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Issues and Perspectives on The Electronic Translation of Shipping Incoterms: FOB as a case study

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Abstract

The international commercial terms are officially known as Incoterms. These trade rules, established by ICC (the International Chamber of Commerce) are written and pronounced in English. Mastering their use is necessary to circumvent any confusion in the meaning, and to avoid any misunderstanding between the contracting parties. These incoterms are universally agreed upon, except for the United States where a difference in their meaning is noticed, mainly the incoterm FOB (Free on Board). Although they are mandated as multinational business terms, they do not regulate the transfer of ownership of the merchandise nor the sale price. Despite the difference in their meanings, it should be noted that they constitute broad lines for commercial exchanges between countries. Some of their advantages are: The distribution of costs related to export and import, the distribution of documents between the seller and the buyer, and the conditions for the delivery of goods. They are stated to enable trading partners to reach markets throughout the world. To apply incoterms for overseas shipment, maritime transport companies need to make sure that their staff understand them clearly to avoid any costly mistakes in the process of transactions. Collaboration with educational institutions and training courses are required. Both current and future Algerian professionals in the field need to be assisted on how to use incoterms. This research paper deals with the use of shipping incoterms when training the students, who are specialized in maritime trade, for a future profession as a maritime leader or dealer. As the incoterms are basically written and pronounced in English, the use of a translating method, that allows them to identify and understand the meaning of linguistic terms, is required. Bearing in mind the fact that artificial intelligence covers a wide range of outputs nowadays, it has been necessary to ask the following question: Could the T M (translation machine) provide the students a faithful translation of incoterms? In an attempt to answer this question, the following hypotheses were formulated: Teaching EOP (English for occupational purposes) in the Algerian maritime sector focuses on translating the international commercial terms. Machine translation provides a faithful meaning of words and sentences. As the software performs translation for a specific language or domain, it produces a high-quality output. To check these hypotheses, it is essential to go through the MT translation method for it is mostly used by the learners as it is free from any charges. The MT (Machine Translation) method is what a computer program produces. To fulfil a translation, the text is simply entered or pasted in and the languages are selected. Google Translation is a well-known example of this type of translation. The use of this software enables the students to substitute mechanically and quickly words from one language to another. It exempts them from any human linguistic intervention. Though it provides free and instant translations, it produces incoherent wording. The present study reveals that different electronic sites do not give the same translation for the incoterm FOB. One way of evaluating the quality of machine translation is when the human translator reviews the output to ensure that it is linguistically correct. This review is referred to as the post-editing machine translation. When adopting this method, a good quality of translation is achieved;

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grammatical errors are fixed, unclear and confusing wording and mistranslations are cleared up.

الكلمات المفتاحية

الجزائر،
إنجليزية،
إنكوترمز،
الترجمة الآلية.

الملخص

تعرف المصطلحات التجارية المستخدمة في التبادلات التجارية الدولية رسمياً باسم إنكوترمز. هاته المصطلحات التي وضعتها غرفة التجارة الدولية مكتوبة باللغة الإنجليزية. يعد اتقان استعمالها ضروريا لتجنب اي لبس في المعنى وتفادي سوء التفاهم بين الجهات المتعاقدة خاصة وأنها تستعمل لغات مختلفة. هي مصطلحات متفق عليها عالميا ما عدا الولايات المتحدة حيث يلاحظ اختلافا في مفهومها، تحديدا مفهوم فوب. بالرغم من أن هاته المصطلحات تمثل لغة تجارية عالمية إلا أنها لا تمثل انتقالا للملكية. من بين ميزاتها: توزيع التكاليف الخاصة بالتصدير والاستيراد، شروط تسليم البضائع وتوزيع المستندات بين البائع والمشتري. تتناول هذه الورقة استخدام هاته المصطلحات في تدريب الطلاب المتخصصين في التجارة البحرية وتطرح السؤال الموالي: إلى أي مدى تمكنهم الترجمة الإلكترونية من الحصول على المعنى الكامل لشروط التجارة الدولية؟ في محاولة للإجابة على هذا الإشكال، كان لابد من ذكر الفرضيات التالية: تدريس اللغة الإنجليزية المهنية في القطاع البحري الجزائري يشمل استخدام المصطلحات التجارية الدولية. يوفر محرك البحث جوجل ترجمة ملمة بمعاني العبارات والجمل. إن الترجمة الإلكترونية ذات جودة عالية لأن الآلة تفهم المعاني وتمحصها. للخروج بنتيجة، كان من الضروري التواصل مع المسؤول عن التكوين البحري المهني، والاعتماد على الدراسات السابقة التي تطرقت إلى مصطلحات التجارة الدولية والترجمة الإلكترونية. إن النتيجة التي تم استخلاصها بعد تمحيص الفرضيات هي أن المواقع المختلفة للترجمة التي تم الاعتماد عليها لا تقدم نفس الترجمة لمصطلح فوب.

