

**THE UNIVERSITY OF DANANG  
UNIVERSITY OF FOREIGN LANGUAGE STUDIES**

**NGUYỄN HÀ MY**

**A STUDY OF STYLISTIC DEVICES IN ‘NEVER  
EAT ALONE’ BY KEITH FERRAZZI AND TAHL  
RAZ AND THEIR VIETNAMESE  
TRANSLATIONAL EQUIVALENTS IN ‘ĐỪNG BAO  
GIỜ ĐI ĂN MỘT MÌNH’ BY TRAN THI NGAN  
TUYEN IN TERMS OF TRANSLATION  
PROCEDURES**

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## Chapter One

### INTRODUCTION

#### 1.1. RATIONALE

“Do you want to have 5,000 phone numbers of friends who you are willing to help and vice versa who are also willing to help?”

By chance, I read this sentence on a website; I am very impressed and curious about it. After learning, this sentence has been the quotes for a best-selling book of America for many years – *Never Eat Alone* by Keith Ferrazzi and Tahl Raz.

The truth is that actual relationships with people are a big key to success. As Margret Wheathy (2005) said “Relationships are all there is. Everything in the universe only exists because it is in relationship to everything else. Nothing exists in isolation. We have to stop pretending we are individuals that can go it alone”.

“*Never Eat Alone*” is a guide to networking in a socially healthy and mutually beneficial way. The book offers useful and practical advice of how to use communication and relationships to achieve success, not only the field of economic.

Due to its trendy, as far as I know, this book was translated into many languages all over the world. Its Vietnamese version “*Đừng bao giờ đi ăn một mình*”, translated by Tran Thi Ngan Tuyen and published by the Youth Publisher, republished more than 21 times, a very impressive number.

Almost the translated works bring their own interested things. However, to be honest, it is not easy at all for all readers master an

English work. They must have a good understanding efficiency in language origin, characteristics as well as the culture of writers used in that work. Translation plays an important role; it is challenge for those who would like to perfectly translate an English work with its stylistic devices from the source language into the target language.

Therefore, as an officer of a foreign company and a postgraduate of University of Foreign Language Studies - the Da Nang University, in major of Linguistics, I really find “Never Eat Alone” interesting to study. I would like to explore these things with the aims of translating stylistic devices in “*Never Eat Alone*” by Keith Ferrazzi into Vietnamese into “*Đừng bao giờ đi ăn một mình*” by Trần Thị Ngân Tuyền.

Furthermore, up to now, many authors have contributed their time to study on stylistic devices used in English and Vietnamese works; however, it has not been found yet in terms of Linguistics in particular mainly focused on the English version “*Never Eat Alone*”, a famous work, a global best-selling book at the present time. Thus, I choose my topic with the title *A Study of Stylistic Devices in “Never Eat Alone” by Keith Ferrazzi and Tahl Raz and their Vietnamese translational equivalents in “Đừng bao giờ ăn một mình” by Tran Thi Ngan Tuyen in term of translation procedures.*

## **1.2. AIMS AND OBJECTIVES**

### **1.2.1.Aims**

The study is aimed at investigating stylistic devices in “*Never Eat Alone*” by Keith Ferrazzi and Tahl Raz and the translation of these stylistic devices into Vietnamese in its Vietnamese version “*Đừng bao giờ đi ăn một mình*” by Trần Thị Ngân Tuyền. The study

therefore provides reader with knowledge on how stylistic devices are effectively rendered from English to Vietnamese in terms of translation procedures.

### **1.2.2.Objectives**

To achieve the aim of the study, the following objectives are intended:

- Explore and find out the occurrence frequencies of simile, metaphor and hyperbole as stylistic devices used in “*Never Eat Alone*” and their Vietnamese translational equivalents.

- Survey translation methods and procedures used for translating stylistic devices in “*Never Eat Alone*” and their Vietnamese translational equivalents.

- Make some suggestions for translating, teaching and learning English.

