

Central European Translation Market Survey

Summary



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I. Introduction

The “**CETMS**” (Central European Translation Market Survey) is an international translation market poll. It is unique in that it focuses on translators in the following Visegrad 4 countries (“V4”):

- Czech Republic;
- Hungary;
- Poland;
- Slovakia.

It was coordinated from the Czech Republic (**Institute of Translation Studies, Charles University, Prague**) and the stakeholders and other organising parties included **Universities** (especially Palacký University, Olomouc, Czech Republic, represented by Pavel Král), **LSPs** in the V4 area (especially Espell of Hungary, represented by its CEO, Miklós Bán), the **Field Offices of EU Commission’s Directorate General for Translation** in the V4 countries (especially the Prague FO represented by Vítězslav Zemánek), **Professional Associations** (especially the Union of Czech Translators and Interpreters, JTP). In late 2014, the organisers held a prize draw in Prague with valuable prizes (including tablets), sponsored and donated by the above stakeholders.

In conducting the survey¹, we were interested to learn if there is a specific V4 market. We also wanted to find out how rates compare when it comes to charging for translations. Further, we intended to provide some

¹ Obviously, there were some limitations implied in the survey results: Direct correlations (e.g. if a translator’s seniority correlates with his/her rates of pay) were impossible; however, general trends and indirect correlations are available. The target group was neither representative in terms of numbers (the majority of respondents came from the Czech Republic, which does not correspond to the country’s population share in the V4 area), nor in terms of social distribution, which is due to channels used for reaching out to potential participants.

background information for translators to see where they stand in comparison to their peers in the area. This can be valid e.g. when making informed pricing decisions, when considering the use of CAT tools, and if they want to learn about trends e.g. as regards the offer/demand for specific languages.

The Structure of the Survey

There were 18 questions altogether, organised under the following six sections:

- Place of residence, Gender, Age groups, Education, Years of experience
- Professional profile: Service portfolio, Languages, Client types, Specialisation
- Languages
- Pricing
- Technologies
- Membership of associations

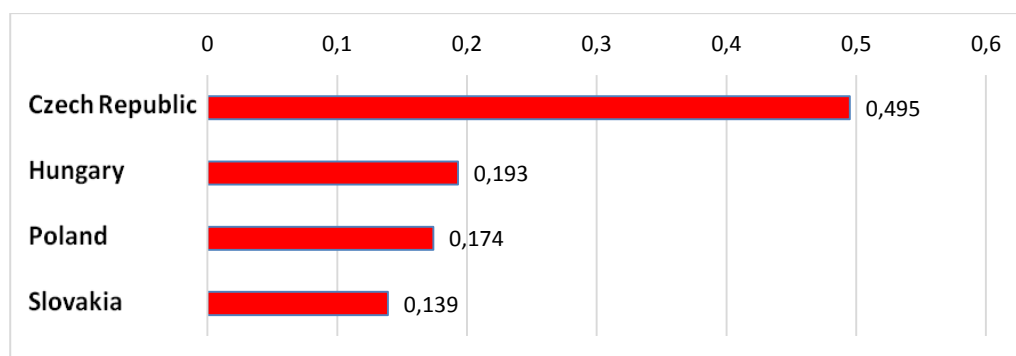
These categories form the chapters in the following study.

A total of **909 respondents** participated in the survey and **729 respondents** completed it. Only completed replies will be taken into consideration in the following parts of the research.

II. About you

Where are you based?

By far the most respondents gave the Czech Republic as their place of business (a total of 450 respondents, i.e. 49.5% of the total number), the second highest share was taken by respondents with their place of business in Hungary (a total of 175, i.e. 19.3% of respondents), followed by respondents based in Poland (a total of 158 respondents, i.e. 17.4%) and in Slovakia (a total of 126 respondents, i.e. 13.9%).



Graph 1: Place of Business

Gender

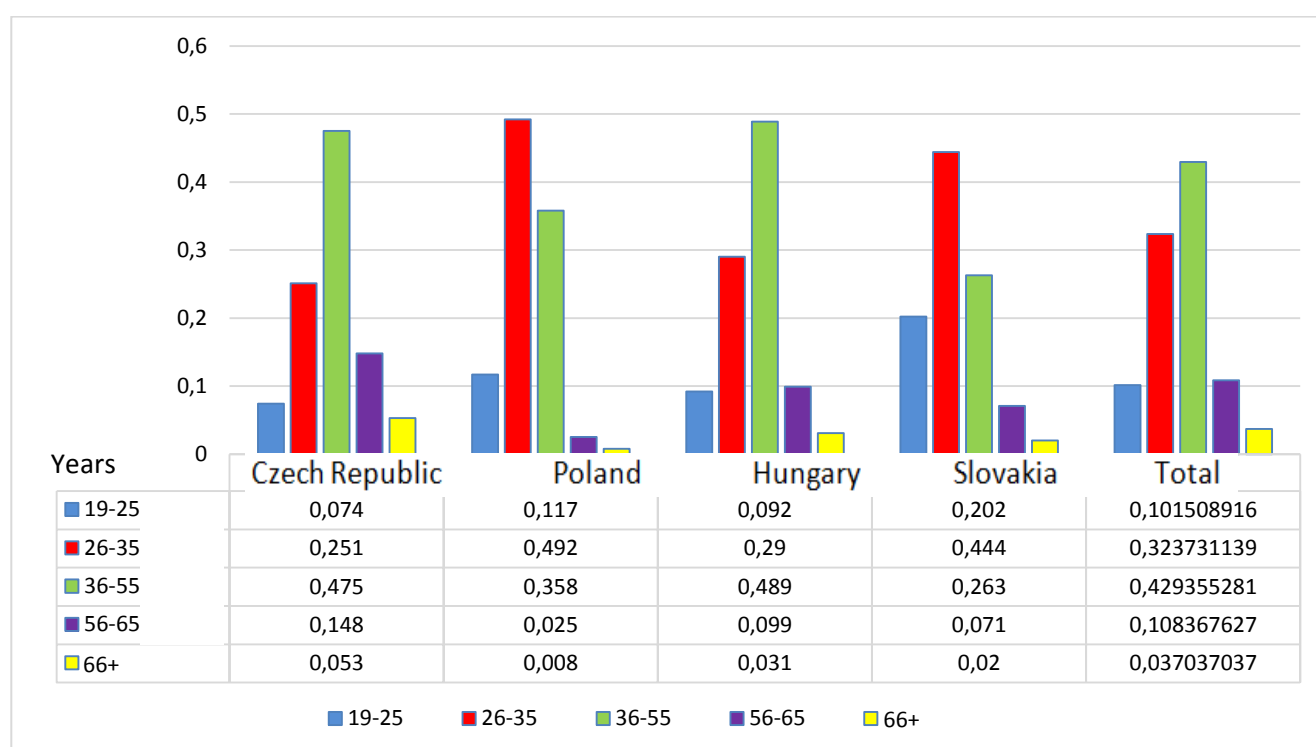
Women accounted for a greater share than men in all four countries.

The **highest** share of women was recorded in **Poland** (97 respondents out of 120, i.e. 80.8%), followed by the share of women in **Hungary** (94 respondents out of 131, i.e. 71.8%) and in the **Czech Republic** (271 respondents out of 379, i.e. 71.5%). The **lowest** share of women was found in **Slovakia** (65 respondents out of 99, i.e. 65.7%).

The total ratio of women to men was approximately **3 to 1** (72.3% women to 27.7% men).

What is your age?

In this question respondents chose between the ranges “**19–25 years**”, “**26–35 years**”, “**36–55 years**”, “**56–65 years**” or “**over 66 years**”.



Graph 2: Respondents' Age

As the table shows, the most respondents in the youngest category (under 25) came from **Slovakia** (20.2%), followed by respondents **from Poland** (11.7%) and **Hungary** (9.2%). The fewest respondents under 25 came from the **Czech Republic** (7.4%). **The most respondents over 66 (5.3%)** also came from the Czech Republic. There was a big difference here in comparison with Poland, for example, where respondents over 66 accounted for only 0.8% of respondents (2% in Slovakia and 3.1% in Hungary).

The least frequent age group in all countries was respondents over 66. **The most frequent age group** was respondents aged 26–35 in Poland and Slovakia and aged 36–55 in the Czech Republic and Hungary. Here it is appropriate to draw attention to the correlation with information about the length of experience (see below), where the study found the greatest percentage of translators with long experience.

