

**MINISTRY OF EDUCATION AND TRAINING
UNIVERSITY OF DANANG**

BÙI THỊ LỆ HÀ

**AN INVESTIGATION INTO ENGLISH AND
VIETNAMESE IDIOMATIC PHRASES IN
BUSINESS TRANSACTION WITHIN
THE FRAMEWORK OF WORD GRAMMAR**

**Field: THE ENGLISH LANGUAGE
Code: 60.22.15**

**M.A. THESIS IN THE ENGLISH LANGUAGE
(SUMMARY)**

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Danang, 2011

**The thesis has been completed at the College of
Foreign Languages, Danang University.**

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**The thesis was orally defended at the Examining
Committee.**

Time: 15th January, 2011

Venue: Danang University

**The original of thesis is accessible for the purpose
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CHAPTER 1

INTRODUCTION

1.1 RATIONALE

English is an international language. It is the most popular language in the world. English is playing an important role in all fields of life. It is not difficult to realize the dominance of English in international communication, science, business, aviation, entertainment, broadcast and education. However, to grasp the knowledge in specific, suitable with every field, many pupils, students meet difficulties in using English idioms. Particularly advanced learners, knowing and understanding idiomatic expressions is a significant step to mastering this language. Furthermore, idioms reflect distinctive features of each language, so they can be the bridge linking the soul of different nations. Thus, it should open doors to friendly atmosphere on the part of both native and non-native speakers, which leads to global mutual understanding in cultures, customs, traditions and behaviors as well – the key factor to avoid culture shocks during international communication.

Aware of the importance of idioms in learning English, that's the reason why I would like to make some of my own contributions to an investigation into English and Vietnamese idiomatic phrases in business transaction within the framework of Word Grammar. Many linguists write Word Grammar (WG) but the writer only intends to study Word Grammar theory of Richard Hudson.

1.2 SCOPE OF THE STUDY

This research only focuses on syntactic features in English Idiomatic Phrases in Business Transaction with Vietnamese, from which an insight into the two languages can be drawn. Especially prove that applying Word Grammar theory and its model we can describe idiomatic phrases clearly. One hundred English and Vietnamese idiomatic phrases are extracted from books and

dictionaries in English and Vietnamese. It also does not contain any prosodic elements.

1.3 AIMS OF THE STUDY

- This project will introduce a new way to study language
- We can apply a new way in idiomatic phrases analysis
- We would like to help learners aware of particular features of WG

- Through contrastive analysis we can see advantages and difficulties in applying WG theory on analyzing Vietnamese idiomatic phrases.

1.4 OBJECTIVES OF THE STUDY

The study is planned to describe, classify, identify and analyze the structure of idiomatic phrases in business transaction within the framework of WG and find out the advantages and difficulties in applying WG properties in analyzing Vietnamese idiomatic phrases in business transaction and whether WG can be applied to analyze Vietnamese sentences.

1.5 RESEARCH QUESTIONS

To achieve the aims and objectives mentioned above, the study will answer the following questions:

1. What are the differences and similarities between English Idiomatic Phrases in Business Transaction and Vietnamese ones through description?
2. What are the advantages and difficulties in applying WG properties in analyzing Vietnamese Idiomatic Phrases in Business Transaction?
3. Whether WG can be applied on analyzing Vietnamese sentences?

1.6 MAJOR CONTRIBUTIONS

- Applying WG properties on analyzing Vietnamese sentences, phrases.
- Introducing a new way in sentence analysis.

1.7 ORGANISATION OF THE STUDY

- Chapter 1 Introduction
- Chapter 2 Review of Literature and Theoretical Background
- Chapter 3 Method and Procedure
- Chapter 4 Discussion of Findings
- Chapter 5 Conclusions - Implications – Limitations

CHAPTER 2

REVIEW OF LITERATURE AND THEORETICAL BACKGROUND

2.1 REVIEW OF PREVIOUS STUDIES

Over the past few decades, idioms have been the objects of many studies by linguists in the world. Almost English idioms can be found in many dictionaries such as "Essential American Idioms" by Spear [37], "Oxford Learner's Dictionary of English Idioms" by Warren [41]. In these dictionaries there are explanations and examples which help to understand the meaning and the usage of idioms. Besides, idioms are mentioned in other dictionary "The Cambridge Encyclopedia of the English language" by Crystal David [7].

In Vietnamese, La Thanh [29] in the book entitled "English - Vietnamese Idioms Dictionary" presents completely English idioms, their Vietnamese equivalents.