### **1.3. RESEARCH QUESTIONS**

To achieve the aims and objectives mentioned above, the study is formulated in the following questions:

1. What are definitions of the three stylistic devices: simile, metaphor and hyperbole used in “*Never Eat Alone*”?

2. What are translation procedures applied to render English Stylistic Devices in “*Never Eat Alone*” into Vietnamese in “*Đừng bao giờ đi ăn một mình*”?

3. What are occurrence frequencies of translation procedures for Vietnamese translational equivalents in “*Đừng bao giờ đi ăn một mình*” of the English Stylistic Devices in “*Never Eat Alone*”?

### **1.4. SCOPE OF THE STUDY**

My research focus on the most commonly-used stylistic devices:

Simile, Metaphor and Hyperbole in the original book “*Never Eat Alone*”, especially I find Vietnamese translational equivalents in Vietnamese version and procedures of translating applied to render these English stylistic devices into Vietnamese in “*Đừng bao giờ đi ăn một mình*”.

### **1.5. SIGNIFICANCE OF THE STUDY**

This study will investigate and analyze three stylistic devices (simile, hyperbole and antithesis) use in “*Never Eat Alone*” and the syntactic structure equivalents in the Vietnamese version of “*Đừng bao giờ đi ăn một mình*” by Tran Thi Kim Tuyen to render these stylistic devices. Therefore, my research is expected to make some positive contributions to the studies of translation of stylistic devices, especially translation procedures for rendering stylistic devices from Vietnamese into English. Besides, the researcher hopes this study will be useful for learners and translators in reading and translating the Vietnamese stories into English effectively.

### **1.6. ORGANIZATION OF THE STUDY**

This study consists of 5 main chapters as follows:

- Chapter 1: “*Introduction*”
- Chapter 2: “*Literature review*”.
- Chapter 3: “*Methods and Procedures*”
- Chapter 4: “*Findings and Discussion*”
- Chapter 5: “*Conclusion and Implications*”

## **Chapter Two**

### **LITERATURE REVIEW AND THEORETICAL BACKGROUND**

#### **2.1. LITERATURE REVIEW**

So far, stylistic devices and translation of stylistic devices are important in a wide variety of ways. They allow writers and speakers to make comments on society, politics, and trends. The main reason they are used to connect with the reader. When we read, we want to connect to the story in a way to better understand. Therefore, there are a lot of researches on stylistic devices and translation of stylistic devices which are related to our research such as Galperin (1977), Katie Wales (2001), Peter Verdonk (2003), Harris (2013), Đinh Trọng Lạc & Nguyễn Thái Hòa (2006), Đinh Trọng Lạc (1996), Peter Newmark (1995), Nida (1982), Catford (1965), and so on.

About stylistic devices, as far back as Ancient Greece and philosophers like Aristotle, the study of rhetoric has been an important part of human communication and evolution as a result. Then, the author Peter Barry (2002) uses rhetoric to define stylistics as "*the modern version of the ancient discipline known as rhetoric*" in his book "*Beginning Theory*." Barry goes on to say that rhetoric teaches "*its students how to structure an argument, how to make effective use of figures of speech, and generally how to pattern and vary a speech or a piece of writing so as to produce maximum impact*" and that stylistics analysis of these similar qualities or rather

how they are utilized would, therefore, entail that *stylistics* is a modern interpretation of the ancient study.

Internationally, at the beginning of the 20th century, *stylistics* was only considered a secondary component of rhetorical and grammatical analyses or in general studies of literature and literary language. Later on, it was seen as a discipline, as the study shown in the works of Demetrius (1902), "*On Style*".

Galperin I. R. with "*English Stylistics*" (1971), the book presented a vision of general problems of stylistics and offered a stylistic classification of the English and reviewed different syntactical expressive means and problems concerning the composition of spans of utterance larger than the sentence. In addition, Galperin (1977) discussed the concept as well as classification of stylistic devices in his book "*Stylistics*". He wrote in this book: "*A stylist devices is a conscious and intentional intensification of some typical structure and or semantic property of a language unit (neutral or expressive) promoted to a generalized status and thus becoming a generative model*".

