

# Intelligent Business Upper-Intermediate

## Italian Glossary

### Unit 1 Alliances

- acquisition** *n* [C,U] when one company buys another one or part of another one: [acquisizione] *Sales from a recent acquisition increased revenues to \$85m.*
- alliance** *n* [C] an agreement between two or more organisations to work together: [alleanza] *The two companies agreed to form an alliance.*
- bid** *n* [C] an offer to buy something at a stated price: [offerta] *They made a successful bid for an established company.* – *bid* *v* [I,T] [offrire] – *bidder* *n* [C] [offerente] – *bidding* *n* [U] [gara d'appalto] *Synonym offer* *n* [C] [invito alla gara] *Collocations* *make a bid, accept a bid, reject a bid, takeover bid*
- conglomerate** *n* [C] a large business organisation consisting of different companies that have joined together: [conglomerato] *TWE is a cable TV and film subsidiary of the world's largest media conglomerate.*
- corporate culture** *n* [C,U] the attitudes or beliefs that are shared by a particular organisation: [cultura aziendale] *Working late hours seems to be part of the corporate culture.*
- merger** *n* [C] the creation of a new company by joining two separate companies: [fusione] *The merger between the two biggest supermarket chains will have to be approved by the authorities.* – *merge* *v* [I,T] [fondere, incorporare]
- multinational** *adj* a multinational organisation has offices, factories, activities, etc. in many different countries: [multinazionale] *Big multinational companies can earn huge profits.*
- share** *n* [C] a unit of the capital of the company. Shares in listed companies can be bought and sold on the stock exchange: [azione] *Investors are having to pay a higher price for the company's shares.* – *shareholder* *n* [C] – [azionista] *stockholder* *n* [C] *AmE* [azionista] – *shareholding* *n* [C] [azionariato, partecipazione azionaria] *Synonym stock* *n* [C] *AmE* [azione] *Collocations* *share capital, share certificate, share dealing, share issue, share price*
- strategic alliance** *n* [C] an alliance formed as part of a plan with important aims: [alleanza strategica] *Singapore airlines and Lufthansa have announced a strategic alliance with broad implications for competition.*
- synergy** *n* [C,U] additional advantages, profits, etc. that are produced by two people or organisations combining their ideas and resources: [sinergia] *The companies could benefit from cost savings, as well as synergies from combining their manufacturing activities.* – *synergistic* *adj* [sinergico]

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## Unit 2 Projects

**allocate** *v* [T] to decide officially that a particular amount of money, time, etc. should be used for a particular purpose: [stanziare] *Du Pont has allocated funds for the design of four plants.* – allocation *n* [C,U] [stanziamento]

**budget** *n* [C] the amount of money that an organisation has to spend on a particular activity in a given period of time: [budget] *The service operates on a very tight budget.* – budget *v* [I,T] [preventivare] – budgetary *adj* [budgetario, relativo al budget]

**contractor** *n* [C] a person or company that makes an agreement to do work or provide goods for another company: [appaltatore] *The company has no plans to expand its use of contractors.* – contract *n* [C] [contratto]

**control** *v* [T] to limit something or prevent it from increasing too much; check that something is as it should be: [controllare] *To help control costs, the company cut salaries by 12 per cent last month.* – control *n* [C] [controllo] – controller *n* [C] [controllore]

**delay** *n* [C] the situation in which something does not happen or start when it should do: [ritardo] *The government has been blamed for the delay in executing the project.* – delay *v* [I,T] [ritardare, differire]

**estimate** *v* [I,T] to calculate what you think the value, size, amount, etc. of something will probably be: [stimare] *The value of the deal is estimated at £12m.* – estimate *n* [C] [preventivo] – estimation *n* [C] [stima]

**project** *n* [C] an important and carefully planned piece of work that will create something new or improve a situation: [progetto] *British Aerospace expected the project to be completed by 2005.*  
Collocations *project finance, project management, project manager, pilot project*

**schedule** *n* [C] a plan of what someone is going to do and by when they are going to do it: [programma] *We are running several weeks behind schedule.* – schedule *v* [T] [programmare] Collocation *time schedule*

**specifications** *n* [usually plural] a detailed description of how something should be designed or made: [specifiche] *They delivered parts that did not conform to contract specifications.* Collocation *job specifications*

**stakeholder** *n* [C] a person or group of people who are considered to be an important part of an organisation because they have responsibility within it or receive advantages from it: [stakeholder, chi ha interesse nell'attività di un'azienda] *When a company is new and small it can stay close to its stakeholders – staff, customers and suppliers.*

**subcontractor** *n* [C] a person or company who is paid to do part of the work of another person or company: [subappaltatore] *Always check whether a contractor is using subcontractors, and who is liable if things go wrong.*