So far, there have been a lot of master thesis dealing with English and Vietnamese idioms from various aspects at Da Nang university " A study of Idioms containing color words in English and Vietnamese" by Nguyen Thi Dieu Hao [34], " Idiomatic phrases containing words denoting number English versus Vietnamese" by Le Dieu My [32]. Besides, M.A thesis related to Word Grammar like Tran Thi Thuy Oanh [40]. Although various aspects of idioms have been investigated, none of the above studies has put An investigation

into English and Vietnamese idiomatic phrases in business transaction within the framework of Word Grammar.

2.2 THEORETICAL BACKGROUND

2.2.1 Word Grammar

According to Richard Hudson, Word Grammar (WG) is a general theory of language, which covers semantics and morphology as well as syntax.

2.2.2 Some notions are used in the research paper

2.2.2.1. Syntactic structures

According to WG a sentence has just one syntactic structure (barring ambiguity), which must of course show all the relevant surface facts about each word - including its position relative to other words - as well as the relatively abstract facts about its relations to other words, most of which are shown explicitly as syntactic dependency relations.

2.2.2.2 Word

Word is the smallest unit relevant to meaning. The word is the optimum unit for relating meaning to segmental phonology, being the largest unit for phonology and the smallest for meaning. The word is the unit of classification into "language".

2.2.2.3 Default inheritance

The default inheritance of Word Grammar allows multiple inheritance - simultaneous inheritance from more than one super-category. For example, Cat isa both Mammal and Pet, so it inherits various bodily characteristics from Mammal and functional characteristics from Pet. Rightly or wrongly, the structure of a Word Grammar network is crystal clear and fully "digital" (except for degrees of entrenchment and activation)

2.2.2.4 Isa

One particularly important type of link in a Word Grammar network is the "*isa*" link, the relationship between the concepts and a super-category to which it belongs; for example, the link between the

concepts Dog and Animal, or between the word DOG and the word-class Noun. This is the basic for all classification in Word Grammar, regardless of whether the classified concept is a sub-class (e.g. Dog isa Animal) or an individual (e.g. Fido isa Dog), and regardless of whether it is a regular or an exceptional member.

2.2.2.5 Dependency

Most of syntax is handled, in WG, in terms of dependency relations, which involve the relational categories 'head', 'dependent', 'root' and 'subordinate', where 'root' and 'subordinate' are generalized versions of 'head' and 'dependent' respectively.

In WG syntax, dependency such as "subject" or "complement" are explicit and basic, whereas phrases are merely implicit in the dependency structure.

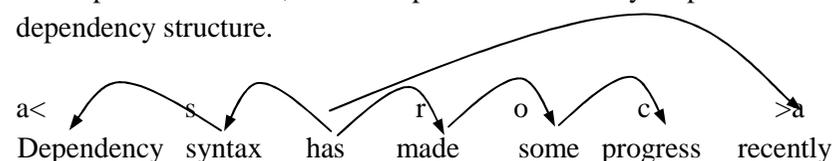


Figure 2.2: Dependency structure in an English sentence

It can be seen in Figure 2.2 where the word *syntax* is the subject of two verbs at the same time: *has* and *made*. The justification for this “structure sharing” (where two “structure” share the same word).

In WG it is generalised to syntax as well as semantics, because in a syntactic structure each word takes its position from one or more other words, which therefore act as its ‘landmark’. In the WG analysis, ‘before’ and ‘after’ are sub-cases of the more general ‘landmark’ relation. By default, a word’s landmark is the word it depends on, but exceptions are allowed because landmark relations are distinct from dependency relations. In particular, if a word depends on two other words, its landmark is the ‘higher’ of them (in the obvious sense in which a word is ‘lower’ than the word it depends on).

2.2.2.6 Adjacency Principle

In WG, Hudson shows a preliminary version of the Adjacency Principle as follows: A word must be adjacent to any other word, which is its head. Roughly speaking, a word is adjacent to its head provided it is as close as possible to its head, given the needs of its own subordinates to be adjacent to their heads. More precisely: Adjacency that is defined that A is adjacent to B provided that every word between A and B is a subordinate of B.

2.3 THE MAIN TENETS OF WORD GRAMMAR

WG grew out of the same intellectual climate as all the trends just surveyed, and its development can quite reasonably be taken as an example of each one.

- a/ WG is *lexicalist*.
- b/ WG is *wholist*.
- c/ WG is *trans-constructionist*.
- d/ WG is *poly-constructionist*.
- e/ WG is *relationist*.
- f/ WG is *mono-stratalist*.
- g/ WG is *cognitivist*.
- h/ WG is *implementationist*.