According to Katie Wales (2001) in "*A Dictionary of Stylistics*" said "*The goal of most stylistics is not simply to describe the formal features of texts for their own sake, but in order to show their functional significance for the interpretation of the text; or in order to relate literary effects to linguistic 'causes' where these are felt to be relevant.*"

Furthermore, in “*Stylistics*”, Peter Verdonk (2003) focused on the study of style in language not only the recognition but also their features. Verdonk has written an engaging and highly accessible introduction to the field of stylistics. The book was organized along the lines of *the Oxford introductions to language study series*. He also discussed the relationship between text and discourse.

In Vietnamese book, Đinh Trọng Lạc (1996) in “*99 phương tiện và biện pháp tu từ tiếng Việt*” classified stylistic devices and gave its own the definitions, functions, examples. Besides, Đinh Trọng Lạc and Nguyễn Thái Hòa (2006) studied stylistic devices in another book entitled “*Phong cách học Tiếng Việt*”.

In terms of *translation*, in Ancient Greece and Rome, texts were translated; the scope of economic and cultural exchange required the work of translators. Translators went on playing a key role in the advancement of society for centuries. Up to now, there have been many previous books and studies into the *translation*. *Translation* has always played a key role in society; this work therefore is paid much attention by many linguists all over the world.

Peter Newmark (1995) proposed seven concrete procedures for translating metaphor in his book “*A text book of translation*”. In addition, Peter Newmark (1982 & 1988b) also mentioned theory of translation, translation methods, equivalence and some situation in translation in “*Approach to Translation*”.

Nida and Charles (1982) presented the translation in their writing “*The Theory and Practice of Translation*”.

This problem was mentioned in the book “*A Linguistic Theory of Translation*” by Catford (1965).

In Vietnamese, Cao Xuân Hạo (2005) gave some comments and examples about translation in his book “*Bàn Về Dịch Thuật*”.

“*Nghiên cứu dịch thuật*” of Hoàng Vân Vân (2005) presented his study of translation; this is the fundamental material that provides learners of foreign language with an overview of translation theory.

Besides, there is some master theses in Danang University these investigations and studies used as referent resource as follow:

Hoàng Trương Phước Lộc (2011) in “*An investigation into the translation of hyperboles from Vietnamese into English as manifested in English version of Truyen Kieu*”.

Lê Văn Thành (2011) researched “*An Investigation into Translation of Metaphor and Simile in the Tale of Kieu from Vietnamese into English*”. He also finds out the loss and gain in meaning in the process of translation.

Nguyễn Thị Thy Thơ (2014) investigated the three commonly-used stylistic devices and translation procedures used for rendering stylistic devices from English into Vietnamese in “*An investigation into stylistic devices using in “The Life We Were Given” by Dana Sachs and their vietnamese translational equivalents*”

Nearly, Đỗ Thị Bích Trâm (2016) also researched stylistic devices and the translation of simile, metaphor and metonymy in her master thesis “*An Investigation into Stylistic Devices in the English Script of Oscar Winning Films and Their Vietnamese Equivalents*” and Lâm

Quốc Thịnh (2016) at finding out translation procedures that bring about the phenomenon of loss and gain of rhetorical devices in translating famous sayings expressing friendship from English into Vietnamese in “*Procedures in the Vietnamese translation of English famous sayings expressing friendship in terms of Rhetorical Devices*”.

There have been a large number of researches on stylistic devices and translation, they used as the valuable reference of this thesis. However, there has been no research into the stylistic devices used “*Never Eat Alone*” by Keith Ferrazzi and Tahl Raz and their Vietnamese translational equivalents. Thus, this is the reason why I explore this book. Thanks to this study, the researcher hopes to help learners of English and translators raising their awareness of stylistic devices and translation procedures for rendering stylistic devices in a story.

