters in fully understanding what is expected of them in this profession in relation to self-development and the enhancement of professional skills.**

*“Professionalism is knowing how to do it, when to do it, and doing it”*

*Frank Tyger*