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## Unit 3 Teamworking

**accomplish** *v*[T] to succeed in doing something: [realizzare] *We accomplished all our goals on the last project.* – **accomplishment** *n*[C] [risultato, realizzazione] – **accomplished** *adj* [valido, compiuto]

**assign** *v*[T] to give someone a particular job or task: [assegnare] *The team leader will assign tasks to all the members of the team.* – **assignment** *n*[C] [incarico]

**collaborate** *v*[I] to work with someone on a project: [collaborare] *The two teams collaborated well.* – **collaboration** *n*[U] [collaborazione]

**commit** *v*[I,T] to agree to do something or say that someone else will do something: [impegnarsi] *Sorry, I've already committed myself to working on the other team.* – **commitment** *n*[U] [impegno] – **committed** *adj* [impegnato, dedicato]

**co-ordinate** *v*[T] to organise all the different parts of something to ensure an effective operation: [coordinare] *Your job is to co-ordinate the different aspects of the project.* – **co-ordination** *n*[U] [coordinamento] – **co-ordinator** *n*[C] [coordinatore]

**deadline** *n*[C] a date or time by which you have to do or complete something: [scadenza] *The team will never meet these deadlines; they're too tight!*

**facilitator** *n*[C] someone who helps a team to work together effectively: [facilitatore, moderatore] *A facilitator should remain neutral and ensure everyone follows the agreed ground rules.* – **facilitate** *v*[T] [facilitare, agevolare]

**feedback** *n*[U] advice or criticism about how someone is doing their job: [feedback, riscontro] *I'm sure he'll improve if he gets positive feedback after each task.*

**goal** *n*[C] something that you hope to achieve in the future: [traguardo] *Our goal is to meet all the team's requirements.* Synonyms **aim** *n*[C] [scopo] – **objective** *n*[C] [obiettivo]

**task** *n*[C] **1** a piece of work that has to be done, especially one that has to be done regularly: [attività, incarico] *Scheduling is a key task for team leaders.* **2** a piece of work that is very difficult but important: [compito] *The team is facing the difficult task of installing a new accounting procedure.*

**team** *n*[C] a group of people who work together to do a particular job: [team, squadra] *We have recruited an excellent management team.* Collocations *team leader, team player, team spirit, teamwork*



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## Unit 4 Information

**data** *n* [plural] information or facts about a particular subject that someone has collected: [dati] *We cannot tell you the results until we have looked at all the data.* Collocations *data bank, data management, data mining, data processing, data warehouse* **database** *n* [C] [database, base di dati] an organised set of information stored in a computer: *A database of more than 14,000 training courses is being marketed by an information services company.*

**gather** *v* [T] to collect information, ideas, etc.: [raccogliere] *Successful market research depends on the quality of the information that is gathered.*

**hardware** *n* [U] computer machinery and equipment: [hardware] *The continued evolution of computer hardware imposes new challenges.*

**information** *n* [U] facts or details that tell you about something or someone: [informazioni] *Corporations are making more financial information available to investors.* Collocations *inside information, information system, information technology*

**intelligence** *n* [U] information that is collected about the activities of an organisation or individual: [intelligence, dati e informazioni] *We provide confidential reports and intelligence for companies operating in the biotechnology sector.* Collocations *business intelligence, competitive intelligence*

**measurement** *n* [C] the result of an evaluation of the size or dimension of something: [misurazione] *Precise measurements of business performance enable managers to make better decisions.*

**network** *n* [C] a set of computers which are connected to each other and operate as part of the same system, able to exchange information and messages: [rete] *Incoming orders are processed automatically by the computer network.*

**procedure** *n* [C] the accepted method and order of doing something in a formal situation: [procedura] *We are currently reviewing our procedures for invoicing our customers.*

**process** *v* [T] to put information into a computer to be examined and to produce a particular result: [elaborare] *The accounts are processed by the central system.* – **process** *n* [C] [elaborazione] – **processor** *n* [C] [processore] Collocations *(electronic) data processing, word processing*

**software** *n* [U] sets of programs put into a computer to perform particular tasks: [software] *There's plenty of good software on the market to help us improve security.*

**spreadsheet** *n* [C] a computer program that can show rows of figures and perform calculations with them. Spreadsheets are often used to work out sales, taxes, profits and other financial information: [foglio elettronico] *Most spreadsheets can transform data and figures into graphs and charts.*

**surveillance** *n* [U] the act of monitoring a person or group of people: [sorveglianza] *Employees must be notified if they are under surveillance at their workplace.*