1. Introduction

The maritime training institution, the merchant shipping companies, and port authorities are all under the jurisdiction of the Ministry of Transport in Algeria. Since goods are shipped abroad, there is a need to use and understand the shipping incoterms. These terms constitute a common set of rules that are implemented by major trading nations.

Using and knowing incoterms avoid any commercial misunderstanding or disputes during an international trade. They matter a lot for the country's economy because they

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are globally used by exporters and importers. They determine the responsibilities and the conditions of delivering goods under international sales contracts.

Doing business with parties that are based in different countries can be complicated. Having recourse to International Commercial Terms enables the users to understand the rules that enhance a wise use of trillions of dollars for the global commerce. Defining the responsibilities of the seller and the buyer helps in the smooth conduct of business and transport of goods as well.

Trade exchanges with multinational partners lead to the establishment of trade agreements. These agreements are carried out in a language that is globally used. Algeria makes efforts to cope with the developments that occur in the world, starting with the use of the international language that is required for the ongoing of the economic and international trade. One of the measures it has already made is the inclusion of the training courses for students specializing in the commercial field to understand and use effectively economic terms.

Students who are specialized in maritime studies are supposed to correlate the understanding of incoterms with successful shipment. The program with which they are provided aims to enhance their readiness for a successful professional career. International supply chain management is one of the modules that constitute the background of training the maritime students and in which studying incoterms is vital.

The purpose of this study is to devote discernment into the relevance of teaching and explaining the full meaning of incoterms to the students of different nationalities, especially the ones who only understand them when they are translated from English into Arabic. Efforts are made to identify the potential impact of training maritime students on the future of shipping industry. Hence, some of the research's objectives are to shed light on dealing with shipping incoterms and to examine how electronic translation, that is widely used by students nowadays, influence the sustainable development of shipping industry.

The research question is: To what extent could the machine provide the students with a faithful translation of incoterms? In an attempt to answer it, it is necessary to deal with the use of English for occupational purposes in Algeria focusing on the maritime specialty. An overview of shipping incoterms is conducted. This research is limited to the use of the incoterm FOB as a case study. Besides, translating resources and websites that are useful and are easily accessible by the students are mentioned highlighting the free translation that is provided by AI (Artificial Intelligence). Relying on past studies enriches the research and contributes to the discussion of its findings.

2. Literature Review

This part of the paper examines the literature in the context of the maritime education system, the implementation of incoterms and their effective use to avoid any commercial misunderstanding or disputes during an international trade. The primary goal is to understand how incoterms serve in theory and practice. A previous conducted field work study affirms: "*It was found that the terms are complex, as well as they have their*

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own limitations. Because of that, the misinterpretation of the rules is a common event when it comes to applying Incoterms in practice." (Seredyuk, 2017: 50). Equipping the future professionals with the English language armory will enable them to prosper in both theoretical and occupational levels. Maritime English "*is branched out into on-shore, managerial and administrative field, the upstream of source of cargo and its sustainable and safe management.*" (Wang & al., 2014: 236)

This research paper examines the historical background of teaching English for occupational purposes in Algeria, limiting the study to the use of incoterms which determine the responsibilities and the conditions of delivering goods under international sales contracts. Machine translation is the method that is adopted by the learners who impose it as a necessary tool to gain time while fufilling their task. They give little concern about the evaluation of the machine translation output for they think that the field of terminology is easily conceived when it is done by the electronic translation. Incorporating post-editing machine translation helps in improving the output of the machine translation. "*Automatic Post-editing (APE) is an area of research aiming at exploring methods for learning from human post-edited data and applying the results to produce better Machine Translation (MT) output*." (Do Carmo & al., 2020: 102)