Highest education acquired

Here, respondents were to select the highest education they had acquired. The results are shown in the table below:

Options	Czech Republic		Poland		Hungary		Slovakia		Total	
I have a University-level degree IN TRANSLATION: finished BA level	5.5%	21	3.3%	4	10.7%	14	10.1%	10	6.7%	49
I have a University-level degree IN TRANSLATION: finished MA level	30.1%	114	35.0%	42	29.8%	39	38.4%	38	32.0%	233
I have a University-level degree IN TRANSLATION: finished Ph.D. level	3.7%	14	0.8%	1	4.6%	6	5.1%	5	3.6%	26
I have a degree in translation acquired from a non-university setting	1.3%	5	2.5%	3	16.0%	21	0.0%	0	4.0%	29
I have a University-level degree in a field OTHER THAN TRANSLATION: <i>Linguistics, finished BA level</i>	3.4%	13	1.7%	2	2.3%	3	2.0%	2	2.7%	20
I have a University-level degree in a field OTHER THAN TRANSLATION: <i>linguistics, finished MA level</i>	24.8%	94	21.7%	26	3.8%	5	21.2%	21	20.0%	146
I have a University-level degree in a field OTHER THAN TRANSLATION: <i>a technical field</i>	11.1%	42	5.0%	6	7.6%	10	10.1%	10	9.3%	68
I have a University-level degree in a field OTHER THAN TRANSLATION: <i>humanities</i>	10.0%	38	25.0%	30	13.7%	18	4.0%	4	12.3%	90
I am a university STUDENT in a program on translation	2.9%	11	1.7%	2	4.6%	6	8.1%	8	3.7%	27
I am a university STUDENT in a field other than translation	1.6%	6	0.8%	1	0.8%	1	0.0%	0	1.1%	8
I do not have a university degree	5.5%	21	2.5%	3	6.1%	8	1.0%	1	4.5%	33
Total		379		120		131		99		729

Table: Highest Education Acquired

In all countries the highest percentage of respondents gave as their highest education acquired **finished MA level education in translation**.

The second most frequently acquired education differs in the various countries. In the Czech Republic (24.8% of respondents) and Slovakia (21.2% of respondents) the second most frequent reply was **finished MA level education in linguistics**², in Poland it was **finished MA level education in the humanities**³ (25% of respondents), and in Hungary it was a **degree in translation acquired from a non-university setting**⁴ (16%).

The fewest respondents overall stated as their education current university education in a field other than translation (8 respondents out of a total of 729, i.e. 1.1%).

It is worth noticing the low percentage of respondents with a finished **Ph.D. level education** in translation in Poland.

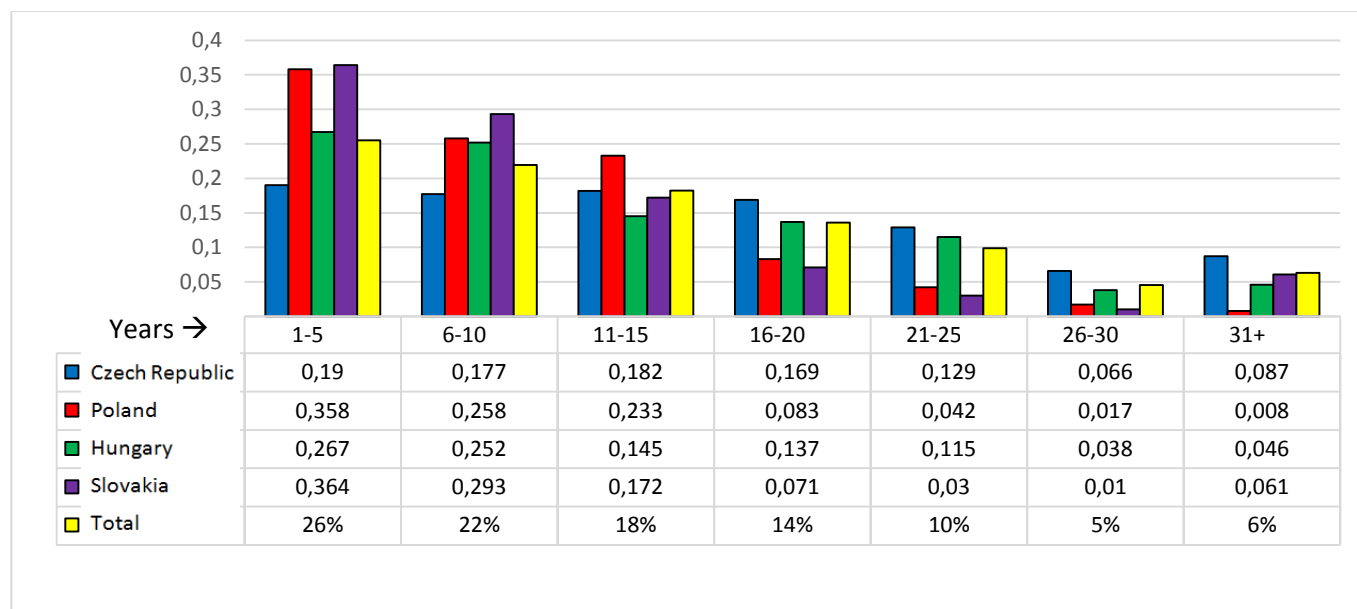
² In comparison with the low share in Hungary (3.8%).

³ Again a marked difference, this time compared with Slovakia (4%).

⁴ Again, a difference in comparison with the other countries.

Years of experience in translating

As the graph below shows, the respondents had the option of choosing between seven various lengths of translating experience.



Graph 3: Years of Experience in Translating

The most frequently chosen length of experience in translating is 1–5 years, which highlights the large share of market entrants in the survey. This situation is most marked in Poland and Slovakia.

The most experienced translators were those in **the Czech Republic**⁵.

⁵ While a total of 15.3% of respondents from the Czech Republic had been translating for 26 or more years, only 2.5% of respondents in Poland could boast the same length of experience.

III. Professional Profile

Your service portfolio

Here respondents were to choose what percentage of their work was accounted for by the following activities: translations, interpreting, terminology work, other language-related activities and activities not related to languages. They were to allocate a value from 10 to 100% to each of the options.

The results⁶ are summarised in the table below.

Options	Czech Republic	Poland	Hungary	Slovakia	Total
Translating	41.61%	50.37%	55.65%	49.58%	46.50%
Interpreting	15.97%	17.46%	16.10%	15.26%	16.24%
Terminology work	7.90%	2.30%	4.96%	4.59%	5.88%
Other language-related activities	20.86%	18.23%	15.23%	17.55%	19.21%
Activities not related to languages	13.66%	11.63%	8.05%	13.02%	12.17%

Table 2: Activities Related to Translating

The results from all countries were relatively equal; the most respondents were involved in **translating**, followed by **other activities related to languages**⁷.

The least respondents from all countries were involved in terminology work.

As a translator I work...

The aim of this question was to show in what sort of employment relationship the respondents most frequently worked in the various countries.

Options	Czech Republic	Poland	Hungary	Slovakia	Total
... self-employed for direct clients	30.05%	32.72%	27.61%	22.10%	29.02%
... self-employed for translation agencies	26.51%	27.93%	37.41%	26.84%	28.74%
... within a language services provider (agency)	8.69%	9.89%	7.04%	11.77%	8.89%
... in an institutional setting	20.78%	10.56%	9.95%	15.65%	16.15%
Other	13.97%	18.89%	18.00%	23.64%	17.21%

Table 3: Employment Relationship

Respondents **most frequently** were **self-employed** in all countries, in the Czech Republic and Poland for direct clients and in Hungary and Slovakia for a language services provider.

⁶ Weighted average of all replies.

⁷ The exception is Hungary, where second place is taken by interpreting. With regard to the small percentage difference compared to third place (other activities related to languages) and the relatively small quantity of respondents, however, this could just be a statistical deviation.

The **fewest** respondents in all countries worked **as employees in a language services provider**.

National/international portfolio

This question examined what percentage of the respondents' translation activities were accounted for by the share of translation work for national clients, the share of translation work for international clients (in V4 countries), the share of translation work for international clients (outside V4 countries—except EU institutions) and the share of translation work for EU institutions (directly and via agency). They were to allocate a value from 10 to 100% to each of the options.

The results⁸ are summarised in the table below.

Options	Czech Republic	Poland	Hungary	Slovakia	Total
The share of my translation work for national clients	56.89 %	61.37 %	57.28 %	48.37 %	56.47 %
The share of my translation work for international clients: in V4 countries	12.31 %	12.09 %	9.32 %	16.57 %	12.37 %
The share of my translation work for international clients: outside V4 countries (except EU institutions)	21.52 %	19.48 %	25.08 %	23.20 %	22.11 %
The share of my translation work for EU institutions (directly and via agency)	9.28 %	7.05 %	8.32 %	11.86 %	9.05 %

Table 4: Portfolio

Respondents did **the largest share** of translation work in all countries **for national clients**. If respondents perform cross-border translation activities, they focused on **countries outside the Visegrad Four**. The **smallest share** of respondents translates for European Union institutions.

Specialisations

What industries respondents most frequently translate for is shown in the table below:

Options	Czech Republic	Poland	Hungary	Slovakia	Total
Accounting	4.24%	3.78%	4.18%	1.69%	3.83%
Aerospace	0.50%	0.60%	0.28%	0.84%	0.52%
Agriculture and farming	1.77%	1.06%	1.95%	1.48%	1.64%
Archaeology	0.45%	0.91%	0.00%	0.00%	0.39%
Architecture	1.46%	1.51%	2.37%	1.69%	1.67%
Art	3.28%	4.08%	2.93%	4.01%	3.44%
Astronomy	0.15%	0.60%	0.14%	0.21%	0.23%
Automotive industry	3.99%	1.96%	3.63%	4.64%	3.65%
Banking	3.94%	4.23%	4.46%	2.32%	3.89%
Chemical	1.82%	1.81%	0.98%	1.48%	1.62%

⁸ Weighted average of all replies.