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## Unit 5 Technology

**chief technology officer** abbreviation **CTO** *n* [C] the manager with the most authority concerning technology: [chief technology officer, abbr. CTO, manager di primo livello che si occupa dello sviluppo di progetti tecnologici] *The Chief Technology Officer announced the company's intention to launch a new consumer electronics product next month.*

**component** *n* [C] **1** one part of something: [componente] *The microchip department is the main component of our technology division.* **2** one part used in making a piece of equipment: [parte] *TTPcom is a firm that designs and manufactures software components for satellite navigation systems.*

**download** *v* [T] to move computer software or information from one computing device to another: [eseguire il download, scaricare] *You can now download music and video clips from the internet onto your mobile phone.* – **download** *n* [C] [download]

**invention** *n* [C] **1** a new product that was not available before: [innovazione] *The paperclip was one of the most useful inventions of the twentieth century!* **2** [U] when something is made or designed for the first time: [invenzione] *Mobile phones have changed considerably since their invention.* – **inventor** *n* [C] [inventore] – **inventive** *adj* [inventivo]

**nanotechnology** *n* [U] a science that combines computer technology and chemistry to build things from atoms: [nanotecnologia] *Nanotechnology could allow us to invent devices that manufacture at almost no cost, by replicating atoms in the way that computers produce information.*

**revolution** *n* [C] a complete change in ways of thinking, methods of working, etc.: [rivoluzione] *Computer technology has caused a revolution in working practices.* – **revolutionise** *v* [T] [rivoluzionare] – **revolutionary** *adj* [rivoluzionario]

**telecommunications** *n* [plural] the process or business of sending and receiving information by telephone, television, the internet, etc.: [telecomunicazioni]

*Telecommunications is one of the fastest growing industries today.*

**upload** *v* [T] to move computer software or information from one computing device to another especially from a local computer to a central server or network: [eseguire l'upload, trasferire] *If you are uploading big files, you'll need a high-speed internet connection.*

– **upload** *n* [C] [upload]



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## Unit 6 Advertising

**audience** *n* [C] the number or kind of people who receive a written or spoken message: [pubblico] *The ad was broadcast on all major channels, giving it an audience of millions.* Collocation *target audience*

**billboard** *n* [C] a large sign, usually outdoors, used for advertising: [pannello per le affissioni] *The agency estimates that one million drivers pass their billboards every day.* Synonym *hoarding* *n* [C] AmE [tabellone pubblicitario]

**campaign** *n* [C] a series of actions intended to achieve a particular result: [campagna] *We are launching a campaign to promote the new product.* – *campaign* *v* [I] [fare, condurre una campagna] Collocation *advertising campaign*

**commercial** *n* [C] an advertisement on television, radio, or at the cinema: [spot, annuncio pubblicitario] *The campaigns were designed to run as television or cinema commercials.*

**display** *n* [C] an attractive arrangement of objects for people to look at or buy, for example in a shop: [esposizione] *There was a wide range of goods on display.* – *display* *v* [T] [esporre]

**exhibition** *n* [C] a public event where businesses and other organisations show their products or services: [mostra] *Exhibitions and trade shows are expensive but effective ways to promote products.*

**media** *n* [plural] the (mass) media are all the different ways of entertaining and giving information to the public and advertising goods, for example, television, radio, newspapers and the internet: [mass media] *The company is keen to get its views across in the media.*

**product demonstration** *n* [C] an act of explaining and showing how a product works or how something is done: [dimostrazione del prodotto] *We organise weekly, live product demonstrations.*

**product placement** *n* [C,U] when the maker of a product arranges for it to appear or be used in a film or television programme, as a form of advertising: ["product placement", inserimento di prodotti, a fini pubblicitari, all'interno di uno spettacolo] *Product placement in video games is part of a new strategy by advertisers eager to reach the young consumer.*

**promotion** *n* [C] an activity such as special advertisements or free gifts intended to sell a product or service: [promozione] *ABC has announced a joint promotion with Mullen.* – *promote* *v* [T] [promuovere] – *promotional* *adj* [promozionale] Collocations *seasonal promotion, promotional campaign, promotional price*

**public relations** abbreviation **PR** *n* [plural] the activity of telling the public about an organisation, person, product, etc. so that people think of them in a good way: [pubbliche relazioni, abb. PR] *Good public relations is always good for a business.* Collocations *public relations officer (PRO), public relations agency*

**publicise** *v* [T] to give information about something to the public, so that they know about it: [pubblicizzare] *Car makers are publicising a new generation of fuel-efficient vehicles.* – *publicity* *n* [U] [pubblicità] – *publicist* *n* [C] [pubblicitario]