2.4 OVERVIEW OF IDIOMS IN ENGLISH

To begin with, a sketchy picture of the research background will be provided with an overview of the key concept “idiom”.

According to Jenifer Seidl and W.Mc Mordie in “English Idiom and How to Use” “an idiom is a number of words which, taken together, mean something different from the individual words of the idiom when they stand alone.” (1979, p.20) The Longman Dictionary of Language Teaching and Applied Linguistics regards an idiom as “an expression which function as a single unit and whose meaning can not be worked out from its separate parts” (1992, p.198)

2.5 IDIOMATIC PHRASES AND OTHER LANGUAGE UNIT

2.5.1 Idiomatic Phrase

All languages contain many such expressions, called idioms or idiomatic phrases, as in these English examples: *Sell down the river, let her hair down, put his foot in his mouth*

Idioms are similar in structure to ordinary phrases except that they tend to be frozen in form and do not readily enter into other combinations or allow the word order to change.

2.5.2 Idioms and Collocations

From Wikipedia, the free encyclopedia, "A collocation (also collocates) is a word or phrase which is frequently used with another word or phrase, in a way that sounds correct to speakers of the language, e.g. *heavy rain, completely forget*

Collocations and idioms share common features such as fixed groups of words, highly restricted contextually and have arbitrary limitation in use.

2.5.3 Idioms and Proverbs

2.5.3.1 Definition of Proverbs

Idioms have been defined as fixed expressions whose meaning can not be worked out by combining the literal meaning of its individual words. Proverbs, however, have been defined differently as "a short well-known sentence or phrase that gives advice or says something is generally true in life." (Oxford Student's dictionary of English, 2001, p.511).

Example: A golden key can open any door

2.5.3.2 Similarities of Idioms and Proverbs

Both proverbs and idioms are reproduced as ready-made speeches. In daily life, people naturally accept their existence. Under no circumstances do they dispute the being of either a proverb or an idiom. They also never find the way to interchange any component by other words in a proverb or an idiom.

In addition, idioms and proverbs are fairly common in some other ways. Their lexical items are permanent; moreover, their meanings are conventional and largely metaphorical. In contrast to

free expressions in which the member words may differ according to the needs of conversations, the lexical components in proverbs and idioms are consistently presented as single immutable collocations.

From all the features mentioned above, proverbs have no reason not to be taken into consideration together with idioms.

2.5.3.3 Differences between Idioms and Proverbs

It is undeniable that idioms and proverbs have close relations. The similarities between them, however, are not broad enough to mingle these two concepts together. They still own its typical features that differentiate one from the other.

First and foremost, the difference lies in grammar.

Secondly, in comparison with idioms, proverbs bring another different feature in terms of function.

In conclusion, idioms and proverbs are so alike that people frequently take them into parallel consideration when studying a language. The close relations between idioms and proverbs, however, can not reflect their complete similarities. They are still distinguishable for their differences in grammar and function.

The similarities and differences between idioms and proverbs can be summarized in the table as follows:

Table 2.1: Differences between Idioms and Proverbs

| Feature | Expression | Idioms | Proverbs |
|------------------------|---------------|--------|----------|
| Syntactic feature | Fixedness | + | + |
| | Phrase | + | - |
| | Clause | + | - |
| | Sentence | + | + |
| Semantic feature | Non motivated | + | + |
| Communicative function | Perception | - | + |
| | Aestheticism | + | + |
| | Education | - | + |

2.5.4 Relationship of Language and Culture

According to Claire Kramsch in Language and Culture [28] mentioned the relationship of language and culture as follows:

- **Language expresses cultural reality.**
- **Language embodies cultural reality.**
- **Language symbolizes cultural reality.**

CHAPTER 3

METHOD AND PROCEDURE

3.1 RESEARCH METHODOLOGY

Descriptive method is chosen to be the main method of the idiomatic phrases in business transaction in English and Vietnamese. In description, English is chosen as the source language and Vietnamese, the target one. Quantitative and qualitative approaches are also chosen as supporting methods of the study.

Through this method, the research intends to describe, classify and analyze English and Vietnamese idiomatic phrases in business transaction within the framework of Word Grammar.

3.2 DESCRIPTION OF POPULATION AND SAMPLE

We are intended to reach about one hundred samples from English and Vietnamese materials. These Idiomatic Phrases in Business Transaction taken from reliable books, dictionaries in English and Vietnamese. After reading the materials we have picked out one hundred idiomatic phrases in business transaction of both languages. They are described and analyzed within the framework of WG of Richard Hudson.