## **2.2. THEORETICAL BACKGROUND**

### **2.2.1. Theory of Stylistic Devices**

#### *2.2.1.1. Definition of Stylistic Devices*

#### *2.2.1.2. Functions of Stylistic Devices*

#### *2.2.1.3. Classification of Stylistic Devices*

#### *2.2.1.4. Stylistic Devices in English and Vietnamese*

##### *(a) Simile in English and Vietnamese*

##### *(b) Metaphor in English and Vietnamese*

##### *(c) Hyperbole in English and Vietnamese*

### **2.2.2. Theory of Translation**

#### *2.2.2.1. Definitions of translation*

*2.2.2.2. Translation equivalence*

*2.2.2.3. Types of equivalence*

*2.2.2.4. Translation methods*

*2.2.2.5. Translation procedures*

**2.2.3. Overview of “Never Eat Alone”**

*2.2.3.1. The author - Keith Ferrazzi with Tahl Raz*

*2.2.3.2. “Never Eat Alone”*

*2.2.3.3. Vietnamese version – “Đừng bao giờ đi ăn một mình”*

## **Chapter Three**

### **RESEARCH DESIGN AND METHODOLOGY**

#### **3.1. RESEARCH DESIGN**

In order to reach the goal of the study, we carry out our investigation based on the combination of qualitative and quantitative methods to collect and classify the data. With qualitative method was used for examining and calculating the three stylistic devices as well as the translation procedures for rendering these Stylistic devices. On the other hand, I use quantitative method to analyze the data, calculate the percentage of translating simile, metaphor and hyperbole and their translation procedures used in “Never Eat Alone” and “Đừng bao giờ đi ăn một mình” in this study.

#### **3.2. RESEARCH METHODOLOGY**

In this study, the samples consist of three various types of stylistic devices (Simile, Metaphor and Hyperbole) in the book used in “*Never Eat Alone*” and the Vietnamese version of “*Đừng bao giờ đi ăn một mình*” by Tran Thi Kim Tuyen.

##### **3.2.1.Data Collection**

##### **3.2.2.Data Analysis**

#### **3.3. RESEARCH PROCEDURE**

To carry out the study, the following steps are involved:

- Choosing the topic to investigate by thoroughly reviewing the previous studies.
- Collecting samples in SL and TL.

- Picking out 120 English samples and 120 Vietnamese ones for investigation and classifying them into categories; analyzing kind of procedures.
- Discussing the findings and suggesting some implications.

### **3.4. VALIDITY AND RELIABILITY**

## Chapter Four

### FINDINGS AND DISCUSSIONS

This chapter is intended to expose and analyses commonly- used stylistic devices in “*Never Eat Alone*” by Keith Ferrazzi and Talh Raz.

In this study, my research base on theoretical background of stylistic devices: simile, metaphor, and hyperbole in the original book “*Never Eat Alone*”, especially I find Vietnamese translational equivalents in “*Đừng bao giờ đi ăn một mình*” by Tran Thi Ngan Tuyen, and procedures of translating applied to render these English stylistic devices into Vietnamese version suggested by Peter Newmark.

About 120 collected samples then be further analyzed, illustrated, and contrasted to their Vietnamese equivalents. The frequency of those translation procedures is illustrated by tables as the summary for each part of simile, metaphor and hyperbole.

In this chapter, I analysis two books:

Keith Ferrazzi with Tahl Raz (2005), in the book “*Never Eat Alone*”

Trần Thị Ngân Tuyền (2014), in the book “*Đừng bao giờ đi ăn một mình*”

#### 4.1. SIMILE IN “NEVER EAT ALONE”

##### 4.1.1. Simile

In this part, we would like to discuss the patterns of *simile* used in “*Never Eat Alone*” and their Vietnamese translation. Simile is estimated to be the most common- used device. In “*Never Eat Alone*”, the author uses the structure *like...*, *as...*, or *as...as*, with a *clause*, a

*noun/ verb, a noun phrase/ verb phrase/ adjective phrase* to compare different things, basing on their similarities.

**4.1.1.1. *Similes with like***

**4.1.1.2. *Simile with as or as...as***

**4.1.2. Translation of Similes in “*Never Eat Alone*”**

**4.1.2.1. *Literal Translation***

**4.1.2.2. *Expansion***

**4.1.2.3. *Reduction***

**4.1.2.4. *Couplets***

**4.1.2.5. *Transference***

**4.1.2.6. *Synonymy***

**4.1.2.7. *Paraphrase***

**4.1.3. Occurrence frequencies of translation procedures of Simile**

Table 4.1 The Frequency of Occurrences for Translating Similes

<b>Procedures</b>	<b>Samples (English and Vietnamese)</b>	<b>Occurrences (samples E)</b>	<b>Percentage (%)</b>
Literal translation	70/120	35	58.3%
Expansion	16/120	8	13.3%
Reduction	14/120	7	11.7%
Couplet	10/120	5	8.3%
Transference	4/120	2	3.3%
Synonymy	4/120	2	3.3%
Paraphrase	2/120	1	1.7%
<b>Total</b>	<b>120</b>	<b>60</b>	<b>100%</b>