Civil engineering	3.13%	2.87%	1.81%	3.16%	2.84%
Computer science	3.38%	3.17%	4.32%	5.27%	3.76%
Credit management	0.66%	1.36%	0.98%	1.27%	0.91%
Culinary	1.67%	1.51%	2.51%	1.90%	1.83%
Finances	4.59%	4.68%	6.69%	4.64%	5.01%
Forestry	0.71%	0.76%	0.28%	0.63%	0.63%
General	10.15%	9.06%	11.30%	10.13%	10.17%
History	2.47%	3.02%	1.67%	1.90%	2.35%
Insurance	2.57%	2.87%	2.65%	2.53%	2.63%
Legal and notarial	9.29%	8.76%	8.37%	7.38%	8.79%
Literary translations	3.18%	3.78%	2.51%	3.38%	3.18%
Marketing	6.16%	5.29%	6.14%	6.12%	6.00%
Mathematics and physics	0.35%	0.76%	0.56%	0.21%	0.44%
Mechanical	2.22%	2.57%	2.51%	4.22%	2.58%
Medical	3.28%	3.63%	1.81%	3.38%	3.08%
Music	1.31%	1.51%	1.39%	0.63%	1.28%
Nautica	0.20%	0.91%	0.28%	0.00%	0.31%
Pharmaceuticals	1.97%	2.42%	1.12%	3.16%	2.03%
Religion	1.06%	1.66%	0.84%	0.84%	1.10%
Science	1.67%	2.57%	3.21%	4.22%	2.43%
Social science	5.55%	4.68%	7.11%	6.12%	5.76%
Tourism	5.05%	4.38%	5.30%	5.27%	5.01%
Other	7.77%	7.25%	5.72%	5.27%	6.99%

Table 5: Specialisations

Respondents stated that the most frequent sector using translation services in all four countries was “**general**”. There was also agreement on second and third places. Respondents said that the second most frequent sector to which they lend their services was **legal and notarial**, and the third most frequent was **marketing**. Finances, social sciences, tourism and “other”⁹ also finished quite high in the rankings.

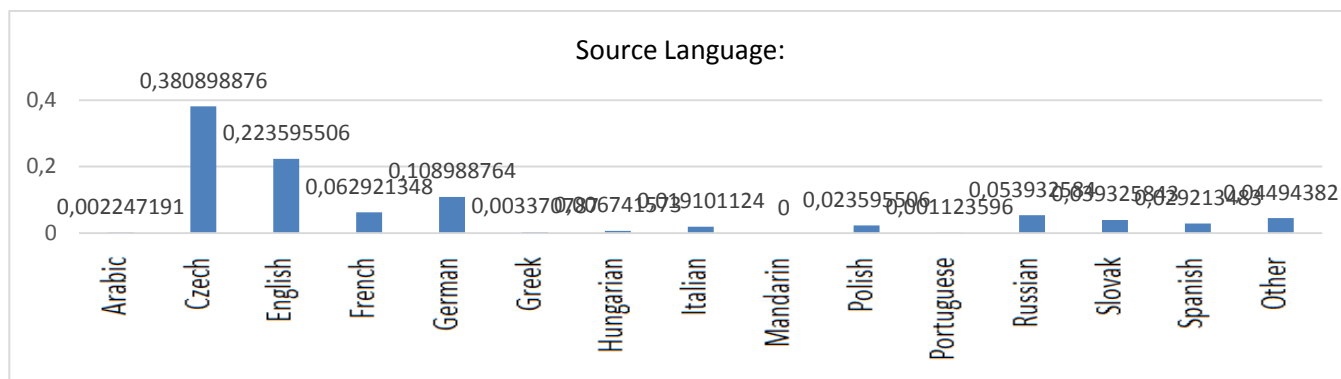
IV. Languages

I translate from/into...

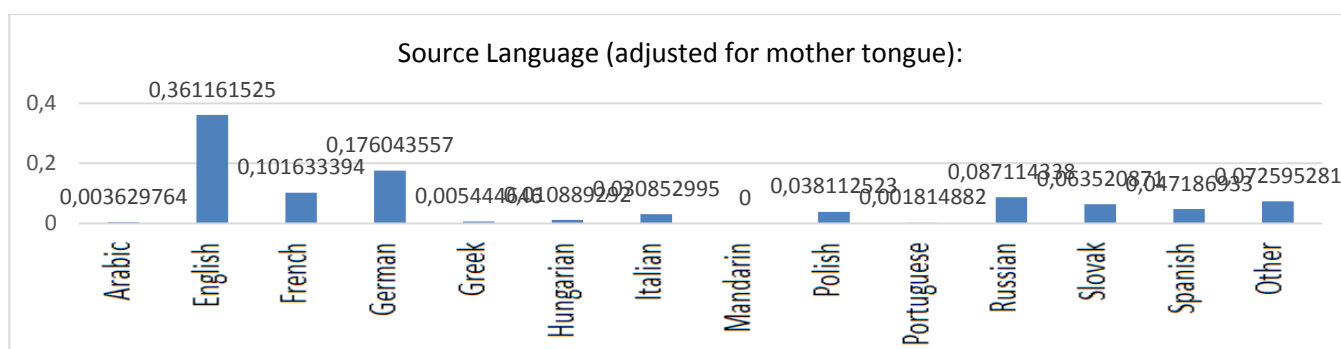
The most frequent languages from/into which respondents **from the Czech Republic** translate are shown in the graphs bellow:

⁹ All these industries reached more than 4% in all countries.

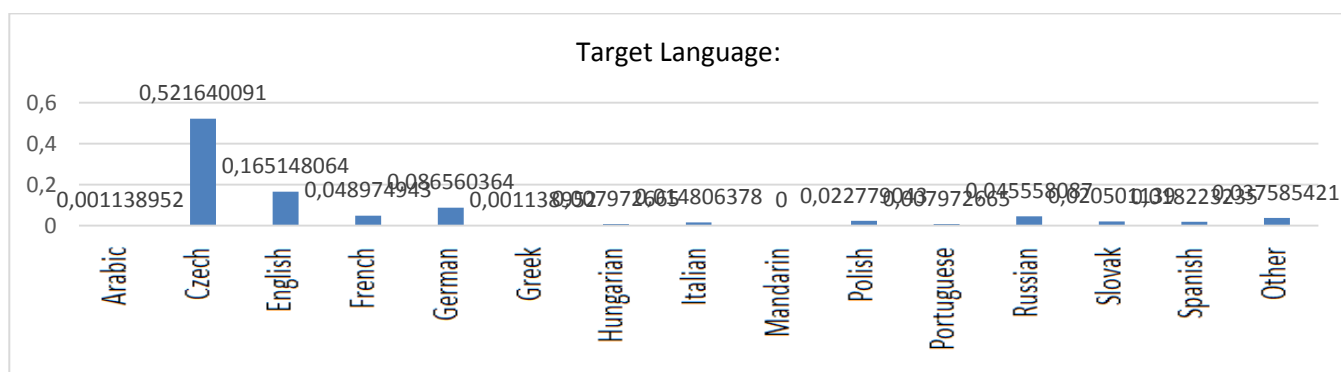
(i) Czech



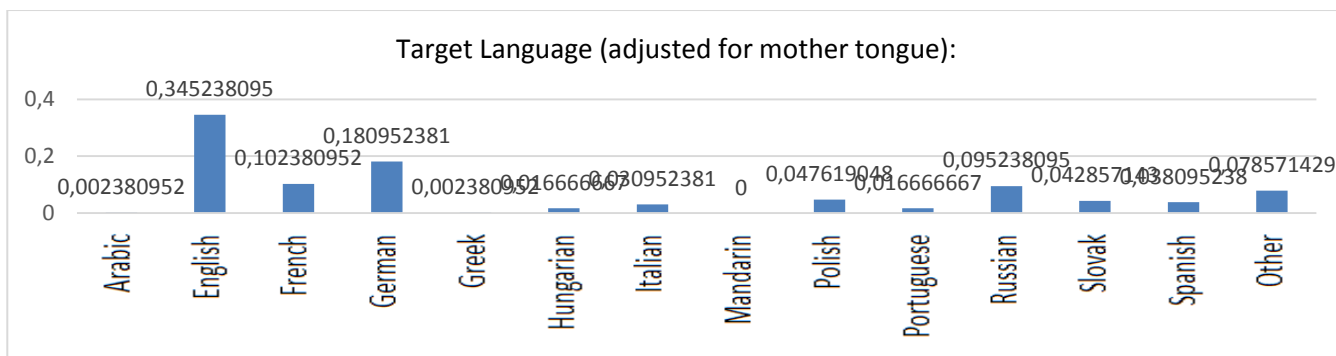
Graph 4: Source Language (Czech Rep.)