3.3 DATA COLLECTION

The relating data in this study is mainly taken from books and dictionaries, both monolingual and bilingual. The chosen sample fit the criteria which are identified in the theoretical background. All of them are collected from the following sources:

- In English: English grammar, English syntax, Linguistics meaning, <http://www.phon.ucl.ac.uk>

- In Vietnamese: Ngữ pháp tiếng Việt, Các bài tập đàm phán trong giao dịch kinh doanh, Các thành ngữ thông dụng trong giao dịch thương mại, Các loại câu trong tiếng Việt.

3.4 DATA CLASSIFICATION AND ANALYSIS

From this source of samples of idiomatic phrases in business transaction, we grouped them into several categories depending on their structures. Then we present them in frequency of percentage in terms of subtypes of idiomatic phrases in business transaction so that we could draw out the similarities and differences in English and Vietnamese for the discussion section.

3.5 RESEARCH PROCEDURE

- Identifying and choosing the research topic by reviewing the previous studies thoroughly.

- Choosing the appropriate approach to the problem.

- Collecting data: after reading all chosen books and dictionaries in English and Vietnamese, we select almost idiomatic phrases in business transaction from these books which meet the criteria.

- Classifying related data into categories depending on their functions.

- Analyzing and explaining collected data in terms of structure

- Drawing the similarities and differences of idiomatic phrases in business transaction in English and Vietnamese basing on the results of analysis of obtained data.

- Giving out implications for teaching and learning English as a foreign language in Viet Nam.

3.6 RELIABILITY AND VALIDITY

3.6.1. Reliability

It can be said that this study is reliable because the source of data which has been selected to be investigated is extracted from

well-known English and Vietnamese books and dictionaries. Moreover, the data are also supported by the criteria of theories in theoretical background which is constructed on the basis of theories of Word Grammar by famous linguists.

3.6.2. *Validity*

Idiomatic phrases in business transaction are, as mentioned earlier in this study, idiomatic phrases in business transaction are not out of the available system of linguistic theory. As a result, they can be always investigated and verified using this WG in teaching and learning a foreign language. All these things set up a sound theoretical background for the study. In addition, all the research methods employed in this study have proved to be highly effective for contrastive analysis.

CHAPTER 4

DISCUSSION OF FINDINGS

4.1 THE ENGLISH IDIOMATIC PHRASES

4.1.1 *Syntactic structures of WG*

4.1.1.1 *The Elements of Syntactic structure*

Like any other syntactic theory, WG (Word Grammar) recognizes **words** as basic elements of syntactic structure.

Richard Hudson assumes, then, that the kind of rule which is responsible for arranging words in sentences is not suitable for defining the ways in which morphemes (and phonological elements) combine inside a word. In this respect WG contrasts sharply with the transformational tradition, whose analytic practices follow the neo-Bloomfieldian tradition of syntactic analysis with the morpheme rather than the word as the basic unit.

The principle that words are the smallest units of syntax allows one word to consist of two or more smaller words with strictly syntactic relations between them. The status of words as the smallest units of syntax is now accepted in most mono-stratal theories, and is

controversial only in relation to GB. What is much more controversial is the WG claim that words are also the **largest units** of syntax, in the sense that most of syntax is handled without reference to any larger unit. This is possible if the grammar refers only to the relations between pairs of words (typically, but not only, dependency relations); the structure of a whole sentence then consists of the total set of pairwise relations among its words, and nothing more.

4.1.1.2 *Dependency in Modern Syntactic Theory*

Richard Hudson comments on the following recent developments in syntactic theory, all of which seem to show an increase in the role of dependency.

1. Reduced information in phrase categories.
2. Increased interest in Categorical Grammar.
3. Increased use of grammatical relations and/or Case.
4. Increased use of 'head'.
5. The use of 'government' in GB.

4.1.1.3 *Relaxing the Formal Constraints on Dependency structures*

A preliminary version of the Adjacency Principle is as follows: A word must be adjacent to any other word which is its head.

Adjacency (revised and final) D is adjacent to H provided that every word between D and H is a subordinate either of H, or of a mutual head of D and H.

For example, the 'incomplement' rule is given below, together with the rule that links the features of a determiner to those of its following common-noun.

[1] subject of incomplement of *word* = *subject* of it.

[2] feature of complement of *determiner* = *feature* of it.

