

# Intelligent Business

## Intermediate Mini-Dictionary – Italian

- accountable** *adj* responsible for the effects of your actions: *Managers are accountable for the performance of their employees.* **avente responsabilità** **Synonyms** **responsible** [+ for] *adj* **responsabile** [di]
- achievement** *n* [C] something that you succeed in doing by your own efforts: *Designing the first laptop computer was one of his greatest achievements.* **realizzazione** – **achieve** *v* [T] **realizzare** – **achiever** *n* [C] **chi realizza**
- aid** *n* [U] assistance given to a country or organisation in difficulty: *The World Bank is repeating its call for rich countries to increase the amount of aid given to the poorest nations.* **aiuto** – **aid** *v* [T] **aiutare**
- analysis** *n* [C] the work of studying data and information: *Detailed analysis of our results shows that productivity has increased only marginally.* **analisi** – **analyse** *v* [T] **analizzare** – **analyst** *n* [C] **analista** **Collocations** *financial analysis*
- applicant** *n* [C] a person who is applying for a position: *All applicants are asked to provide a letter of reference.* **richiedente**– **apply** [+ for] *v* [I] **fare domanda** [di]– **application** *n* [C] **domanda** **Synonyms** **candidate** *n* [C] **candidato**
- appraise** *v* [T] to assess the value of something. *Staff are regularly appraised to see if they have met the objectives that they are given: The department manager will appraise each employee individually.* **stimare** – **appraisal** *n* [C] **stima** – **appraisee** *n* [C] **ciò che viene stimato** – **appraiser** *n* [C] **perito** **Collocations** *annual appraisal, performance appraisal*
- asset** *n* [C] something belonging to an individual or business that has value or the power to earn money: *The company has recently sold some of its assets to an Australian investor.* **attivo, bene** **Collocations** *tangible assets, intangible assets, fixed assets, liquid assets*
- assign** *v* [T] give someone a particular task to do: *Employees are assigned duties that correspond to their skills and training.* **assegnare**– **assignment** *n* [C] **compito**
- authority 1** *n* [U] the power to impose decisions: *The managers in our company have a great deal of authority.* **autorità** – **authorise** *v* [T] **autorizzare**– **authorisation** *n* [U] **autorizzazione**– **authoritative** *adj* **autorevole** – **authoritarian** *adj* **autoritario** **Collocations** *lines of authority 2* *n* [C] a public institution which is in charge of enforcing regulations or administering a government service: *The public health authority.*
- autonomy** *n* [U] the freedom to make your own decisions without having to request authorisation: *I've always believed that it's best to give staff as much autonomy as possible.* **autonomia** – **autonomous** *adj* **autonomo**
- back office** *n* [C] the departments of a financial company where routine administrative tasks are done without direct contact with customers: *Efficient management of the back office can reduce costs.* **back office**
- balance sheet** *n* [C] a statement showing the wealth of a business or organisation at a particular date. *The balance sheet has two parts showing assets and liabilities: Buildings and machinery are assets that should be listed on the balance sheet.* **bilancio patrimoniale** **Synonyms** **statement of financial position** *n* [C] **AmE** **stato patrimoniale**

**bankrupt** *adj* unable to pay your debts: *The company is almost bankrupt and will need to secure a loan to survive.* **fallito** – **bankrupt** *v, n* [C] **portare al fallimento**– **bankruptcy** *n* [U] **bancarotta** **Synonyms** **insolvent** *adj* **AmE insolvente**

**barrier to entry** *n* [C] any factor which prevents new competition from entering a market: *A strong brand can become a barrier to entry in some markets, while a simple product cannot.* **barriera all'ingresso** (nel mercato)

**benefit** *n* [C] an advantage or an improvement: *One benefit of the new design is that it can be installed easily.* **beneficio** – **benefit** [+ from] *v* **trarre vantaggio** [da]– **beneficial** *adj* **vantaggioso**

**bid** *n* [C] an offer to buy something at a stated price: *All bids must be submitted in writing.* **offerta** – **bid** *v* [I, T] **offrire**– **bidder** *n* [C] **offerente** – **bidding** *n* [U] **invito** **Synonyms** **offer** *n* [C] **proposta** **Collocations** **make/accept/reject a bid, takeover bid**

**board** *n* [C] the group of directors elected by the shareholders to manage a company: *The board has approved the director's salary.* **consiglio d'amministrazione** **Collocations** **board of directors, board meeting, boardroom**

**borderline** *n* [C] the point at which one thing ends and another begins: *Many products fall into the borderline between different product categories* **confine** – **borderline** *adj* **al limite**

**bottom line** *n* [C] the last line on a financial document which shows the final result (total profit once all costs have been deducted): *Falling sales are going to have a negative impact on the bottom line.* **risultato netto**