Graph 5: Source Language (Czech Rep.) - adjusted



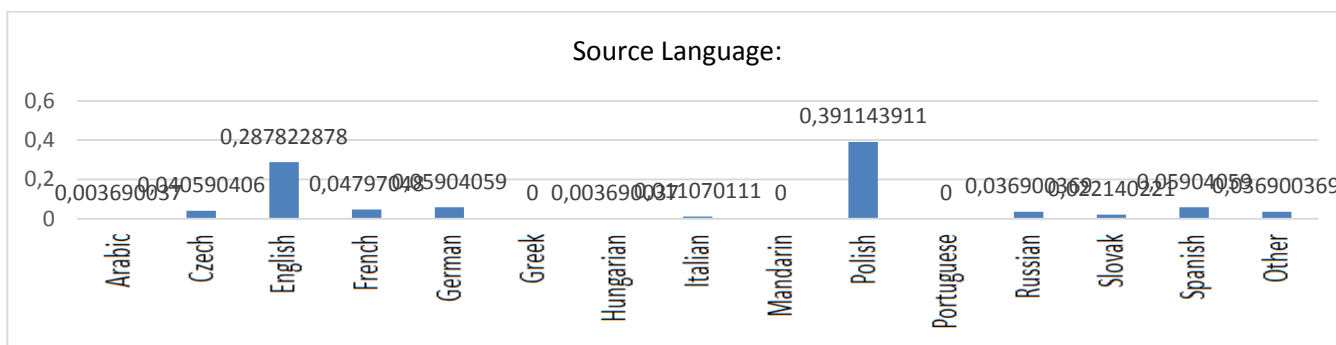
Graph 6: Target Language (Czech Rep.)



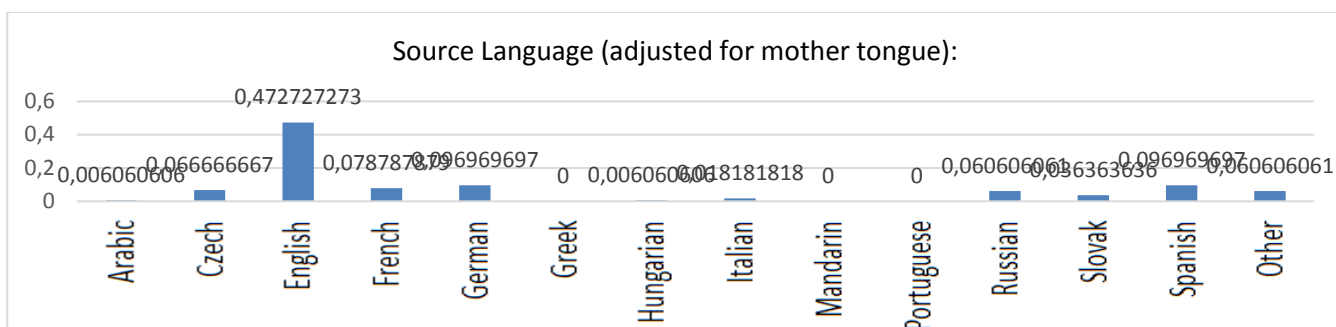
Graph 7: Target Language (Czech Rep.) - adjusted

(ii) *Polish*

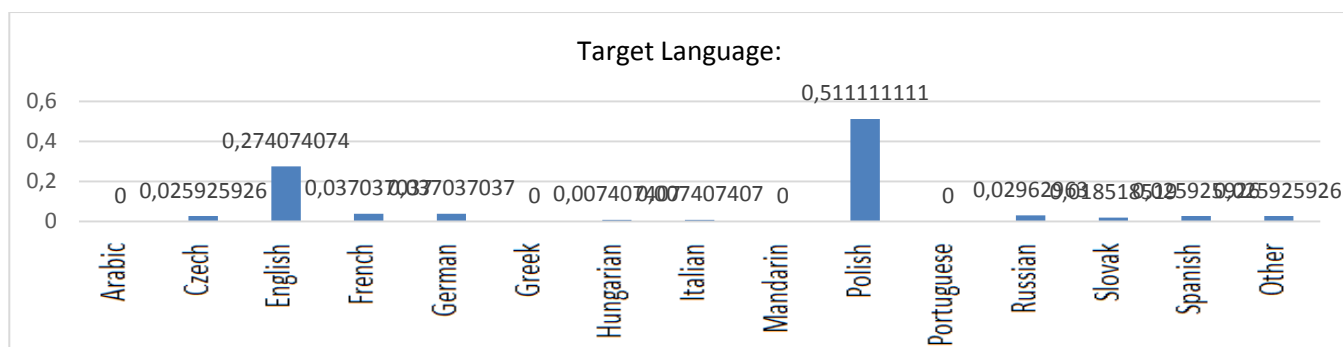
The most frequent languages from/into which respondents **from Poland** translate are shown in the graphs below:



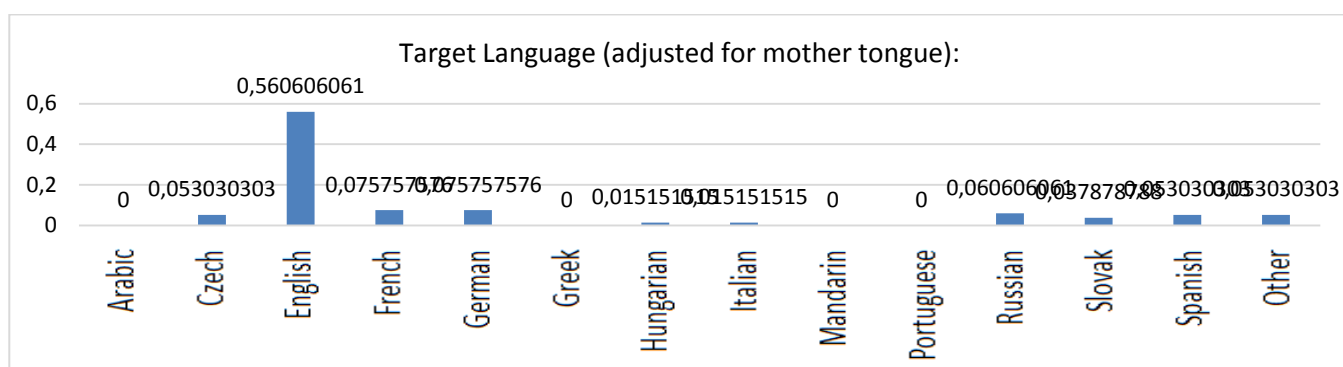
Graph 8: Source Language (PL)



Graph 9: Source Language (PL) - adjusted



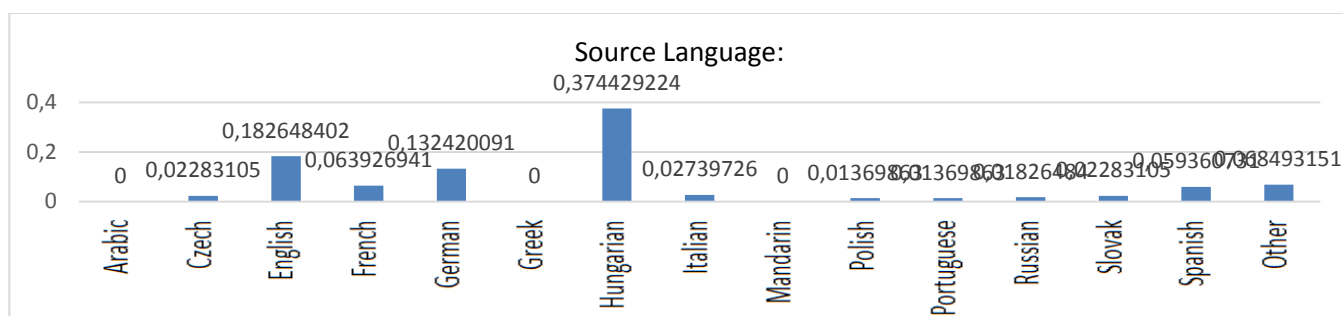
Graph 10: Target Language (PL)



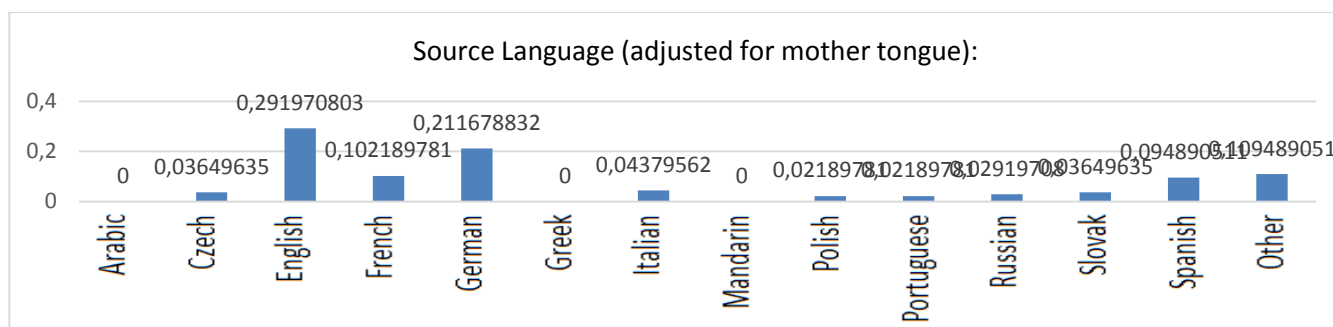
Graph 11: Target Language (PL) - adjusted

