**Texte 01 (332 mots)**

**Consignes**

* Traduire tout ce qui suit.
* Ne pas changer la devise.
* Vous n’êtes pas obligé de traduire les noms de Fire Ant et Working Bee, mais vous pouvez le faire si vous le souhaitez.
* Vous devez cependant traduire le nom de l’auteur de la question.
* [Qui sont Fire Ant et Worker Bee?](https://prosperoustranslator.com/about/)

**Dear Fire Ant & Worker Bee,**

**I’ve followed your advice on raising prices and now face a dilemma. My rates currently range from €0.12 to €0.28 a word, but that is all within the same company: I work for different subsidiaries and departments. I worry about the different teams finding out that my prices are so different; the high-priced ones will think I have been cheating them. How can I sort this out while keeping everybody happy, including me?**

**Caught in a Web**

Dear Caught,

Well, if the client wakes up, the low-priced teams will be jubilant, right? But their accountants could then work on your insecurity (yes, it’s shining through) to bargain you down.

Here’s the problem: you followed only half of our advice. Having announced higher rates to new buyers and won their business, you neglected stage two—ratcheting up prices for the clients at the low end of your spread or culling them.

Do this now. If you feel nervous, try the good cop/bad cop approach. Phone and set the tone by mentioning a successful project you worked on with them; tell them how much you enjoyed it. Then say that your accountant has been on your back again, reminding you that your prices with them are far lower than those you charge your other clients. On reflection, she’s right (you can heave a sigh at this point), so you’ll be raising their price on September 1. You hope they’ll stay on board and look forward to working with them after the summer break.

In the meantime, you might try switching all the departments at your client company over to hourly rates. This gives you an opportunity to point out that certain texts are faster to translate—when they are written particularly well, for example, or concern straightforward information or arguments—while others are much slower. Phrase it like that to remind your clients that they, too, have a role to play in preparing their text prior to translation.