2.1. An Overview of the International Commercial Terms (In Co Terms)

Globalization is said to offer a worldwide development. Countries which integrate it are supposed to witness faster growth and reduced poverty. It necessarily implies an extremely rapid development of imports and exports, which necessitate dealing with Incoterms on a daily basis. The Incoterms rules codify the distribution of costs, the distribution of rights as well as the transfer of risks between the contractual partners: buyers and sellers. As a contracting party, it is possible to negotiate freely all the terms and conditions of a contract with a reseller or foreign customer for the import or export of goods. On the other hand, different interpretations of formula and business practices may surge after signing the contract. To find solutions to any possible misunderstandings, the buyer/ seller can have recourse to Incoterms.

Incoterms were first created and published in 1936 by the International Chamber of Commerce (ICC), located in Paris. They constitute a set of rules that define the terms of sales in the turnover of material goods. They include issues related to the transport of products from the seller to the buyer; they can significantly facilitate the transaction. Their goal is to clearly communicate the costs, risks and responsibilities related to the transportation of goods. The terms are updated as changes in international trade occur; amendments were made in 1953, 1967, 1976, 1980, 2000, 2010 and 2020 (Srivastava, 2020: 76).

One of their major initiatives was to facilitate international trade operations by using and understanding the global commercial terms which started to be used by operators. Since these terms were used in different countries that do not speak English, the scope was extended to the interpretation of the commercial terms. Under this head it is stated:

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"*This time, the scope was expanded to the interpretation of trade terms used in more than 30 countries in 1928*" (Hummel & al., 2020: 158). The writer expands his writing to the events that occurred beyond World War II when further revisions to the Incoterms standards were suspended and never resumed until the 1950s. The first revision of the Incoterms standards was therefore published in 1953. In 1967, ICC launched the third revision of Incoterms to eliminate the misinterpretations of the previous version. (Ibid).

Bearing these initial notions in mind, the teacher of English tries to enable the learners to clearly understand the chronology of changes that have been attributed to the concepts of incoterms allowing them to be ahead of time and to acquire an effective acquisition of these terms. Future professionals learn about economics through the maritime lens. They are motivated towards a career in shipping and improving their awareness of industry. The teacher of English is supposed to accompany them and to ensure a teaching that prepares them for their future occupation.

2.2. English for Occupational Purposes

To meet the needs of professionals and future professionals, the teaching of English has taken a professionally oriented dimension. English for occupational purposes is mainly concerned with job situations where the learners are trained in how to better practise English in their professional environments. Trainees are supposed to gain technical knowledge to understand the software system aboard the ship. Besides being physically fit and morally well behaving, the seafarer's academic performance is rigorous. Lectures and seminars on new developments in shipping are required so that the students would be continuously informed. Automated technology aboard a ship makes it necessary to reform the maritime education and training system.

The language needed in EOP (English for Occupational Purposes) is restricted to the particular environment of the specific profession in which all language forms and functions are taught accordingly. The teachers use the language with the specific English vocabulary terms which have to be understood and followed according to the work situation.

The expansion of business and industry has increased business interactions between people throughout the world who need to communicate in their professional world through the medium of the English Language. Teachers concentrate more on the preparation of the learners with the language requirements for their future occupations. Consequently, the English language has become important not only at the academic level but at the professional one as well. Moreover, teaching and explaining transactions policy for the students is mandatory. It helps them perceive the different issues that arise in the context of international transactions.

3. Methodology

The main goal of this paper is to seek answers for the following raised questions: Does teaching English for occupational purposes (EOP) in the Algerian maritime sector

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focus on translating the international commercial terms? Do the neural networks of translation provide a faithful meaning of words and sentences? Does the software perform a high-quality translation? Getting in touch with the responsible in charge of maritime professional trainings, and relying on previous studies that have dealt with incoterms and machine translation have made it possible to come out with a result. It has been noticed that different sites do not give the same translation for the incoterm FOB. A qualitative approach has been adopted. A field work study and additional contacts with professionals on the telephone and on social media have been made to fulfill the research strategy.