**sponsor** *v* [T] [sponsorizzare] to give money to pay for a television programme, a sports or arts event, training, etc., in exchange for advertising or to get public attention:

*Eagle Star Insurance sponsored the charity's first TV campaign.* – *sponsor* *n* [C] [sponsor] – *sponsorship* *n* [U] [sponsorizzazione]

**telemarketing** *n* [U] the practice of telephoning people in order to sell things: [telemarketing] *Telemarketing can be used to update your client database.* – *telemarketer* *n* [C] [operatore di telemarketing]



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## Unit 7 Law

**attorney** *n* [C] *AmE* a lawyer, especially one who represents clients and speaks in court: [legale] *A company spokesperson said that they would be seeking the advice of their attorneys.* *Synonym lawyer* *n* [C] *BrE* [avvocato]

**damages** *n* [plural] money that a court orders someone to pay someone else for harming them or their property, or causing them financial loss: [risarcimento danni] *The group is facing claims for damages due to faulty components.* *Synonym compensation* *n* [U] [risarcimento, indennizzo]

**defendant** *n* [C] the person or organisation in a court of law accused of doing something illegal or of causing harm to another person: [convenuto] *The defendant was accused of fraud and tax evasion.*

**fee** *n* [C] an amount of money paid to a professional person or organisation for their services: [onorario] *Legal fees for registering a company range from \$500 to \$1,000.*

**lawsuit** *n* [C] a charge, claim or complaint against a person or an organisation that is made in a court of law by a private person or company, not by the police or state: [causa] *Local residents have filed a lawsuit over water pollution.* *Synonym court case* *n* [C] [vertenza giudiziaria]

**legal action** *n* [C,U] the process of taking a case or a claim against a person or organisation to a court of law: [azione legale] *The European Commission is threatening to take legal action in order to protect the environment.* *Synonym litigation* *n* [U] [lite]

**legal department** *n* [C] the service in a company or organisation that looks after all matters relating to questions of law: [reparto legale] *Our legal department is preparing the new licensing agreement.*

**litigate** *v* [I,T] to take a claim or complaint against a person or organisation to a court of law: [fare causa] *Angry consumers have announced that they will litigate.*

– **litigant** *n* [C] [parte in causa] – **litigation** *n* [U] [processo] – **litigious** *adj* [contenzioso]

**settlement** *n* an agreement to resolve a dispute before it is taken to court: [accordo] *The two companies refused to disclose the financial details of their out-of-court settlement.*

**sue** *v* [I,T] to make a legal claim against someone, especially for an amount of money, because you have been harmed in some way: [citare] *The company was sued for non payment by their supplier.*



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## Unit 8 Brands

**corporate identity** *n* [C,U] the way in which a company uses similar designs and colours on all its products, advertisements, letters, etc. so that people will become familiar with the company: [identità aziendale] *People throughout the world recognise our company thanks to our strong corporate identity.*

**creative director** *n* [C] someone who is in charge of the work relating to producing advertisements and image campaigns for a company: [direttore creativo] *The new creative director wants the communications department to start working on a whole new image of corporate social responsibility for the company.*

**distribution** *n* [U] the actions involved in making goods available to customers after they have been produced, for example, moving, storing and selling the goods: [distribuzione] *The company plans to establish a network of central warehouses to make product distribution more efficient.* Collocations *distribution chain / channel / network*

**exclusivity** *n* [U] the fact that a product is so expensive that not many people can afford to buy it: [esclusività] *Porsche highlighted its exclusivity by aiming at the high end of the luxury-car segment.* – **exclusive** *adj* [esclusivo]

**launch** *v* [I,T] to show or make a new product available for sale for the first time: [lanciare] *The company is launching a new range of perfumes.* – **launch** *n* [C] [lancio]

**model** *n* [C] a particular type or design of a machine or device: [modello] *This is the most expensive model in our range of luxury watches.*

**positioning** *n* [U] the way people think about a product in relation to the company's other products and to competing products, or the way that the company would like them to think about it: [posizionamento] *A price reduction may have the effect of damaging the brand's image and positioning.*

**pricing** *n* [U] the prices of a company's products or services in relation to each other and in relation to those of competitors, and the activity of setting them: [pricing, determinazione del prezzo] *Aggressive pricing helped increase our sales.* Collocations *pricing agreement, pricing policy / strategy, pricing structure, discount pricing*

**target** *n* [C] a limited group of people or area that a plan, idea, etc. is aimed at: [target] *The main target for Gucci's watches is successful businessmen and women.* – **target** *v* [T] [mirare] Collocations *target audience / customers / group, sales target*