(iii) Hungarian

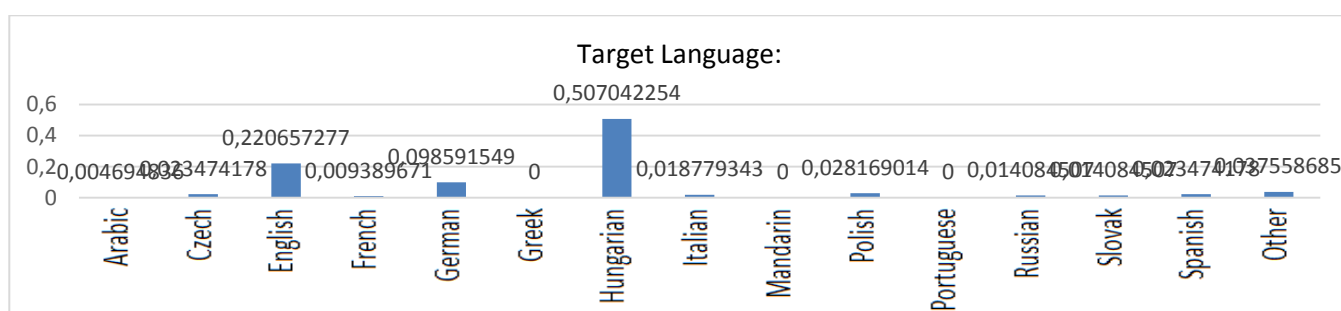
The most frequent languages from/into which respondents **from Hungary** translate are shown in the graphs below:



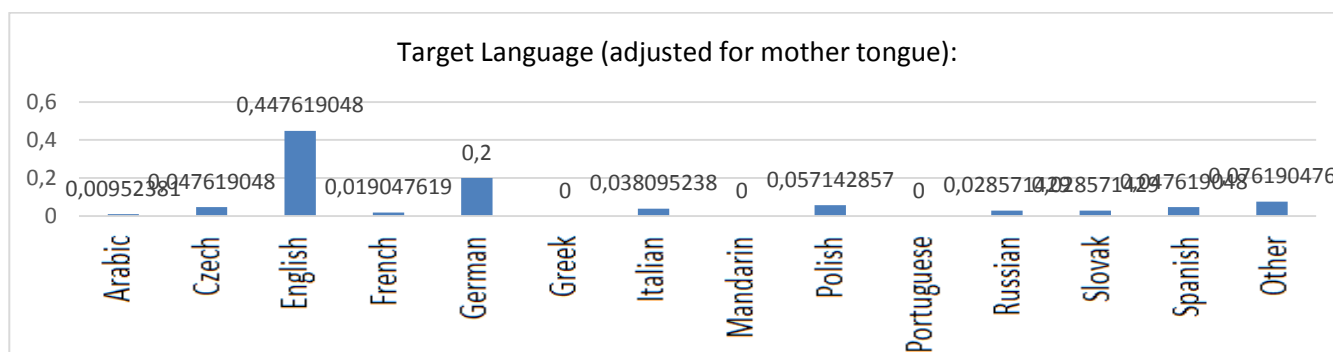
Graph 12: Source Language (HU)



Graph 13: Source Language (HU) - adjusted



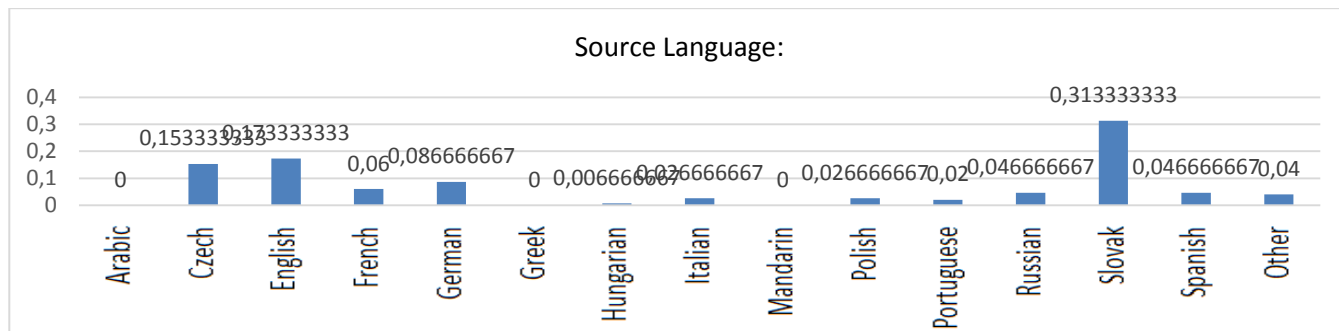
Graph 14: Target Language (HU)



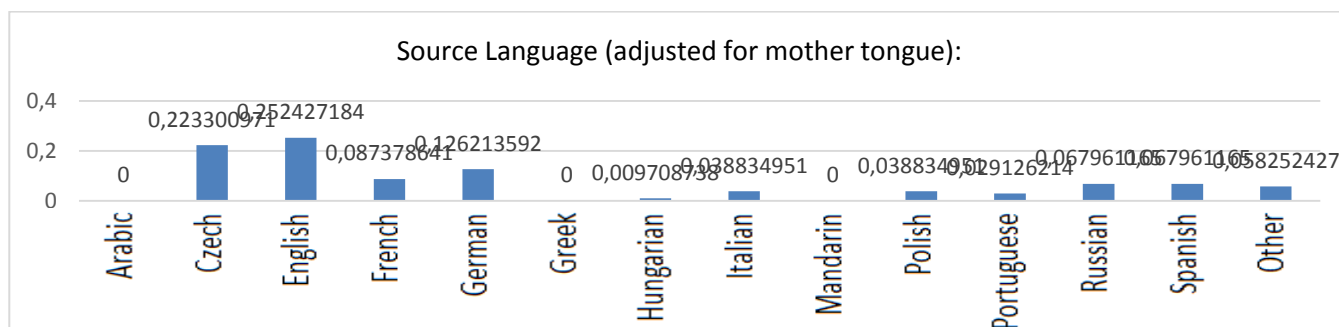
Graph 15: Target Language (HU) - adjusted

(iv) Slovak

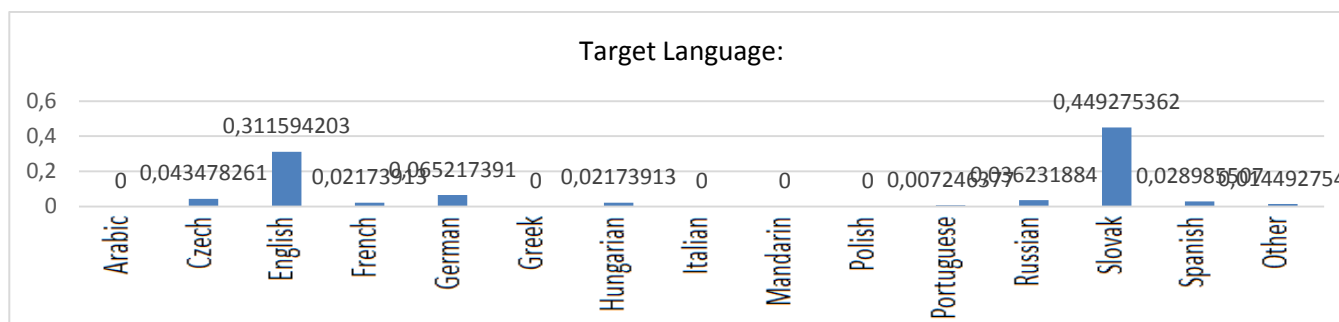
The most frequent languages from/into which respondents **from Slovakia** translate are shown in the graphs below:



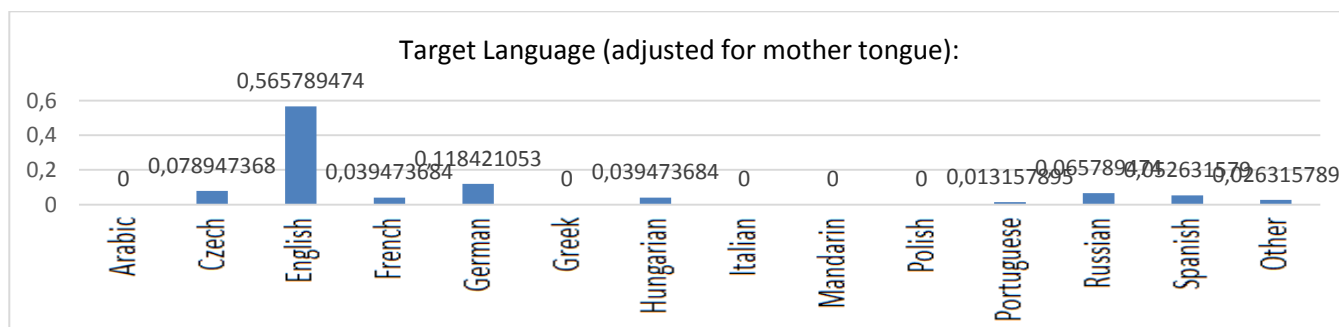
Graph 16: Source Language (SK)