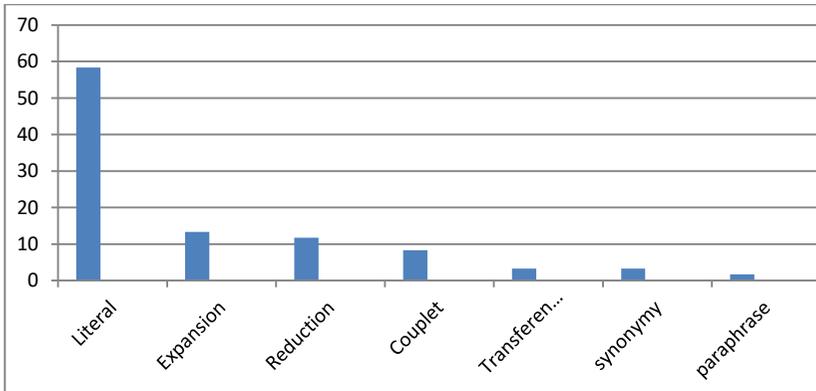


Chart 4.1: The Frequency of Occurrences for Translating Similes

## 4.2. METAPHOR IN “NEVER EAT ALONE”

### 4.2.1. Metaphor

#### 4.2.1.1. Metaphor in “Never Eat Alone” with the form *A is a B*

*Metaphor* is deemed as an indirect road to compare two or more seemingly unrelated subjects that typically use “*A is a B*”. This form is not type of metaphor but it is defined as an identifying manner of *metaphor* in a text.

In “*Never Eat Alone*”, the author often uses the form *A is a B* to assert one thing is another thing.

#### 4.2.1.2. Metaphor in “Never Eat Alone” with other *forms*

### 4.2.2. Translation of metaphor in “Never Eat Alone”

#### 4.2.2.1. Literal translation

#### 4.2.2.2. Synonymy

4.2.2.3. *Cultural equivalent*

4.2.2.4. *Reduction*

4.2.2.5. *Paraphrase*

4.2.2.6. *Expansion*

4.2.2.7. *Couplet*

4.2.2.8. *Functional equivalent*

#### 4.2.3. Occurrence frequencies of translation procedures of *Metaphor*

Table 4.2 The Frequency of Occurrences for Translating Metaphor

<b>Procedures</b>	<b>Samples (English and Vietnamese)</b>	<b>Occurrences (samples E)</b>	<b>Percentage (%)</b>
Literal translation	34/80	17	42.5%
Synonymy	12/80	6	15%
Cultural equivalent	8/80	4	10%
Reduction	8/80	4	10%
Paraphrase	6/80	3	7.5%
Expansion	6/80	3	7.5%
Couplet	4/80	2	5%
Functional equivalent	2/80	1	2.5%
<b>Total</b>	<b>80</b>	<b>40</b>	<b>100%</b>