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## Unit 9 Investment

**angel** *n* [C] a business angel is a private investor who puts money into new business activities: ["business angel", *angelo dell'azienda*] *In the UK, business angels are a more important source of investment for start-ups than venture capital funds.*

**blue-chip shares** *n* [plural] shares in a well-managed company with a record of paying profits to shareholders during good and bad economic conditions: [*azioni blue chip*] *It's far less risky to buy blue-chip shares than to buy shares in a start-up.* **Synonym** blue-chip stock *n* [C,U] **AmE** [*azioni blue chip*] **Collocation** blue-chip company

**business plan** *n* [C] a document produced by a company, especially a new company, giving details of expected sales and costs and how the business can be financed, and showing why the plan will make money: [*business plan, piano d'impresa*] *The bank requires a three-year business plan from anyone applying for a loan for their company.*

**dividend** *n* [C] a part of the profits of a company for a particular period of time paid to the shareholders for each share that they own: [*dividendo*] *The company has announced a dividend of 25 cents per ordinary share.* **Collocations** annual dividend, interim dividend, share dividend, dividend yield, dividend payment

**entrepreneur** *n* [C] someone who starts a company, arranges business deals and takes risks in order to make a profit: [*imprenditore*] *State governments had sought to promote economic growth by working closely with local entrepreneurs.* – **entrepreneurship** *n* [U] [*imprenditoria*] – **entrepreneurial** *adj* [*imprenditoriale*]

**forecast** *n* [C] a description of what is likely to happen in the future, based on information that is available now: [*previsione*] *The figures for 2015 are forecasts, the others are actuals.* – **forecast** *v* [I,T] [*prevedere*] **Synonyms** prediction *n* [C] [*predizione*] – **projection** *n* [C] [*proiezione*] **Collocations** economic forecast, profit forecast, sales forecast, to make a forecast, forecast growth

**fortune** *n* [C] a very large amount of money: [*fortuna*] *He made a fortune by investing on the stock exchange.*

**lucrative** *adj* an activity, project, job, etc. that is lucrative makes a lot of money: [*lucrativo*] *Investing in the Euro tunnel wasn't as lucrative as investors thought it would be.* **Synonym** profitable *adj* [*redditizio*]

**portfolio 1** *n* [C] a collection of shares owned by a person or a company: [*portafoglio*] *Over 50 per cent of his portfolio is in European shares and the rest is in American and Asian investments.* **2** all the products or services offered by a business: [*portafoglio*] *The company has struck a deal with a biotechnology company of similar size and product portfolio.* **Collocations** portfolio management, portfolio manager, portfolio mix

**trader** *n* [C] someone who deals in shares, bonds, currencies, commodities (= oil, metal and farm products), etc. on a market, either for themselves or for a financial institution: [*operatore di borsa*] *Traders are predicting that the dollar will rise in European markets.* – **trade** *v* [I,T] [*scambiare*]

**venture** *n* [C] a new business activity or project that involves risk: [*iniziativa imprenditoriale*] *Investors are always looking for business ventures that they think will show a healthy profit.* **Collocation** venture capital

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## Unit 10 Energy

- alternative energy** *n* [C] energy that is not derived from fossil fuels like petroleum and coal: [energia alternativa] *There is a growing number of firms engaged in alternative energy and power technologies.* **Synonym** renewable energy *n* [C] [energia rinnovabile]
- crude oil** *n* [U] oil in a natural condition, before it has been transformed in an industrial process in order to separate it into different products: [petrolio greggio] *300 million tons of crude oil are exported every year.* **Synonym** crude *n* [U] [greggio] (when used in the context of the oil industry)
- end user** *n* [C] the person who actually uses a particular product, rather than someone involved in its production or sale: [utente finale] *End users can often choose who they buy their electricity from.*
- fossil fuel** *n* [C] a fuel such as coal, gas or oil that is produced by the gradual decay of animals or plants over millions of years: [combustibile fossile] *Fossil fuels currently account for about 90 per cent of world energy consumption.*
- fuel** *n* [C,U] a substance such as coal, gas or oil that can be burned to produce heat or energy: [combustibile] *The rising cost of fuel has prompted protests across Europe.* – **fuel** *v* [T] [rifornire di carburante]
- gasoline** abbreviation **gas** *n* [U] *AmE* a liquid obtained from petroleum, used mainly for producing power for the engines of motor vehicles: [benzina]  
*The US alone consumes well over a hundred billion gallons of gasoline per year.* **Synonym** petrol *n* [U] *BrE* [benzina]
- ingredient** *n* [C] a component or element that is added to form a compound or mixture: [ingrediente] *Mineral oil and petroleum are the basic ingredients in many cosmetic products.*
- nuclear power** *n* [U] the energy, usually in the form of electricity, that is produced by a nuclear reactor: [energia nucleare]  
*The expansion of nuclear power depends substantially on politics.*
- power plant** *n* [C] a factory or building that generates electricity, usually by the burning of fossil fuels: [centrale elettrica] *The new power plant will generate enough power to meet the annual residential needs of nine million people.*
- reserve** *n* [C] an amount of something valuable such as oil, gas, etc., kept for future use: [riserva] *Most countries have a strategic reserve of petroleum which they can use if supply is interrupted.*
- scarce** *adj* if something is scarce, there is not enough of it available: [insufficiente] *Demand is up, supply is dwindling and new finds are scarce.* – **scarcity** *n* [U] [scarsità]
- shortage** *n* [C,U] a situation in which there is not enough of something that people need or want: [carezza]  
*Illegal exports and high world oil prices are the main causes of the current fuel shortage.*
- sustainable** *adj* an action or process that is sustainable can continue or last for a long time: [sostenibile]  
*The benefits from sustainable fuels would be enormous.* – **sustainability** *n* [U] [sostenibilità] **Synonym** renewable *adj* [rinnovabile] **Collocation** sustainable development