*3.1. **Research Design***

Targeting maritime professionals and some educators, besides web-based studies, constituted a great support for the pursuit of our study and for its enrichment with detailed information about international transactions' rules. It should be stated that much concern is attributed to the FOB rule.

In the context of international transactions, if the parties choose to submit the sales contract to the FOB (Free on Board) Incoterm, the seller's responsibility ends when the exported goods arrive on board the ship that is identified by the customer for transport. The seller is in charge of paying the transport costs to the port of embarkation loading the goods on board the ship that is chosen by the buyer. He is responsible for completing customs export formalities. The buyer, on the other hand, bears the risks and costs related to the transaction as soon as the loading of the goods on board the vessel chosen at the port of embarkation is carried out.

It should be noted that the concept of the American FOB is different from the classic FOB. Indeed, in the United States, this incoterm does not refer to shipping by sea or river, but to the border. In addition, there are four types of FOB:

- FOB/Border: the seller bears the costs up to the border without completing the customs clearance procedure;
- The FOB/Point of departure: the customer pays all the costs generated by the commercial exchange;
- The FOB/Point of sale: the seller delivers the goods to the agreed destination and pays customs fees;
- FOB/Customs cleared destination: the supplier takes care of everything, from the point of loading of the goods to their final destination.

When the terms of business are FOB Origin, the seller has to deliver the goods to the carrier. The purchaser's responsibility is to pay for the freight and all related costs until it reaches his/her premises or the required location. As soon as the goods are shipped from their origin, their ownership and responsibility shift to the purchaser.

Making a clear distinction between the different meanings of FOB necessitates to translate this incoterm and to generate a conceptual and a standard definition of it.

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Concentrating on FOB incoterm only and trying to translate it from English into Arabic reveal to be ambiguous since the FOB incoterm has different interpretations. The FOB that is used by Americans is differently interpreted from the widely known one that is found in some other countries.

To give a visibility to the training course, a question urges to be necessary to ask: While training the future professionals in maritime specialty, do the teachers interpret simply the words standing for each letter of the incoterm, or do they interpret the trade conditions across countries? FOB incoterm reveals to mean differently from one country to the other. The following quote, that is extracted from an academic article, states clearly that the use of FOB is erroneous.

> The erroneous use of FOB exposes sellers to a 'risk gap.' Under FOB, the risk point is when the goods have been loaded aboard an ocean carrier. Accordingly, if a container is dispatched from the seller's place of business, the risk does not pass until it is loaded aboard the ship. However, many sellers wrongfully believe that since the container is now in the hands of the carrier, the risk has already transferred to the buyer. It has not. And accidents do happen- trucks crash, port warehouses catch fire, cranes topple during loading, goods are stolen from containers on piers etc. In all such circumstances, if FOB is the designated Incoterm, these mishaps are at the risk of the seller who is usually blithely unaware of this." (Jason, L. & al.)

When discussing the erroneous use of FOB and the negative consequences that it brings about with the shipping manager, he contends that in Algeria they rely on Laycan policy. The latter comprise the laydays and the cancelling date in a charter agreement. Even if the vessel is not loaded and a decision has been made to cancel the shipment, the charter parties could negotiate an extension and make a new contract. The shipping manager makes it clear that this policy facilitates the transaction of goods under an agreement that concerns the period of shipment and even its extension.

The discussion wih the shipping manager recalls another consideration that should be mentioned. A previous research states that:

> Three of four Incoterms meant for sea and inland waterway are not recommended to be used for container traffic. They are FOB, CFR, and CIF. When the goods are at the cargo terminal, their physical location remains in the country of departure… Therefore, it is better if risks transfer to the buyer at the terminal, not once the goods are on the vessel, meaning that FOB to be replaced by FCA, CFR to CPT and CIF to CIP. (Seredyuk, 2017: 22)

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3.2. Research Instrumentation

Suitable data that are relevant to the research topic have been gathered. Intending to test the hypotheses and to answer the research question that is under investigation, perceptions of professionals that concern the topic of the research are taken into account. Electronic translation tool is applied to measure the variables that are specified in the research questions. To test the validity and the reliability of the instrumentation, different electronic sites are employed to translate some of the incoterms focusing on FOB as a case study.