Graph 17: Source Language (SK) - adjusted



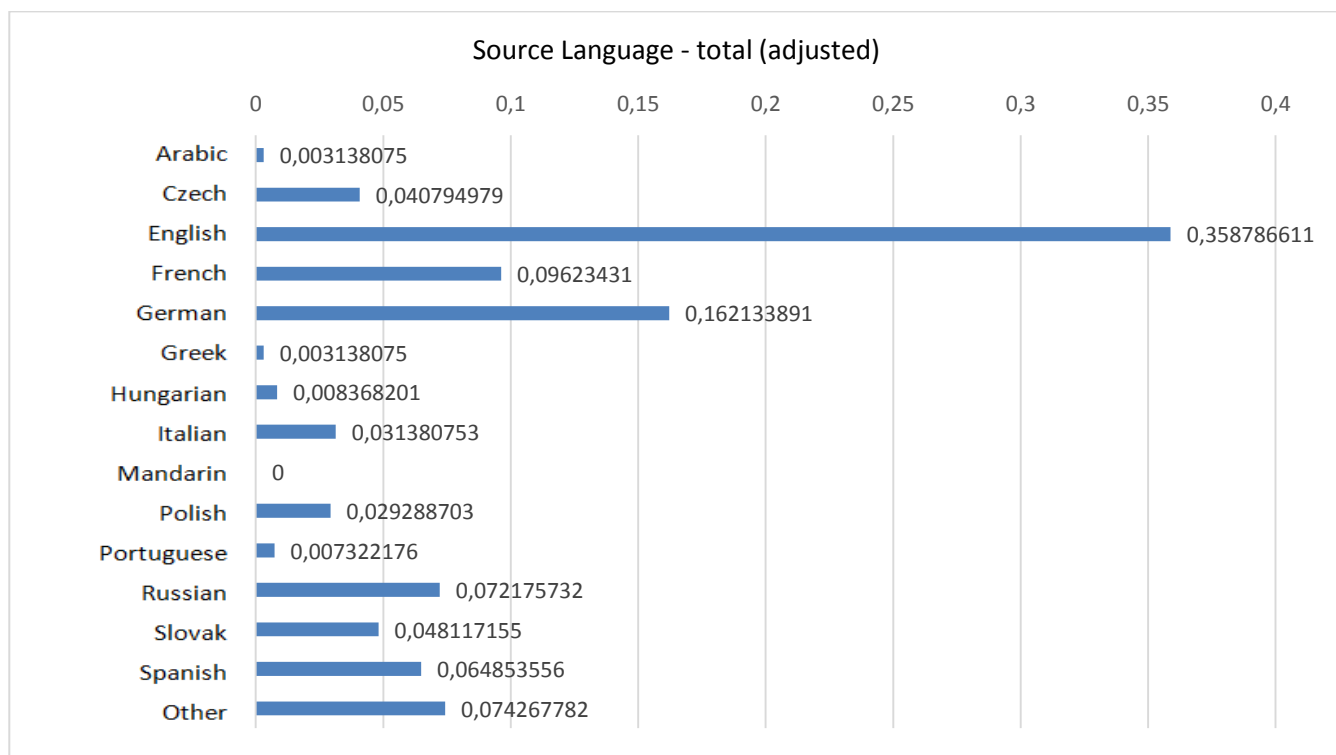
Graph 18: Target Language (SK)



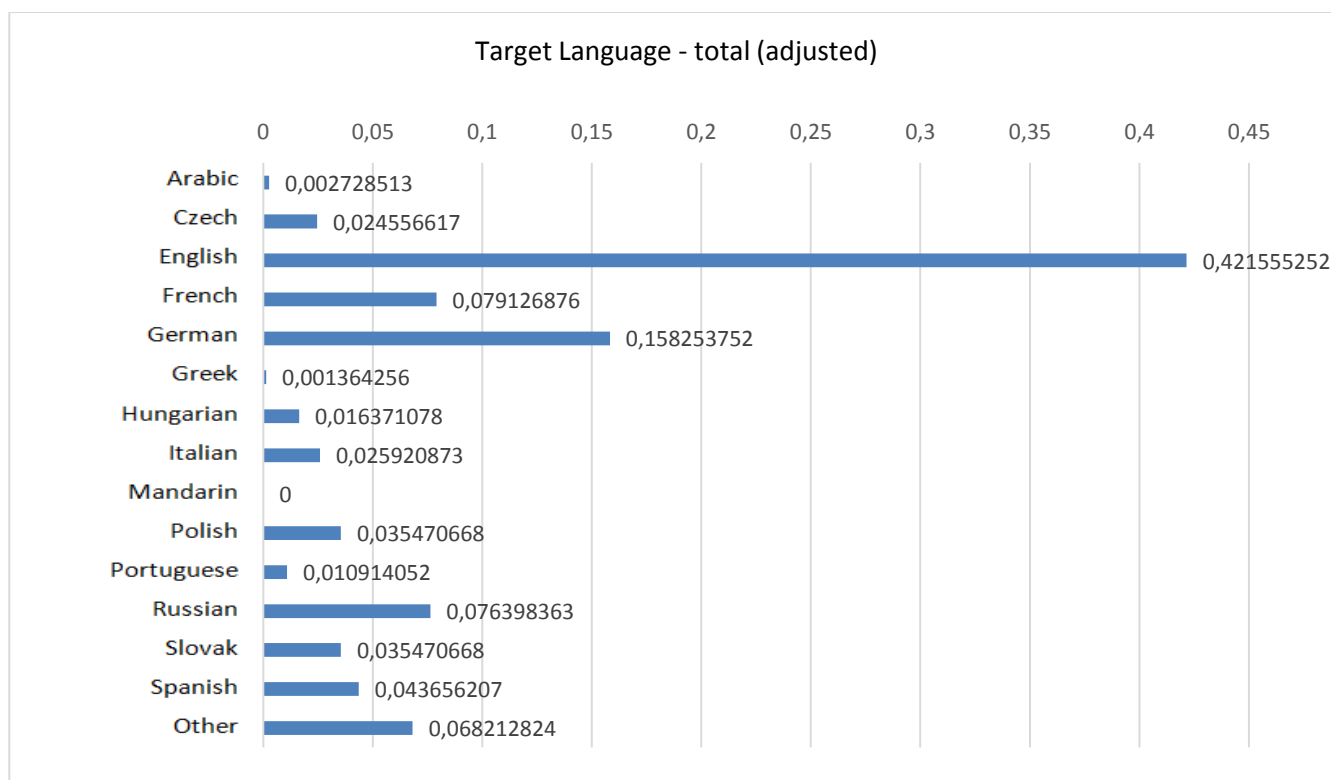
Graph 19: Target Language (SK) - adjusted

(v) *Total*

The most frequent languages from/into which the respondents from all V4 countries (total) translate are shown in the following two graphs:



Graph 20: Source Language (total) - adjusted



Graph 21: Target Language (total) - adjusted

Over the last two to three years, demand for the following languages has increased/decreased...

Respondents **in the Czech Republic** noticed the highest **increase** in demand for **Czech** (36.88% of respondents), **English** (24.4% of respondents) and **German** (11.19% of respondents), which were also the languages where the highest **decrease** in demand was noticed (this was the answer given by 52.11% of respondents for Czech, 17.25% for English and 7.71% of respondents for German). The perceived demand for Czech in the Czech Republic therefore fell in absolute terms by 15%, the demand for English rose by 7% and the perceived demand for German rose in absolute terms by 3.5%.

The situation was similar **in Hungary**. The highest **increase** in demand was noticed by Hungarian respondents for their mother tongue, i.e. **Hungarian** (35.55%), followed by **English** (24.92%) and **German** (12.96%). The biggest **decrease** was noticed for the same three languages, i.e. **Hungarian** (53.82%), **English** (18.6%) and **German** (8.31%). The perceived demand for Hungarian in Hungary therefore fell in absolute terms by 18%, the demand for English rose by more than 6% and the perceived demand for German rose in absolute terms by just under 5%.

In Poland respondents noticed the highest **increase** in demand for **Polish** (42.42%), **English** (24.24%) and jointly for **Czech** (6.06%), **Russian** (6.06%) and **Slovak** (6.06%). The highest **decrease** in demand was for **Polish** (48.48% of respondents), **English** (18.18%) and **Russian** (9.09% of respondents). The perceived demand for Polish in Poland therefore fell in absolute terms by 6%, the demand for English rose by 6% and the perceived demand for Russian fell in absolute terms by 3%.

In **Slovakia** respondents designated as the languages with the most marked **increase** in demand **English** (31.58%), **Czech** (13.16%) and **Polish** (10.53%). The highest **decrease** in demand was also noticed for **English** (26.32%), **Czech** (18.42%) and **Polish** (13.16%). It was the only country where the **decrease/increase in demand did not affect** (according to the respondents) **the mother tongue**. The perceived demand for English in the Slovak Republic therefore increased by 5% in absolute terms, demand for Czech fell by more than 5% and the perceived demand for Polish fell in absolute terms by almost 3%.

V. Prices

Average net rate for one standard page ("SP"; 1,500 characters without spaces/250 words)

The average net rate in the various countries is shown in the table bellow (figures in EUR):

Options	Czech Republic	Poland	Hungary	Slovakia	Total
From a foreign language into my mother tongue	15.80	11.77	12.81	12.47	13.21
From my mother tongue into a foreign language	15.58	12.30	13.38	14.47	13.93
From a foreign language into another foreign language	17.55	10.85	15.68	17.23	15.33
Total	16.31	11.64	13.96	14.72	14.16

Table 6: Net Rate (in EUR)

The best off on average per standard page are **respondents from the Czech Republic** (16.31/SP), followed by respondents from Slovakia (14.72/SP), Hungary (13.96/SP) and Poland (11.64/SP).

