

## Литература

1. Веремейчик, О. В. Английский язык для таможенников = English for Customs Officers : учебник / О. В. Веремейчик. – Минск :РИВШ, 2024. – 364 с.
2. Сергеева, Д. К. Оценка значимости системы управления рисками для повышения качества предоставления таможенных услуг // Материалы и методы инновационных научно-практических исследований и разработок. – 2022. – С. 65–68.
4. Костин, А. А. Комплексный подход к развитию системы управления таможенными рисками в рамках Евразийского экономического союза / А.А. Костин, Ю.Л. Подойма // Вестник Белгородского университета кооперации, экономики и права. – 2015. – №. 2. – С. 251–259.

### **FOREIGN LANGUAGE AS A KEY FACTOR FOR SUCCESS IN THE SPHERE OF CUSTOMS**

Дюбкова П.А

Научный руководитель: ст. преподаватель Кажемская Л.Л.  
Белорусский национальный технический университет

In the context of globalization and increasing economic integration, knowledge of foreign languages has become a key factor for success in foreign economic activities and performing professional tasks. And the sphere of Customs is not an exception

In customs affairs, significant attention is paid to international standards and norms, such as the Code of International Trade, agreements of the World Trade Organization (WTO), and others. Knowledge of a foreign language allows specialists to interact with international organizations, participate in conferences and seminars, and correctly interpret international documents.

Customs procedures require the completion of numerous documents, many of which may be written in a foreign language. Language proficiency helps customs workers accurately fill out declarations, invoices, certificates, and other important documents. Errors in documentation can lead to delays, fines, or even refusal to allow goods to pass through the border.

The modern stage of development of world trade relations began after the end of the Second World War. It was characterized by significant changes in the world economic structure. The leading role in the world was taken by the USA, under the influence of whose policies many international organizations were created, and first of all the WTO.

Today, English is considered the most in-demand foreign language for foreign economic activity in the Republic of Belarus.

English is the official language of international organizations such as the United Nations, the World Trade Organization (WTO), and others. Most international agreements and contracts are drafted in English, making it essential for conducting foreign economic activities.

Customs affairs are regulated by numerous international agreements and standards, which are often presented in foreign languages. Knowledge of the language allows customs specialists to better understand and interpret these documents, which is critically important for complying with legislation and protecting the country's interests. For example, many rules of the World Customs Organization (WCO) and other international organizations are available only in English.

An important part of the work of customs authorities is interaction with foreign companies and government institutions. Proficiency in languages, especially English and Russian, enables effective communication, contract negotiations, and resolution of arising issues.

A large number of customs documents, instructions, and regulatory acts have been translated into foreign languages. Customs workers need to be able not only to read and understand these documents but also to correctly prepare reports, applications, and other important papers.

In a global economy, customs specialists often interact with representatives from other countries, which requires proficiency in the language used for communication. This helps to avoid misunderstandings and errors in documentation, thereby facilitating faster and more efficient customs procedures.

Due to the dynamic development of customs legislation and practices, employees of customs authorities in the Republic of Belarus undergo training, including in foreign languages. This is necessary for professional advancement and adaptation to modern requirements.

Proficiency in a foreign language contributes to a better understanding of the cultural peculiarities of partner countries, which is important for successful negotiations and establishing trusting relationships.

Thus, a foreign language is an integral part of the activities of customs authorities in the Republic of Belarus. Its knowledge opens up new opportunities for professional growth, improves service quality, and enhances competitiveness in the international arena. Investment in foreign language learning will promote the further development of customs affairs in the country.

## **Литература**

1. Thill, J., & Bovee, L. C. (2005). *Excellence in Business Communication*. 6th Edition. New York: Pearson Prentice Hall. Twells, H. (2018).

2. The importance of foreign language in business. Retrieved July 27, 2019, URL from [http://www.associatedcontent.com/the\\_role\\_of\\_foreign\\_language.html](http://www.associatedcontent.com/the_role_of_foreign_language.html)? – Дата доступа 24.02.2025

3. Foreign languages and international business. Retrieved July 23, 2009, URL <http://www.cal.org/resources/Digest/voght001.html> Walter, E. – Дата доступа 24.02.2025

4. The significance of foreign language skills for initial entry positions in international firms. *Journal of Teaching in International Business*, 1 (3), 71-83.

## 尊重合作伙伴和《面子》原则在华人交流中

Евщик П.В.

Научный руководитель: преподаватель Дубовик П.В.  
Белорусский национальный технический университет

Культурные аспекты играют ключевую роль в деловой коммуникации с китайскими партнерами. Понимание этих аспектов не только помогает избежать недопонимания, но и способствует установлению долгосрочных и доверительных отношений.

В деловой культуре Китая таким ключевым аспектом общения является принцип «сохранения лица» (要面子 yào miànzi), который играет важную роль в социальных и деловых взаимодействиях. Это понятие отражает репутацию человека, которая формируется годами, его соответствие общественным нормам и ожиданиям.

Под понятием «сохранение лица» подразумевается следование принципам уважения к собеседнику и соблюдения субординации, что находит отражение в общении с партнерами, коллегами и сотрудниками. При деловом взаимодействии крайне важно учитывать иерархический статус собеседника, уделяя особое внимание проявлению уважения к старшим по возрасту или должности.

Для демонстрации уважения в китайской культуре принято обращаться к людям по их должности или фамилии, добавляя уважительные формы. Вот некоторые примеры обращения к китайским коллегам, которые добавляются после фамилии:

- 1) 总 (zǒng) – генеральный директор;
- 2) 经理 (jīnglǐ) – директор, управляющий;
- 3) 会计员 (kuài jì yuán) – бухгалтер;
- 4) 客户 (kèhù) – партнер, клиент [1].