3.3. Results and Discussion

At the beginning, the research was limited to three of the 2010 incoterms rules; FOB, CFR, and CIF. The definitions of the three incoterms are given in the English language as follows: FOB (Free on Board), CFR (Cost and Freight), and CIF (Cost Insurance Freight) (Hien et al., 2009: 65). When they are translated into French, the findings reveal: FOB becomes FAB (Franco à bord, port embarquement), CFR (Cout et fret, port de destination), CIF (Cout et fret, assurance comprise), (Tighilt, 2017: 4). Checking the electronic translation of the three incoterms in different languages, some ambiguity in their translation is witnessed, mainly when translating FOB. It is FAB in French. If we put 'fab' with small letters, it gives 'chaine'; a necklace. There is a need to seek an automated translation that is faithful to the meaning of the word and the sentence.

The SYSTRAN Translate website https://m.freetranslations.org/ is supposed to be a good one for translating sentences. It is supposed to avoid word per word translation. For 'Free on Board' that constitute the incoterm FOB, it gives Franco à bord in French. It even mentions that the number of words - FOB franco à bord - that have been translated are 16 not 14 because the number of spaces between the words are counted as well. In Arabic it gives حر على ظهر السفينة

When inserting FOB in the website that translates the synonyms and antonyms of words, https://www.thesaurus.com, both synonyms and definitions are provided:

- A small pocket just below the waistline in trousers for a watch, keys, change, etc.
- A short chain or ribbon, usually with a medallion or similar ornament, attached to a watch and worn hanging from a pocket.
- The medallion or ornament itself.

The same definition as the one of Systran is found on the following dictionary, School Dictionary that was published in 2005. It provides eight synonyms; two of them are: cap and fool.

Using the website http://www.englishdaily626.com/, and when clicking on business idioms, it mentions the incoterm FOB with capital letters, and fob with small letters. The software guides the user to some articles that use FOB. The website http://mobile.reverso.net/en reveals to be SYSTRAN, but written differently. On the other

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hand, https://www.wordreference.com/ states that FOB used in shipping (free on board) is translated in Arabic as

التسليم على ظهر المركب

Notice the difference in meaning between SYSTRAN and this translator. In French, it is translated as 'Franco a Bord'. Denver Translation Services http:// www. worldlingo.com/ which is said to afford a professional translaion is not available.

On a Youtube channel where the speaker mentions the translation of incoterms from English into Arabic. He says that FOB stands for

تسليم البضاعة على ظهر السفينة في ميناء التصدير

The following table states clearly our findings.

Table 1: The different translations of FOB (Free on Board)

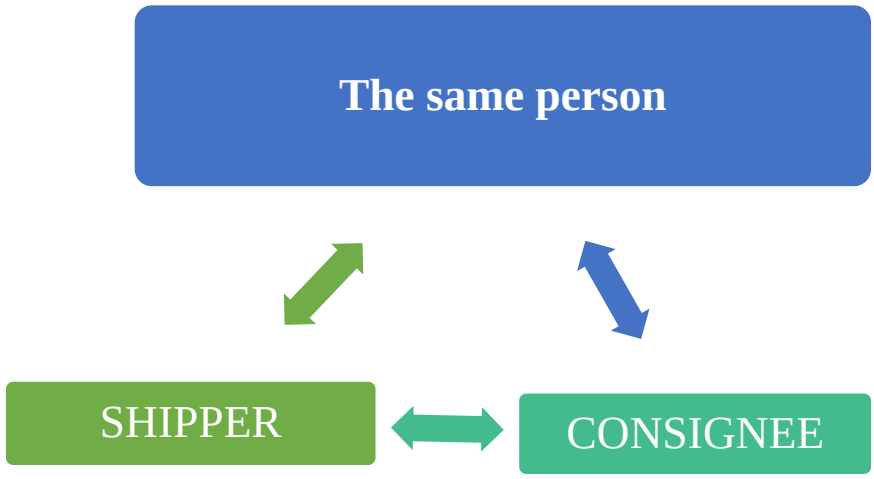
FOB incoterm	The website	Translation into Arabic
Free on Board :	https://m.freetranslations.org/	حر على ظهر السفينة
	https://www.wordreference.com/	التسليم على ظهر المركب
	a lecure on a Youtube channel	تسليم البضاعة على ظهر السفينة في ميناء التصدير
	Google translator	مجانا على متن السفينة

When discussing these results with the shipping manager, he says that the third translation is the most convenient and appropriate. The lecturer must have probably used the machine translation as a tool that helps to find the words we need promptly and has adopted it to the context of the incoterm. For further checking, translating definitions are requisite to seek.