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## Unit 11 Going Public

**analyst** *n* [C] a specialist in a particular market or industry who gives advice and provides forecasts for that sector: [analista] *The company's senior oil analyst said that OPEC may need to cut production to balance the market.* – **analysis** *n* [C] [analisi] – **analyse** *v* [T] [analizzare]

**auction** *n* [C] a public or online meeting where things are sold to the person who offers the most money: [asta] *70 per cent of ebay's sales are from auctions, and the remaining 30 per cent are from fixed price sales.* – **auction** *v* [T] [mettere all'asta] – **auctioneer** *n* [C] [banditore d'asta]

**brokerage** **1** *n* [C] a company or organisation that buys or sells securities, currencies, property, insurance, etc. for others: [società di intermediazione] *The credibility of a brokerage or bank can disappear overnight.* **2** [U] the work done by a brokerage: [brokeraggio, intermediazione] *The electricity company saved \$520,000 in brokerage fees by selling the bonds directly to investors.* – **broker** *n* [intermediario, broker]

[C] – **broker** *v* [T] [fare da mediatore] Collocation *broker-dealer*

**capital** **1** *n* [U] money or property used to produce wealth: [fondi] *Countries around the world are hungry for capital and economic development.* **2** money from shareholders and lenders that can be invested in assets in order to produce profits: [capitale] *Because Mr Blech is injecting new capital, Ecogen said it is no longer seeking a buyer.* – **capitalism** *n* [U] [capitalismo] – **capitalist** *n* [C] [capitalista]

– **capitalise** *v* [T] [capitalizzare, finanziare] Collocations *equity capital, fixed capital, issued capital, venture capital, working capital, capital equipment, capital gains, capital goods*

**cartel** *n* [C] a group of companies who agree to set the price of something they produce at a fixed level in order to limit competition and increase their own profits: [cartello] *The oil cartel, OPEC, has just had its first major success in forcing up oil prices.*

**commission** **1** *n* [C] an amount of money paid to someone according to the value of goods, shares, bonds, etc. they have sold: [commissione] *He didn't charge a commission on trades, as other brokers do.* **2** an official organisation that ensures that the law is obeyed in a particular activity: [commissione] *The Equal Opportunities Commission works to eliminate sex discrimination.*

**equity** **1** *n* [U] the capital that a company has from shares rather than from loans: [capitale netto] *The strong market will encourage companies to use equity to finance acquisitions.* Collocation *shareholder equity*

**2** [plural] the shares of a company listed on the Stock Exchange: [azioni ordinarie] *Investors are placing funds in equities as they look for higher returns on their investments.*

**initial public offering** abbreviation **IPO** *n* [C] an occasion when a company offers shares on a stock market for the first time: [offerta pubblica iniziale abbr. OPI] *The government will sell 40 per cent of the company through an initial public offering.*

**issue** *v* [T] to make securities such as bonds and shares available for people to buy: [emettere] *In January, AMR issued five million new shares.* – **issue** *n* [C] [emissione] Collocation *share issue*

**monopoly** *n* [C,U] a situation where a business activity is controlled by only one company or by the government and other companies do not compete with it: [monopolio] *Many national airlines used to be monopolies, but this is no longer the case.* – **monopolist** *n* [C] [monopolista] – **monopolise** *v* [T] [monopolizzare]

**Securities Exchange Commission** abbreviation **SEC** *n* [U] the US agency responsible for stock market regulation: [Securities Exchange Commission abbr. SEC, Commissione di controllo della borsa USA equivalente alla Consob in Italia] *The SEC is looking into a large US corporation's investment arrangements, as it thinks they may be illegal.*