This information is, however, probably markedly distorted by the age of respondents¹⁰, highest education acquired and years of experience in translating¹¹.

VI. Technology

Do you use CAT (computer-assisted translation) tools? If so, which tool(s) do you use most often?

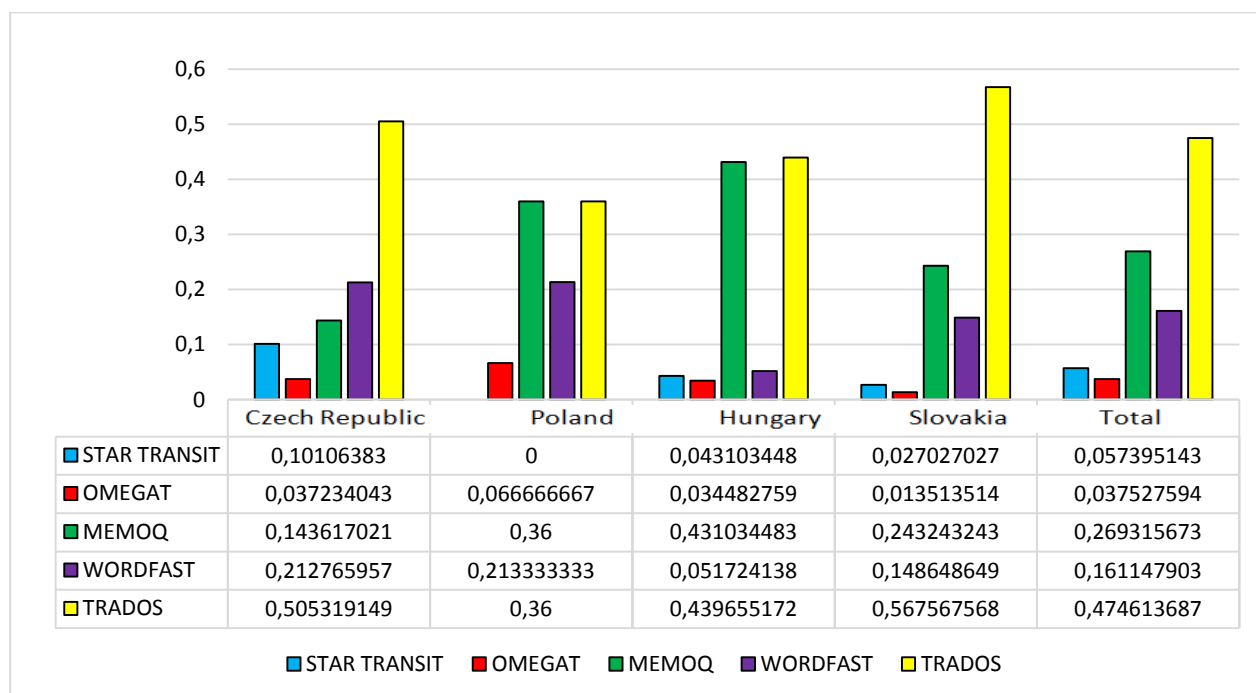
63.28% respondents from the Czech Republic indicated that they do not use CAT tools, while in Poland it was 51.61, in Hungary 35.2 and in Slovakia 44.36%. Overall, the average was **53.73%**.

Respondents could choose from five CAT tools: STAR TRANSIT, OMEGA-T, MEMOQ, WORDFAST and TRADOS. As the following graph shows, in all countries the most frequently used tool was **TRADOS**. In Poland it was equal with **MEMOQ**, which was the second most frequently used CAT tool in Hungary and Slovakia. In the

¹⁰ 20.2% of respondents from Slovakia, 11.7% of respondents from Poland, 9.2% of respondents from Hungary and also 7.4% of respondents from the Czech Republic were under 25.

¹¹ More experienced translators from the Czech Republic as opposed to a large percentage of new ones in Poland and Slovakia.

Czech Republic, **WORDFAST** came in second. Respondents could also choose the option “none of the above” and state another¹² CAT tool.



Graph 22: CAT Tools

Share of assignments handled using CAT tools

The share of assignments handled using CAT tools is **30.86% in the Czech Republic, 39.21% in Poland, 47.57% in Hungary and 46.49% in Slovakia**. Overall this concerns **37.37%** of all assignments handled by respondents in “V4” countries¹³.

¹² Other CAT tools mentioned:

Czech Republic: Across, Déja Vu, Google Translator Toolkit, Heartsome, Idiom WorldServer, MemSource, Metatexis, Microsoft LocStudio, Millenium, OmegaT, Passolo, RC Win Translator, SDL Edit, sdl-lite, SoftLang, Transit, Transsiberian, Tstream Editor, Xliff.

Poland: Dragon Naturally Speaking, Tstream Editor.

Hungary: Across, Déja-vu, Editor, ETeam Translator, ForeignDesk, SDL Studio, TR. WORKSPACE, TSTREAM, XLIFF, XTM, Transhelper, TTX.

Slovakia: Across, DocZone, Fluency, HyperHub, Change tracker, Idiom, Tstream, LocStudio, MemSource, Metatexis, POEdit, SDL Studio, SDLX, Smartling, TMX, Translate Google, Translation Workspace, ttw10, TWS, GTT, Xbench.

¹³ In all cases this was the weighted average.

Machine translation (MT): Have you ever received a request for Post-Editing Machine Translation (PEMT)? Did you accept it?

The results are shown in the table below:

Options	Czech Republic	Poland	Hungary	Slovakia	Total
Yes, I have received a PEMT request and I accepted it	5.2%	6.7%	4.9%	8.1%	5.8%
Yes, I have received a PEMT request, but I refused it	18.3%	6.7%	8.7%	16.2%	14.4%
No, I have not received a PEMT request so far	76.6%	86.5%	86.4%	75.7%	79.9%

Table 7: Post-Editing Machine Translation

On average an offer was not received or not accepted by **94.2% of respondents**. The country breakdown is as follows: **94.9% of respondents in the Czech Republic, 93.2% of respondents from Poland, 95.1% of respondents from Hungary and 91.9% of respondents from Slovakia.**

Machine translation (MT): Is lower quality automatically associated with MT/PEMT?

The results are summarised in the table below:

Options	Czech Republic	Poland	Hungary	Slovakia	Total
Yes, the client tells me not to bother with word order/style, and to focus on the meaning only	71.4%	18.0%	18.4%	40.5%	48.92%
No, the product has to be of equal quality as human translation	28.6%	82.0%	81.6%	59.5%	51.08%

Table 8: Machine Translation – Quality

Only in the Czech Republic did respondents (71.4%) state that clients associate lower quality with machine translation. In other countries (post-edited) machine translation is regarded of a quality comparable to that of human translation.

Machine translation: What is the billing pattern?

The price of postediting machine translation in the various countries is determined in the following manner:

Options	Czech Republic	Poland	Hungary	Slovakia	Total
On an hourly basis	26.60 %	24.7 %	22.3 %	25.7 %	25.36 %
A percentage of translation fees	29.00 %	34.8 %	46.6 %	31.1 %	33.45 %
Other (please specify) or none (I do not accept MT)	44.50 %	40.4 %	31.1 %	43.2 %	41.19 %

Table 9: Machine Translation – Price

The most frequent method of determining the price for postediting machine translation is as a percentage of the usual translation fees.

The most frequent “other” method was the specific price for a standard page or the same rate as for an ordinary translation.

VII. Membership of Professional Associations

I am a member of a professional organisation for the following reason(s)

The respondents’ reasons for membership of professional organisations are shown in the table below:

Options	Czech Republic	Poland	Hungary	Slovakia	Total
Inclusion in the database of translators and interpreters, which is regularly consulted by potential customers	14.74%	13.3%	40.4%	17.2%	16.36%
Exchanging professional experience with colleagues, sharing job opportunities	16.72%	46.7%	27.7%	20.7%	18.72%
Offer of educational events and member discounts on courses	17.17%	16.7%	2.1%	3.4%	15.71%
Discounts provided by publishers, software manufacturers and vendors/suppliers of products	3.65%	0.0%	0.0%	0.0%	3.14%
The field-specific bulletin published by the association	11.25%	0.0%	2.1%	0.0%	9.82%
Newsletter on events, publications, job offers...	9.73%	0.0%	2.1%	0.0%	8.51%
Member-only discussion forum	8.97%	6.7%	4.3%	6.9%	8.51%
Terminology database accessible to members	5.17%	0.0%	2.1%	13.8%	5.10%
Membership is a signal to clients showing my proactive approach	11.70%	16.7%	10.6%	20.7%	12.17%
Other (please specify)	0.91%	0.0%	8.5%	17.2%	1.96%

Table 10: Reasons for Membership of Professional Associations

At first glance there seem to be marked differences (cf. for example the spread of preferences in reply to the first question). **Respondents in the Czech Republic** gave as the most frequent reasons for membership of a professional organisation the **offer of educational events and member discounts on courses, exchanging professional experience with colleagues, sharing job opportunities** and **inclusion in the database of translators and interpreters, which is regularly consulted by potential customers**.