When trying to define 'Franco à bord' term into English from hard copy manuals, it reveals that there are three different contextual definitions of the incoterm FOB. They are illustrated in the diagrams (1) and (2).

- The same person is a FOB buyer and a FOB seller at the same time; he /she is the shipper and the consignee. This situation is frequently noticed on free on-board sales. One could presume that less losses are witnessed since the person in charge of loading is the same in charge of shipping, mainly if administrative documents are regulated in time.

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- In this type of activity there are two persons: a FOB seller who arranges carriage for his partner, and the buyer who ships the goods. Beforehand agreements and contracts could lead to a successful deal. An arrangement study is probably held by the two partners for zero rate or little rate losses.



- FOB: The delivery of goods on board the vessel at the named port of origin (loading) at seller's expense. Disasters are predicted, mainly by the buyer because he spends huge sums of money, and the shipment could be delayed by weather conditions, etc.

These three definitions could match the three definitions which are listed in table one. What is worth stating is that the machine translation does not afford explanatory type of FOB activity. It does not give the three definitions, but each electronic site gives a different meaning, depending probably on the machine code that has been inserted when programming the computer language.

Definition 1 could be related to حر على ظهر السفينة

Definition 2 could be related to التسليم على ظهر المركب

Definition 3 could be related to تسليم البضاعة على ظهر السفينة في ميناء التصدير

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Definition 1 is provided by freetranslation.org, the second one by wordrefernce.com, and the last one is said to be the most appropriate since the translation is assisted by a professional who contextualizes the wording. The translation of Google, which gives مجانا على متن السفينة is totally misleading and erroneous for no activity or shipment is free from any charges.

Free translation.org and wordrefernce.com are said to be the best competitors of Google translation; they give an assisted translation. The consistent need of using valid technical terminology poses a challenging situation, knowing that there is a shortage in human qualified translators that are able to give swift and effective translation of technical terms. It has become manadatory to have recourse to the aid of artificial intelligence. However, some conditions should be taken into considerations when using it in order to excel on accuracy and consistency and to appreciate the machine translation output. Under this head, the writer states:

> In order to appreciate the technologies behind machine translation systems, it is necessary to understand, first, the broad categories into which they can be classified; second, the different purposes for which translations (however produced) are used; third, the intended applications of these systems; and fourth, something about the linguistic techniques which MT systems employ in attacking the translation problem. (Slocum, 1985: 110)

Developing systems of machine translation are encouraged since there is a dramatic increase in the demand of MT. One of the gains of MT is time saving. Getting benefit of both a high-quality translation and time saving could only be achieved if using electronic websites that are assisted by professionals who illustrtate the definitions from a reliable source, such as Incoterms Practice Guide. The following quote contends there are further considerations to take into account when using incoterms. There are details which concern some precise conditions but which are urgent to understand and know if the parties want to avoid any losses when transacting their goods. The following quote, extracted from Shipping and Incoterms Practice Guide explains some of these details clearly:

> Free on Board means that the seller delivers when the goods pass the ship's rail at the named port of shipment. This means that the buyer has to bear all costs and risks of loss or damage to the goods from that point. The FOB term requires the seller to clear the goods for export. This term can be used only for sea or inland waterway transport. If the parties do not intend to deliver across the ship's rail, the FCA term should be used. It is recommended that contracts do not quote only "FOB", which is not clear and can lead to many interpretations, but should specify the port of shipment. For example, it is even preferable to request FOB UK port rather than FOB London, as it leaves the

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> opportunity to ship from another port if there is a convenient vessel at the same cost, or FOB North Continental port, rather than FOB Hamburg or FOB Rotterdam, for the same reason. This depends on the terms of offers received and can only be specified on contracts with the seller's agreement. (UNDP, 2008: 38)