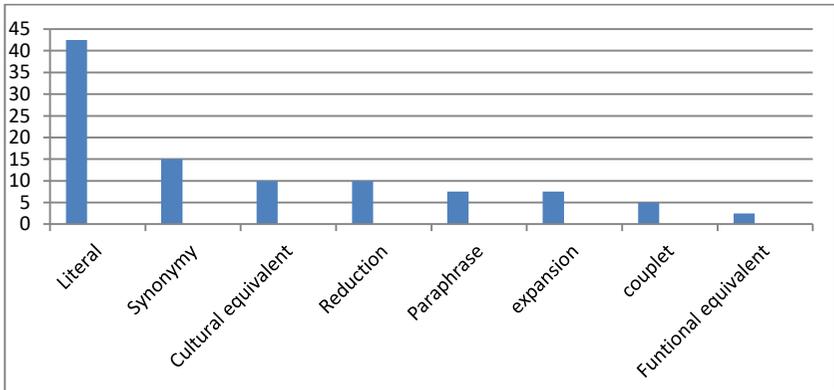


Chart 4.2: The Frequency of Occurrences for Translating Metaphor

### 4.3. HYPERBOLE IN “NEVER EAT ALONE”

#### 4.3.1. Hyperbole

#### 4.3.2. Translation of hyperbole in “*Never Eat Alone*”

##### 4.3.2.1. *Literal translation*

##### 4.3.2.2. *Synonymy*

##### 4.3.2.3. *Reduction*

##### 4.3.2.4. *Expansion*

##### 4.3.2.5. *Couplet*

#### 4.3.3. Occurrence frequencies of translation procedures of Hyperbole

Table 4.2 The Frequency of Occurrences for Translating Hyperbole

<b>Procedures</b>	<b>Samples (English and Vietnamese)</b>	<b>Occurrences (samples E)</b>	<b>Percentage (%)</b>
Literal translation	16/40	8	40%
Synonymy	10/40	5	25%
Reduction	6/40	3	15%
Expansion	4/40	2	10%
Couplet	4/40	2	10%
<b>Total</b>	<b>40</b>	<b>20</b>	<b>100%</b>

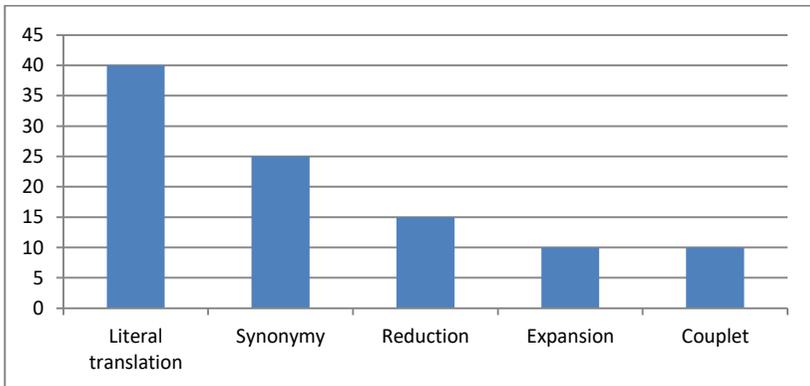


Chart 4.3: The Frequency of Occurrences for Translating Hyperbole

## **Chapter Five**

### **CONCLUSIONS AND IMPLICATIONS**

In the four previously mentioned chapters, the three stylistic devices of simile, metaphor and hyperbole in “*Never Eat Alone*”, along with the translation procedures for their Vietnamese equivalences have been studied. Based on the theories of chapter two and the methods mentioned in chapter three, chapter four has thoroughly examined the use and the translating methods of these stylistic devices, in order to answer the research questions of chapter one.

From the results of the study, chapter five, the conclusions summarize all the major points of this research and give some implications for English learning, teaching and translating as well as some suggestions for further research.

#### **5.1. SUMMARY**

The main aim of this study is to find the most appropriate ways of translating three stylistic devices that simile, metaphor and hyperbole used in “*Never Eat Alone*”.

Chapter two has dealt with a summary of the previous study and the theoretical background. First of all, as analysis of translation of stylistic devices, the study has to follow and list some previous researchers in the literature review. Secondly, this study has carried out an investigation into the figure of speech of simile, metaphor, and hyperbole, which are considered the most popularly used in “*Never Eat Alone*”.

In the total of 120 samples with stylistic devices collected, simile rank the highest with 60 examples, then metaphor with 40 expressions and hyperbole with 20 sayings. Aiming at finding, the most correct and the deepest answer to the research questions of the study.