# Intelligent Business Upper-Intermediate

**stock exchange** *n* [C] a market where company shares are traded: [borsa valori] *Companies listed on the Madrid stock exchange dropped about 3 per cent this year.*

**Wall Street** **1** *n* [U] The New York Stock Exchange, situated in Wall Street in Manhattan. **2** American financial institutions and investors in general: [Wall Street, mercato finanziario statunitense] *Wall Street analysts predicted that the issue would sell at 96 cents a share.*



# Intelligent Business Upper-Intermediate

## Unit 12 Competition

**barrier to entry** *n* [C] any factor which prevents new competition from entering an industry, for example the need for a lot of capital or strict government regulations: [barriere all'entrata] *The aircraft engine industry has high barriers to entry and requires a lot of technological capital.*

**competitive advantage** *n* [C] an advantage that makes a company more able to succeed in competing with others: [vantaggio competitivo] *Advanced Micro's chip carries the competitive advantage of using less power than Intel's.* Collocation *comparative advantage*

**core business** *n* [C] the business that makes the most money for a company and that is considered to be its most important and central one: [core business, attività propria dell'impresa] *US car maker Chrysler is to sell off its \$1 billion technology arm to concentrate on its core business.*

**differentiate** *v* [T] when a company differentiates its products, it shows how they are different from each other and from competing products: [differenziare] *The only viable strategy was to differentiate Citibank credit cards from all the low-cost alternatives.* – **differentiation** *n* [U] [differenziazione]

**economies of scale** *n* [plural] the advantages that a big factory, shop, etc. has over a smaller one because it can spread its fixed costs over a larger number of units and therefore produce or sell things more cheaply: [economie di scala] *Toys 'R' Us buys massive quantities directly from manufacturers and has gigantic stores with huge economies of scale.*

**market share** *n* [C,U] the proportion of the total market that is supplied by a particular company: [quota di mercato] *If the two companies' market shares are combined, they'll have 28 per cent of the US market.*

**mass consumption** *n* [U] buying and using products and services on a large scale: [consumo di massa] *Mass consumption has transformed not only industry but society as a whole.*

**mass market** *n* [U] the market for standardised consumer products: [mercato di massa] *We access the mass market by selling our clothing range in department stores.*

**production 1** *n* [U] The process of making or growing things to be sold as products, usually in large quantities: [produzione] *Toshiba is increasing production of its popular line of laptop computers.* **2** an amount of something that is produced: *In August, production of passenger cars climbed 12 per cent from a year earlier.* – **produce** *v* [T] [produrre] – **productive** *adj* [produttivo] Collocations *just-in-time production, mass production, production costs, production line, production manager, production plant, production process*

**profit margin** *n* [C] the difference between the price of a product or service and the cost of producing it, or between the cost of producing all of a company's products or services and the total sum they are sold for: [marginie di profitto] *Slow sales have cut profit margins in the industry.*

**switch** *v* [I,T] to change from one thing to another, usually suddenly: [passare a] *Consumers are switching to more affordable brands.*



# Intelligent Business Upper-Intermediate

## Unit 13 Banking

**central bank** *n* [C] the official bank of a country, which is responsible for setting interest rates, controlling the money supply, producing bank notes and keeping the country's supply of foreign currency and gold, etc.: [banca centrale] *China's central bank said that a decline in interest rates is unlikely.*

**clearing bank** *n* [C] one of the high street banks that issues and accepts cheques and passes them through the banking system: [banca di clearing] *All cheques have to be authorised by the clearing bank before being accepted.* **Synonym** **commercial bank** *n* [C] [banca commerciale]

**collateral** *n* [U] assets promised by a borrower to a lender if the borrower cannot repay a loan: [garanzia collaterale] *When the firm went bankrupt, he lost his home because he had used it as collateral for the business.* **Synonym** **security** *n* [U] [garanzia]

**exchange rate** *n* [C] the price at which one currency can be bought with another: [tasso di cambio] *If the euro-dollar exchange rate remains at its current level, US exporters could lose \$5 billion in business annually.* **Collocations** *fixed exchange rates, floating exchange rate*

**interest 1** *n* [U] an amount paid by a borrower to a lender, for example by a bank to someone who saves money with them: [interesse] *Any spare cash is best put in a savings account where it can earn interest.* **2** the rate of interest at which a particular sum of money is borrowed or lent: [interesse] *Small businesses have to pay interest at 12 per cent and upwards if they go through microfinance institutions.* **Collocations** *interest rate / rate of interest*