Further essays are carried out to chek the viability of other electronic sites which are said to translate the meaning of the sentences and texts. To check their validity, the following sentence '*the seller delivers when the goods pass the ship's rail at the named port of shipment'* - taken from the Shipping and Incoterms Practice Guide – is inserted into two of them. They result in the following translations:

http://mobile.reverso.net/en يقوم البائع بتسليم البضاعه عند عبورها السكة الحديديه للسفينه في ميناء الشحن المذكور, https://www.wordreference.com/

لم تجد ترجمة في قاموس إنجليزي

The latter means that the machine has not found the translation in the English dictionary. The first translation is misleading. This could be due to the following situation. When programming the software language, the source code was given the following data as a standard and a general definition: rail = سكة حديدية. The term means railroad in Arabic. However, ship's rail in English means: the railing around the deck which stops someone walking from falling overboard.

Despite the usefulness of the machine translation, estimating its quality should be considered. It is directly influenced by the target languages besides the lexical complexity of the text that is translated. Evaluating the impact of language technologies on the translation process is carried out across languages and in domains corpus. Another attribute that impacts the usefulness of machine translation is time saving if it gives off a meaningful output. The quote contends the utility of a quick qualified machine translation:

> In addition, time savings in the translation process are only meaningful if they do not have a detrimental effect on the resulting translations. In terms of effort, experiments have supported the time-saving powers of machine suggestions for several language pairs, including English to Korean, Japanese, Chinese, and French. Experiments of this nature are often based on technical texts, but more recently machine translation research has also ventured into literary translation. In terms of the quality of the final translations, results are less abundant, but in this respect too there is evidence that supports the use of machine translation as a tool in human translation. (Lucas, 2022: 300)

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Making use of and manipulating useful technologies and techniques can represent a considerable time-consuming process. Nowadays, users no longer adopt a manual and laborious process, but prefer the machine translation and try to depict the electronic tools which simultaneously increase quality and consistency.

An effective use of incoterms extends to the fact that a considerable level of expertise is indispensable, as it is quoted in this excerpt: "However, applying them in practice without a considerable level of expertise can lead to a variety of challenges, resulting extra business resources to be used: financial in the form of money, human in the way of human labor, physical as facilities and vehicles and time to time intellectual such as a partnership." (Seredyuk, 2017: 22)

4. Conclusion and Recommendations

This research paper covers the use of shipping incoterms in the international transactions. It gives an overview of these terms that constitute worldwide trade rules. It is limited to the FOB incoterm as a case study. The perspectives on doing case study research on incoterms enhance a clear understanding of their contextual meanings at the practical level and evaluating the effectiveness of their translation using electronic tools. It seeks to correlate the theoretical mastery of incoterms, combining the expertise of a professional translator and the machine translation. The theoretical discussions on research output are based on the review of literature available in the field. Recommendations and a conclusion follow the discussion of the results.

The goal of this study is to devote discernment into the relevance of teaching and explaining the full meaning of incoterms to the maritime students. They prefer to translate them from English into Arabic to understand them. An effective training ensures the trainees to get a potential as qualified future profession.

As the incoterms are basically written and pronounced in English, they make use of machine translation method to understand the meaning of incoterms. This interest leads to question the effectiveness of MT in providing a faithful translation of incoterm. To carry out the study, sub questions are asked, and some hypotheses are suggested; their validity is checked throughout the writing of the paper. The MT method that is applied while teaching reveals to be misleading and produces incoherent wording. The different electronic sites that are used to translate FOB do not give the same translation to it. But when the electronic translation is assisted and reviewed by a professional translator, the output is meaningful and coherent.

To carry out a qualitative approach, requires to have recourse to previous studies in the field of understanding incoterms and using them effectively, to do a field work research, and to get in touch with the responsible, professionals, some students and teachers in the maritime sector. They seem to agree on the fact that machine translation is an important sub field of language translation. They contend it has become the mainstream approach in practical systems providing satisfactory translation. Despite its wide use, it remains far from being perfect for it continues to face theoretical and practical challenges.

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Though the aid of machine translation is valuable and helpful it makes mistakes which can only be depicted by the human mind. Incorporating scrutinized human knowledge when programing the software is important to give off satisfactory results. Choosing the appropriate resources from the myriad of available options is urgent knowing that students prefer using electronic translation that is mostly available on their mobiles. The assistance of professional translators to the automated translation leads to accuracy, a high-quality translation, and a conservation of the meaning.

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