The Adjacency Principle, with the definition of adjacency that Richard Hudson have just given, applies very generally. As Richard Hudson mentioned earlier, it is debatable whether it applies to languages with very free word-order, and this is certainly an

important research topic. However until there is incontrovertible evidence to the contrary Richard Hudson shall assume that it applies to all languages, and is never overridden (except in performance). However Richard Hudson should prepare the reader for a slight twist to its interpretation, in connection with clitics, where we shall see that if one word W is part of a larger word W', then the restrictions that the Adjacency Principle places on the position of W can be satisfied by the position of W' instead; for example, in the French sentence *Il en mange beaucoup*, 'He eats a lot of it' (literally: 'He of-it eats a-lot'), *en* is part of a larger word *il en mange*, which is adjacent to the head of *en, beaucoup* though *en* itself is not.

4.1.1.4 Extractee ('x<')

For example: What do you think that we should ask him to say?

As in any other theory, *what* has a long-distance 'object' dependency on *say*, a local **order** dependency which justifies its position before *do* (i.e. its 'landing site') and which is called '**extractee**' ('x<')

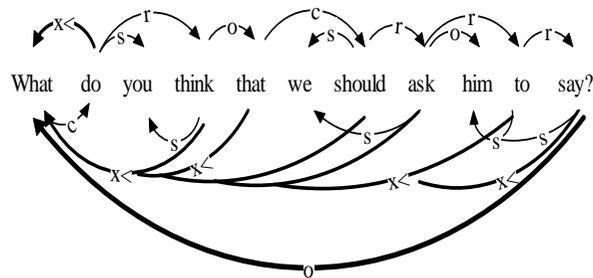


Figure 4.1: Intermediate extractee dependencies which collectively link these two dependencies.

And each of these dependencies is inherited from somewhere in the grammar network:

4.1.1.5 Extraposition

Look at two examples

- (1) Students do well *who take my courses*.
- (2) It is surprising *that it rained*.

In each case the subordinate clause is extraposed from its default place, and in (2) it is replaced by *it*. Once again the displacement is explained by an extra dependency, **extractee** ('>x'), which in this case is not recursive.

4.1.1.6 Raising

For example:

- (1) It was raining.
- (2) Was it raining?

In these sentences,

It must be the subject of *was*, to explain the possibility of inversion.

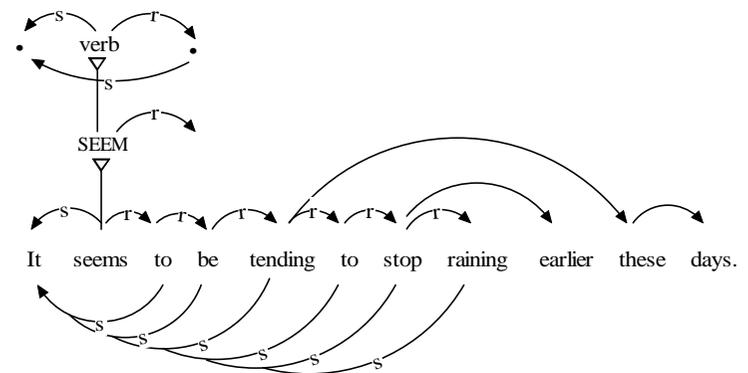
It must also be the subject of *raining*, to explain the selection of 'weather IT'.

Raining must depend on *was*, to explain its non-finiteness.

Therefore the phrase headed by *raining, it ... raining*, must be discontinuous in (1).

Examples (1) and (2) both involve raising which is permitted by verbs which select a 'sharer' ('r'), such as BE, SEEM, STOP. Such verbs can be combined to produce long-distance dependencies:

- (3) It seems to be tending to stop raining earlier these days.



4.1.1.7 Grammatical relations as types of dependent

Dependency theory has always allowed one word to have more than one dependent, in contrast with its single head. Different dependents of a single word or word-type often have different characteristics, all of which need to be defined in rules, so it is necessary to distinguish one dependent from another - hence the traditional set of 'grammatical relation' categories like 'subject', 'object', 'complement' and so on. In contrast, there is generally no need to subdivide 'head' because each word has just one head, so its head can be distinguished from other heads just by referring to 'head of W', where 'W' stands for the word or word-type concerned. However now that we have allowed more than one head per word we face the possibility of having to distinguish different types of head from one another.

The very first distinction applied to 'dependent' is that between 'pre-dependent' and 'post-dependent', reflecting the fact that English is a 'mixed' language in which some kinds of dependents precede their heads, and others follow. The distinction between dependents that typically (though not always) precede and follow their heads, respectively, is fundamental to a number of important rules (e.g. passivization and extraction).