**investment bank** *n* [C] a bank that buys stocks and shares and then sells them to members of the public, and offers financial advice to businesses: [banca d'investimento]

*JPMorgan is a leading US investment bank specialising in asset management.* **Synonyms** **corporate bank** *n* [C] [banca d'affari] – **merchant bank** *n* [C] [banca mercantile]

**monetary policy** *n* [C] the way a central bank controls the amount of money in the economy at a particular time, for example by changing interest rates: [politica monetaria] *Unless the Bank of Japan relaxes monetary policy and makes borrowing easier, the stock market is unlikely to improve.*

**speculate** *v* [I] to buy goods, shares, property, etc. in the hope that their value will increase so that they can be sold for a profit: [speculare] *Many individuals are now speculating on the stock exchange through special savings schemes provided by their banks.* – **speculation** *n* [U] [speculazione] – **speculative** *adj* [speculativo]



# Intelligent Business Upper-Intermediate

## Unit 14 Training

**absenteeism** *n* [U] the problem of employees not being at work when they should be: [assenteismo]  
*We have a high rate of absenteeism, which is mainly due to stress.* – **absent** *adj* [assente]

**customise** *v* [T] to make, build or adapt especially for a customer: [personalizzare] *Our training courses are customised to suit all our customers' specific needs.*

**delegate** *n* [C] someone who has been chosen by their company to attend a conference, meeting or training course: [delegato] *We sent several delegates on a new management training course.* – **delegate** *v* [T] [delegare]

**incentive** *n* [C] something which is used to encourage people, especially to make them work harder and produce more: [incentivo] *Training opportunities for staff can be more of an incentive than financial bonuses.*

**motivation** *n* [U] willingness, eagerness or desire to do something without being forced to do it: [motivazione] *Some of the staff seem to lack motivation.* – **motivate** *v* [motivare]

[T] – **motivated** *adj* [motivato] – **motivational** *adj* [motivazionale] *Collocations* highly motivated, motivational skills, motivational techniques **seminar** *n* [C] [seminario sulle tecniche motivazionali] a fairly informal meeting of a group of people, who share information and ideas and often discuss matters relating to work: *The people attending the management training seminar were all from accountancy firms.*

**staff loyalty** *n* [U] if staff are loyal to their company, they enjoy working for it, they keep company secrets and tend to stay for a long time: [fidelizzazione del personale]

*The Human Resources department has built up staff loyalty by ensuring good working conditions, awarding regular bonuses and providing in-company training.*

**stress** *n* [U] continuous feeling of worry about your work or personal life that prevents you from relaxing: [stress] *He has been under a lot of stress at work recently, due to tight deadlines and staff shortages.*

– **stressful** *adj* [stressante] *Collocations* stress-related (illness), stress management

**training** *n* [U] the process of teaching someone or being taught the skills and knowledge for a particular job: [formazione, training] *When the new software system was installed, we had to provide training for all the staff in how to use it.* – **trainer** *n* [C] [formatore, trainer] – **trainee** *n* [C] [tirocinante] *Collocations* assertiveness training, computer-based training, management training



# Intelligent Business Upper-Intermediate

## Unit 15 Consulting

**audit 1** *n* [C] an official examination of a person's or organisation's accounts by an expert, to check that they are true and honest: [revisione dei conti] *An audit of the company showed accumulated losses of \$1.5 billion.* **2** an official examination of how an organisation behaves, how well it treats its employees, the environment, etc.: [ispezione] *The social audit of Ben & Jerry's commends the company, which gives 7.5 per cent of pre-tax profits to charity.* – **auditor** *n* [C] [revisore dei conti] – **audit** *v* [T] [verificare] *Collocations* *audit report, audit committee, ethical audit, external audit, social audit*

**fraud** *n* [U] a method of illegally getting money from a person or an organisation, often using clever and complicated methods: [frode] *The external auditor discovered the firm was involved in massive fraud.* – **fraudulent** *adj* [fraudolento]

**network** *n* [C] a group of people or organisations that are connected or that work together: [rete] *It is important to build up a network of professional contacts.* – **networking** *n* [U] [collegamento in rete] – **network** *v* [I] [collegare in rete]

**outsource** *v* [T] to transfer work to an outside supplier: [esternalizzare] *The company outsourced all their financial operations to an accounting consultant.* – **outsourcing** *n* [U] [outsourcing, esternalizzazione di lavoro] *Synonym subcontract v* [T] [subappaltare]

**Sarbanes-Oxley Act** *n* US government legislation introduced to ensure honest accountancy and corporate governance practices in US companies: [Legge Sarbanes-Oxley] *The USA's response to Enron and other scandals was to introduce strict financial controls through the Sarbanes-Oxley Act.*