Basing on the translation procedures suggested by Peter Newmark (1981) as a framed, this study investigates the translation of simile in “*Never Eat Alone*” from English to Vietnamese. Totally, 10 distinctive procedures have been found to be applied in this process. From the highest to lowest, their order is as following:

- ❖ For simile:
  - ➞ Literal translation
  - ➞ Expansion
  - ➞ Reduction
  - ➞ Couplet
  - ➞ Transference
  - ➞ Synonymy
  - ➞ Paraphrase
- ❖ For metaphor:
  - ➞ Literal translation
  - ➞ Synonymy
  - ➞ Cultural equivalent
  - ➞ Reduction
  - ➞ Paraphrase
  - ➞ Expansion
  - ➞ Couplet

- ➔ Functional equivalent
- ❖ For hyperbole:
  - ➔ Literal translation
  - ➔ Synonymy
  - ➔ Reduction
  - ➔ Expansion
  - ➔ Couplet

To sum up, the employment of *literal translation* for each stylistic device is used much more frequently than that of the other procedures in the translation from English into Vietnamese. It is originated from the vehicles of simile, metaphor and hyperbole in “Never Eat Alone” that are considered as the universal and creative ones; hence the translators are likely to try to keep that figurative language of the SL by means of literal translation. Yet to respect the contents of the original in translation, the translators prefer using literal translation to the other procedures since it helps them keep the same forms of emphasis in the English in the Vietnamese translation. It is necessary to keep the figurative meaning of English in the Vietnamese one, whether its objects specified as being a person are abstract or concrete. This is the reason why literal translation is used much more frequently than the other procedures.

Comparative analysis allows us to find out some similarities and differences stylistic devices in between English version and their Vietnamese translation. It is seen that challenge to any learners to successfully and professionally translate English into any source

languages. Translator would choose the translation procedures which are suitable of readers.

## **5.2. IMPLICATIONS FOR TEACHING AND LEARNING**

This investigation is expected into three stylistic devices: simile, metaphor and hyperbole in “*Never Eat Alone*” and procedures for translating them into Vietnamese. Firstly, to the broad extent, it's the inseparable relationship between linguistics is emphasized. Secondly, the combination between theory of translation and stylistics should be taken when translating stylistic devices used in “*Never Eat Alone*”.

The thesis will give a valuable contribution to the teaching and learning of simile, metaphor and hyperbole in English and the translation of these stylistic devices. I would like to put forward some suggestions and implications for teaching, learning and translating language.

To this extent, it's important to notice the general implications such as basic knowledge of linguistics, both in English (the SL) and Vietnamese (the TL), it's necessary to investigate to comprehend this origin first, then the value of the whole work, and the converted version.

Implications for translation, it is necessary for the translators to produce a translational version that makes sense or sounds comprehensible to the TL readers so as to help readers avoid ambiguity and enhance the knowledge of using language in the SL. In addition, the results of the study demonstrate that Vietnamese translation procedures do affect the change of structures as well as

stylistic devices.

To overcome this problem, translators are recommended to equip themselves with the knowledge of linguistics and stylistic devices, by reading as many articles and other kinds of writing as possible, to get their own awareness of this field.

Regarding language learning, it is not easy to find a language in which no use is made of stylistic devices, consequently, deserve attention in studies regarding their nature. By using stylistic devices in literary texts in general and famous sayings in particular, authors not only seek to produce a sentence or a text of worth, but also to convey implicitly messages to his readers. The results of the study could be helpful for language learners who want to improve their writing skill upon stylistic devices and learn more about the translation work affected by cultural features.

Regarding language teaching, in general and foreign language teaching in particular, this thesis makes good comparison and analysis between the translated versions and their original writing, provides a good knowledge in figures of speech, theory of translation. That is believed to be a valuable contribution to language teaching in general.

### **5.3. LIMITATION OF THE STUDY**

Lack of new points of view on translations, especially on translation procedures, translation methods is an obstacle. Books of theoretical background on translating of stylistic devices from source language into target language are not available as well.

Therefore, the combination of books on stylistic devices and books on translation to do the research without the help of references in translation of stylistic devices will limit the result of the study, to some extent.

#### **5.4. RECOMMENDATION**

For further study, I would like to carry out as many researches in this interesting field as possible, including:

- A comparison between the Irony effects of the book “*Never Eat Alone*” in English and those in Vietnamese.
- An analysis of the loss and gain in English – Vietnamese translation and factors affecting to them.