4.2 THE ENGLISH IDIOMATIC PHRASES IN BUSINESS TRANSACTION (EIP)

With the properties of WG, we will analyze English idiomatic phrases. Examine some of the following English idiomatic phrases:

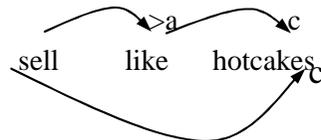


Figure 4.1: “Sell like hotcakes” is analyzed in WG

As we have seen that *sell* is a dependent of *hotcakes*, but there are also good reasons for treating *sell* as a dependent of *like*. Therefore, it is a dependent of two words, and has two heads.

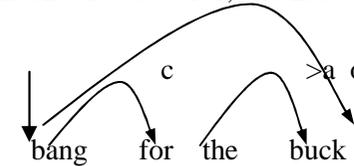


Figure 4.2: “Bang for the buck” is analyzed in WG

In *bang for the buck*, there is a dependency between *bang* and *buck*, but this can be shown directly rather than an empty node before *buck*

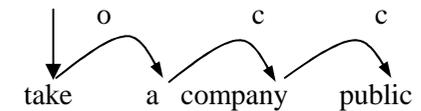


Figure 4.3: “Take a company public” is analyzed in WG

In short, analysing English idiomatic phrases in business transaction within the framework of WG has many advantages. Phrases are analysed clearly, exactly.

4.3 FROM ANALYZING THE ENGLISH IDIOMATIC PHRASES IN BUSINESS TRANSACTION TO ANALYZING VIETNAMESE IDIOMATIC PHRASES. HERE ARE SOME OF THE FOLLOWING VIETNAMESE IDIOMATIC PHRASES (VIP):

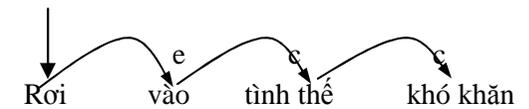


Figure 4.4: “Roi vào tình thế khó khăn” is analyzed in WG

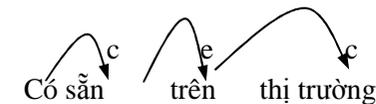


Figure 4.5: “Có sẵn trên thị trường” is analyzed in WG

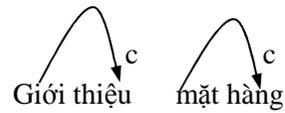


Figure 4.6: “Giới thiệu mặt hàng” is analyzed in WG

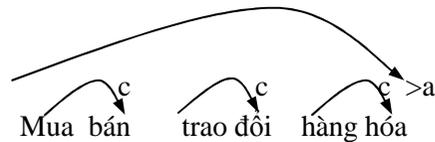


Figure 4.7: “Mua bán trao đổi hàng hóa” is analyzed in WG

4.4 THE ADVANTAGES AND DIFFICULTIES IN APPLYING WG PROPERTIES IN ANALYZING VIETNAMESE IDIOMATIC PHRASES IN BUSINESS TRANSACTION

4.4.1. Advantages

There are many advantages in applying WG on analyzing Vietnamese idiomatic phrases in business transaction because Vietnamese is an isolating language, therefore idiomatic phrases in business transaction are analyzed clearly, present fully relations between words in sentence. WG can show the root of word by using labels which are used to link function in analyzing. Look at the example “Đăng ký bản quyền” is analyzed as following:

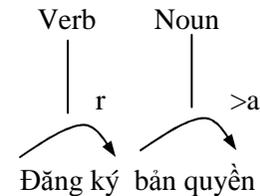


Figure 4.8: “Đăng ký bản quyền” is analyzed in WG

Basing on the structure, we can analyze *Đăng ký* isa ĐĂNG KÝ, which isa verb, so *Đăng ký* inherits from ĐĂNG KÝ, from verb. Verb is a subject, ĐĂNG KÝ has an object which isa noun, so *bản*

quyền isa noun. However, its sense will be changed if we change the order of word into “*Bản quyền đăng ký*”

Vietnamese idiomatic phrases “*Biến động trên thị trường*” from “*Bài tập đàm phán tiếng Anh*” [53] as follows:

In traditional approach:

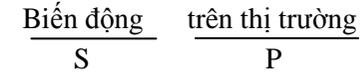


Figure 4.9: “Biến động trên thị trường” is analyzed in traditional approach

In phrase structure rules:

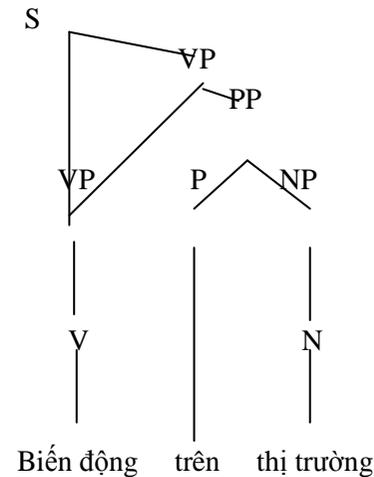


Figure 4.10: “Biến động trên thị trường” is analyzed in phrase structure rules

In WG:

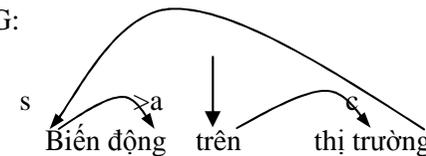


Figure 4.11: “Biến động trên thị trường” is analyzed in WG

Besides that, in Vietnamese, word is called “morphosyllabeme” not morpheme as the inflectional languages. We can see that Vietnamese words are classified into simple word (one

morphosyllabeme word: buôn, chuyên, mua, bỏ) and complex word (many morphosyllabeme word: buôn bán, chuyên giao, mua bán, bỏ mát). Therefore, using WG in analyzing Vietnamese makes the relations of words in the phrases or sentences clearer. We look at the example *Bỏ mát cơ hội* is analyzed as follows:

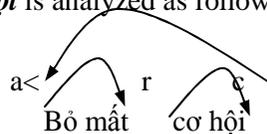


Figure 4.22: Analyzing Vietnamese many – morphosyllabeme word in WG

Through the above analysis, it is very convenient for applying WG on analyzing the Vietnamese idiomatic phrases or sentences.

4.4.2. Difficulties:

Vietnamese complex words are still meaningful if they are taken apart such as đèn/bù (in đèn bù), nắm/bắt (in nắm bắt), hấp/tấp (in hấp tấp). In the others such as trùng trùng, lớp lớp, điệp điệp the isolated parts may have no meaning, they cannot be analyzed into smaller units in a sentence. Therefore, some idiomatic phrases have not been analyzed completely in framework of Word Grammar.

4.5 SIMILARITIES AND DIFFERENCES BETWEEN ENGLISH AND VIETNAMESE CULTURES EXPRESSED VIA IDIOMS

4.5.1 Similarities

Despite the differences in culture, there are still coincidences in ways of thinking and observing the world of Anglicists and Vietnamese people. This undoubtedly leads to the similarities in the way of expressing ideas and concepts through idioms. In fact, many English idioms of business transaction have exact equivalents in Vietnamese in terms of both meaning and vocabulary.

4.5.2 Differences

Differences in the image of idiomatic business transaction in English and Vietnamese are consequences of dissimilarities between

two cultures for language items are closely in connection with culture. Therefore, it is reasonable to take glimpse at some outstanding cultural factors first.

In a broad sense, talking about culture, it is of necessity to talk about the nature, and after all, culture is a mirror of the nature, in which it is being adjusted by human beings to satisfy their demands in all aspects of life.

Original cultural identities of a nation are naturally rooted from historical conditions. It is essential to refer to their geographical features as they play a significant role in the formation and growth of the culture; its own form of the economy, political institution, customs and so on. Culture, first and foremost, is a aquaculture.

Example:

Rice is also the staple of most Vietnamese meals. Tea is the traditional drink. They use chopstick in meals.

Cereal and meat are staple in the meals. They like drinking coffee. They use knife and folks in stead of chopsticks.

Vietnamese culture is mainly based on wet rice production. That is, in daily life, people deal with production tools and animals that either directly or indirectly serve their farming. As a result, when using simile and metaphor, they often take the familiar things which regularly exist in their daily lives and their way of thinking as the images of comparison.

Moreover, the way of thinking is also influenced by the living condition. English people employ the image “the weather” to indicate a person who changes his / her mood or opinion about something frequently. That is to say “as changeable as the weather”. It is explained that the weather there is changeable and it is almost impossible to tell what it will be like. Likewise, Vietnamese people have an idiom related to the weather as: như hạn gặp mưa rào (like drought has heavy rain). This idiom implies a meeting, which has been expected in an anxious mood so long before. It can be seen that

“drought” and “rain” are common weather phenomena in a tropical country like Vietnam. To sum up, the use of images related to weather phenomenon in Vietnamese idioms differs from those in English idioms.

CHAPTER 5

CONCLUSION – IMPLICATION – LIMITATION

5.1 REVIEW OF THE FINDINGS IN THE STUDY

Apart from these psychological attractions of dependency, WG is plausible as a cognitive model language:

- It presents language as a network of related concepts
- This network structure explains why words prime each other if they are "close" to each other in the network: this is because of spreading activation.
- Isa relationships are invoked between word-tokens and word-types, so utterances are represented as a constantly changing "fringe" on the edge of the network. This corresponds with recent views of working memory as the currently active part of long-term memory.