Respondents in **Poland** have as the most important reason **exchanging professional experience with colleagues, sharing job opportunities**, which was followed by the **offer of educational events and member discounts on courses** and **membership is a signal to clients showing my proactive approach**.

In **Hungary** by far the most frequent reason for joining a professional **organisation** was **inclusion in the database of translators and interpreters, which is regularly consulted by potential customers**, followed by **exchanging professional experience with colleagues, sharing job opportunities**.

In **Slovakia** respondents most frequently gave the reason for membership as being **exchanging professional experience with colleagues, sharing job opportunities** and **membership is a signal to clients showing my proactive approach**.

The **least frequent** of the aforementioned reasons in all countries was **discounts provided by publishers, software manufacturers and vendors/suppliers of products**.

I am not a member of a professional organisation for the following reason(s)

Examples of reasons given for not joining professional organisations:

"Membership has never seemed something necessary for professional development."

"Membership is not beneficial for me. I exchange professional experience directly with colleagues who work with the same language combination and specialisation, which also applies to sharing job opportunities. The rates recommended by the JTP (Union of Czech Interpreters and Translators) are unrealistic and cannot be charged on the market."

"Reluctance to come to meetings and get involved."

"I don't know the benefits that membership would bring me. I have never considered it."

"I was a member of the KST ČR (Chamber of Court-certified Translators of the Czech Republic) and JTP. I only paid the fees and didn't feel any benefit."

"I don't feel the need, since there is the option of attending events even without membership."

"I was a member, but it didn't make much sense."

"Formerly membership in the JTP, but impossibility of making use of the benefits resulting from membership for time reasons. I also did not feel any benefit for getting orders."

"I don't see any benefit in the organisations given the languages I translate."

"I see no good reason for membership (especially in the JTP), in contrast to foreign equivalents it is not managing to push for the professional interests of translators and interpreters with sufficient force."

"Until now low motivation to become a member. I maintain contacts with members; I am informed about the associations' activities."

"I was a member of the JTP, but I ended my membership given the then-current absence of activities/events for translators in Slovakia."

"I have enough work, I don't need the benefits of membership and more work."

"I do not see any sense in it/I can find everything I need on the Internet."

VIII. Key findings

- A **typical V4 translator** is a she, 31 years of age, who has acquired an MA in Translation, and has worked as a translator for less than 5 years. The typical V4 translator works predominantly for national clients, does not specialise (translates in the “General” domain). She earns EUR 14 per standard page (average incl. 2-way translations), offers English translations (both from and into EN), and is not a member of any translators’ association. She prefers to work freelance for direct clients, avoids CAT tools and has not received a PEMT assignment yet.
- There does not seem to be a specific **V4 translation market**: In cases where translators work for international clients, these are mostly located outside the V4 area.
- **Greatest differences** among V4 countries:
 - PL translators were rather reluctant to take part in the survey (represented as little as 17%).
 - SK translators translate the most into a non-mother tongue.
 - PL translators, unlike any other V4 country, tend to be university graduates in the humanities.
 - The lowest prices are charged in Poland and the highest in the Czech Republic.
 - HU translators, unlike CS translators, are advanced in using CAT tools.
 - PL sees the highest preference for English and the least preference for German as the source languages.
 - CS translators show the highest rate in terms of being organised in translator associations.
- **Greatest similarities (average for the V4 area)**:
 - The survey attracted a majority of market entrants (1–5 years of professional translation experience).
 - Translations for EU Institutions represent just a minor share of translation assignments.
 - Slightly over half of the translator workforce does not use a CAT tool.
 - PEMT (Post-Editing Machine Translation) assignments get refused by translators.
- **Greatest surprises**
 - On average (V4 area combined), as much as almost 40% have stated that they translate in the domain of marketing.
 - PL translators are the champions in working for direct clients (as opposed to working for agencies).

Main Take-aways for translators

- There seems to be some potential for 2-way translation (into a non-mother tongue) and/or 3-way translation (between two foreign languages).
- Translators seem to view translation markets as national markets. There is potential for reaching out and looking for clients abroad.
- There is much potential for CAT tools to further proliferate among translators.

- As there seems to be (an indirect) positive correlation between the rate of pay and translators being associated in translator associations, there is still much potential for translators to become associated in some countries.

Outlook for future surveys

The CETMS intends to be a first instance of a more or less regular polling exercise. We intend to conduct a re-run of CETMS either in 2017 or 2018.

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This Report is available for download from the JTP [website](#), Tomáš Svoboda's *LinkedIn* profile and from the above stakeholders' respective web pages. At the above locations, you will find further information on subsequent translations of the survey into other V4 languages, if relevant.

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Attachments:

Polling Questions

CENTRAL EUROPEAN TRANSLATION MARKET SURVEY

Country selection

*** Where are you based? / Kde máte sídlo podnikání? / Kde máte místo podnikania / W którym kraju prowadzisz działalność?**

- ☐ Czech Republic
- ☐ Hungary
- ☐ Poland
- ☐ Slovakia

Previous

Next

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See how easy it is to [create a survey](#).

About you:

Where are you based?

- *Czech Republic*
- *Hungary*
- *Poland*
- *Slovakia*

Gender

- *Female*
- *Male*

What is your age?

- *19–25 years*
- *26–35 years*
- *36–55 years*
- *56–65 years*
- *over 66 years*

Highest education acquired

- *I have a University-level degree IN TRANSLATION: finished BA level*
- *I have a University-level degree IN TRANSLATION: finished MA level*
- *I have a University-level degree IN TRANSLATION: finished Ph.D. level*
- *I have a degree in translation acquired from a non-university setting*
- *I have a University-level degree in a field OTHER THAN TRANSLATION: Linguistics, finished BA level*
- *I have a University-level degree in a field OTHER THAN TRANSLATION: linguistics, finished MA level*
- *I have a University-level degree in a field OTHER THAN TRANSLATION: a technical field*
- *I have a University-level degree in a field OTHER THAN TRANSLATION: humanities*
- *I am a university STUDENT in a program on translation*
- *I am a university STUDENT in a field other than translation*
- *I do not have a university degree*

Years of experience in translating

- *1-5 years*
- *6-10 years*
- *11-15 years*
- *16-20 years*

- *21-25 years*
- *26-30 years*
- *31+ years*

Professional profile:

Your service portfolio

- *Translating*
- *Interpreting*
- *Terminology work*
- *Other language-related activities*
- *Activities not related to languages*

As a translator I work...

- *... self-employed for direct clients*
- *... self-employed for translation agencies*
- *... within a language services provider (agency)*
- *... in an institutional setting*

National/international portfolio

- *The share of my translation work for national clients*
- *The share of my translation work for international clients: in V4 countries*
- *The share of my translation work for international clients: outside V4 countries (except EU institutions)*
- *The share of my translation work for EU institutions (directly and via agency)*

Specialisations

- *Accounting*
- *Aerospace*
- *Agriculture and farming*
- *Archaeology*
- *Architecture*
- *Art*
- *Astronomy*
- *Automotive industry*
- *Banking*
- *Chemical*
- *Civil engineering*
- *Computer science*

- *Credit management*
- *Culinary*
- *Finances*
- *Forestry*
- *General*
- *History*
- *Insurance*
- *Legal and notarial*
- *Literary translations*
- *Marketing*
- *Mathematics and physics*
- *Mechanical*
- *Medical*
- *Music*
- *Nautica*
- *Pharmaceuticals*
- *Religion*
- *Science*
- *Social science*
- *Tourism*
- *Other*

Languages:

Source language/target language

Over the last two to three years, demand for the following languages has increased/decreased...

Prices:

Average net rate for one standard page (1,500 characters without spaces/250 words)

- *From a foreign language into my mother tongue*
- *From my mother tongue into a foreign language*
- *From a foreign language into another foreign language*

Technology:

Do you use CAT (computer-assisted translation) tools? If so, which tool(s) do you use most often?

- *STAR TRANSIT*
- *OMEGAT*
- *MEMOQ*
- *WORDFAST*
- *TRADOS*

Share of assignments handled using CAT tools

Machine translation (MT): Have you ever received a request for Post-Editing Machine Translation (PEMT)? Did you accept it?

- *Yes, I have received a PEMT request and I accepted it*
- *Yes, I have received a PEMT request, but I refused it*
- *No, I have not received a PEMT request so far*

Machine translation (MT): Is lower quality automatically associated with MT/PEMT?

- *Yes, the client tells me not to bother with word order/style, and to focus on the meaning only*
- *No, the product has to be of equal quality as human translation*

Machine translation: What is the billing pattern?

- *On an hourly basis*
- *A percentage of translation fees*
- *Other (please specify) or none (I do not accept MT)*

Membership in a Professional Association:

I am a member of a professional organisation for the following reason(s):

- *Inclusion in the database of translators, which is regularly consulted by potential customers*
- *Exchanging professional experience with colleagues, sharing job opportunities*
- *Offer of educational events and member discounts on courses*
- *Discounts provided by publishers, software manufacturers and vendors/suppliers of products*
- *The field-specific bulletin published by the association*
- *Newsletter on events, publications, job offers...*
- *Member-only discussion forum*
- *Terminology database accessible to members*
- *Membership is a signal to clients showing my proactive approach*
- *Other (please specify)*

I am not a member of a professional organisation for the following reason(s):