Applying syntactic properties of WG makes phrases, sentences clear, enough. Besides, we have faced many difficulties in Vietnamese. Analyzing according to WG is a new way and has not applied widely in Vietnam. This is a new approach in analyzing Vietnamese grammar, we hope that it is studied widely in future.

5.2 IMPLICATIONS FOR LANGUAGE LEARNING AND TEACHING

5.2.1. *Suggestions for language learning*

The two kinds of change are related because temporary activation affects nodes differently according to their permanent activation level. Moreover, because there is no boundary around language, activation spreads freely between language and non-language, so the “pragmatic context” influences the way in which we interpret utterances.

The second kind of activity in the network consists of constant changes in the fine details of the network’s structure through the addition (and subsequent loss) of nodes and links in response to temporary activation. Many of these new nodes deal with ongoing items of experiences. Token nodes must be kept separate from the permanent “type nodes” in the network because the main aim of processing is precisely to match each token with some type in other words, to classify it. The two nodes must be distinct because the match may not be perfect, so when you read *yellow*, you match it mentally with the stored word YELLOW in spite of the mis-spelling.

As for learning, WG offers two mechanisms. One is the preservation of temporary token nodes beyond their normal life-expectancy of a few seconds; this might be triggered for example by the unusually high degree of activation attracted by an unfamiliar word or usage. The other kind of learning is induction, which also involves the creation of new nodes. Induction is the process of spotting generalisations across nodes and creating a new super-node to express the generalisation. Induction is very different from the processing of on - going experience, and indeed it may require downtime free of urgent experience such as the break we have during sleep.

Therefore, the WG theory of learning fits comfortably in the “usage-based” paradigm of cognitive linguistics in which language emerges in a rather messy and piece-meal way out of a child’s experience, and is heavily influenced by the properties of the “usage” experienced, and especially by its frequency patterns.

5.2.2 *Suggestions for language teaching*

It is true that the second language combines skills – speaking, listening and so on – with factual knowledge, but the same is true of maths, which is tested in terms of problem-solving abilities much like those of the second language practice. It is also true, that the second language faces the learner with a social stereotype and its associated

attitudes, which can affect motivation; but the same is true in subjects such as drama and religion. And it is true that the second language is not just a body of knowledge but itself a tool for communicating knowledge; but the same is obviously true for the first language, which the students are still studying alongside the second language. In short, a cognitive approach reveals similarities rather than differences between the second language teaching and other school subjects. Indeed, we could even extend the idea of network structure to the school and point to the need for the second language teacher to “network” with teachers of other subjects.

Finally, What can schools and teachers do to motivate learners? Everyone knows that this is the crucial variable in the second language teaching, so it deserves attention from all concerned even theoretical and descriptive linguistics may have something to contribute. The typical language-learner in school is not moved by talk of far-off goals such as being able to get a job or make friends abroad in ten or twenty years time.

A much better solution is to make the language itself interesting, because this guarantees that attention will be on the words and their network connections. If the goal is to enrich network connections, it probably doesn't matter how this is done, and there are many ways of doing it – looking for related words in the second language or etymons in the first language, playing games with scrambled letters or words. If every the second language teacher combined cognitive linguistics with all the skills and knowledge of a good language teacher, the second language learners would have a really good deal.

Through the research paper on idiomatic phrases in business transaction, the analyzing idiomatic phrases in business transaction between two languages as well as the practice of my teaching, we have considered some difficulties from analyzing idiomatic phrases

in business transaction in the field of WG get to tendency of correct use.

However, WG analysis of teaching methods considers new matter, the important thing how to make learners aware of new approach, understand it, apply it, this is truly an effective teaching.

5.3 LIMITATIONS OF THE RESEARCH PAPER

In spite of the fact that we have tried our best in finding materials and investing our efforts, due to the lack of time for research and limited knowledge of the writer, this study is not without limitations. We just focus on the applying the theory WG of Richard Hudson on analyzing idiomatic phrases in business transaction between two languages in the syntatic properties.

Finally, We have some troubles in the development of this paper, especially the constraints of reference books and specific materials on the field of idiomatic phrases in business transaction. However, the help and encouragement of our supervisor, our teachers and our friends are the best of my motivation.

5.4 SUGGESTIONS FOR FURTHER STUDIES

- The study of analyzing the other phrases, sentences within the framework of WG.
- The study of the syntactic aspects of WG involved in the realization of idiomatic phrases in business transaction in English and Vietnamese.
- An investigation into effective grammar teaching within the framework of WG
- Studying on application of WG into translating.