**boycott** *n* [C] a protest where people refuse to buy or use a product or service: *The consumer group is calling for the boycott of all tobacco products.* **boicottaggio** – **boycott** *v* [T] **boicottare**

**brand** *n* [C] the identity of a product or service: *Eastman Kodak is a premier brand in traditional and digital imaging.* **marchio** – **brand** *v* [T] **attribuire un marchio** **Collocations** **brand image, brand leader, brand loyalty, brand manager, brand management, brand name, brand-stretching, cross-branding, own brand, premium brand**

**breakthrough** *n* [C] an important new discovery: *The iMac was a major breakthrough in computer design.* **passo avanti** **Collocations** **make a breakthrough**

**budget** *n* [C] an account of probable future income and expenditure during a fixed period: *We are currently preparing the budget for next year.* **bilancio preventivo, budget** – **budget** *v* [I] **prevedere le spese** – **budgetary** *adj* **di bilancio** **Collocations** **be on / over / under budget, budget deficit, budget surplus, meet a budget**

**business practices** *n* [plural] the methods used to conduct business: *The company is running a scheme to encourage best business practices.* **pratiche aziendali**

**business process** *n* [C] any activity that is essential for a firm to conduct its business: *Organisations that have complete control over their business processes are the most productive.* **processo aziendale** **Collocations** **business process re-engineering**

**business to business** *abbr.* **B2B** *adj* refers to any business or correspondence between two companies: *The B2B sector will be the biggest growth area in internet traffic.* **business to business** *abbr.* **B2B**

**campaign** *n* [C] a planned operation which aims to achieve a particular result: *A new campaign by activists has forced the company to reconsider some of its policies.* **campagna** – **campaign** *v* [I] [+ for/against] **condurre una campagna [a favore/contro]** – **campaigner** *n* [C] **militante** **Collocations** **advertising campaign, marketing campaign, political campaign**

**charity** *n* [C] a non profit-making organisation that collects goods and money in order to provide assistance: *The charity managed to raise £3m for homeless people in the UK.* [associazione di beneficenza](#)

**coach** **1** *n* [C] person who is responsible for training a team or an individual: *He's a very successful football coach.* **formatore** **2** *v* [T] [formare](#) to train people to help them to acquire particular skills: *I'm responsible for coaching two new people in the department.*

**company** *n* [C] a legally registered business. [società](#) There are many different types of companies: [holding company](#) (holds the share capital of one or more other companies) [società finanziaria di controllo](#), [holding joint stock company](#) (registered company or limited company) [società a responsabilità limitata](#) [public limited or listed company](#) [società per azioni quotate in borsa](#) (company whose shares are traded on the stock exchange) [subsidiary](#) (company owned by a parent company [società madre](#)) [filiale](#) [Synonyms](#) [corporation](#) *n* [C] *AmE* [società di capitali](#), [corporation](#) [concern](#) *n* [C] [gruppo](#) [business](#) *n* [C] [azienda](#)

**compensation** *n* [U] payment, including salary and other incentives like stock options: *The best paid executives received more than \$10 million in compensation last year.* [compensazione](#)– [compensate](#) *v* [T] [compensare](#) [Collocations](#) [compensation deal](#), [compensation package](#)

**competition** *n* [U] rivalry between businesses that are operating in the same market: *The competition is getting tougher every year.* [concorrenza](#) – [compete](#) *v* [I] [essere in concorrenza](#), [competere](#) – [competitor](#) *n* [C] [concorrente](#), [competitor](#)– [competitive](#) *adj* [concorrenziale](#), [competitivo/a](#) – [competitiveness](#) *n* [U] [competitività](#) [Collocations](#) [competitive advantage](#)

**consortium** *n* [C] an association between two or more companies to work together on a specific project (usually a major construction or engineering project): *SK Gas has formed a consortium with automakers to produce gas-powered vehicles.* [consorzio](#)

**consumer** *n* [C] a person who buys products and/or services: *Nokia is committed to providing consumers with the information they need.* [consumatore](#)– [consume](#) *v* [T] [consumare](#) – [consumption](#) *n* [U] [consumo](#) [Collocations](#) [consumer goods](#), [consumer research](#), [consumer survey](#)

**contract** *n* [C] a document setting out an agreement between two or more parties: *Under the new contract the company becomes the exclusive distributor for North America.* [contratto](#)–[contractor](#) *n* [C] [appaltatore](#) – [sub-contractor](#) *n* [C] [subappaltatore](#) [Collocations](#) [agree a contract](#), [be under contract](#), [breach a contract](#), [negotiate a contract](#), [review a contract](#), [sign a contract](#), [terminate a contract](#)

**copycat** *n* [C] the term for someone who copies the work of another person: *The Australian government has announced that it is cracking down on copycats.* [falsificatore](#)

**copyright** *n* [U] the legal right that belongs to the person who has created a new artistic work or piece of software: *All of the graphics and editorial content on this site are protected under US copyright.* [diritti d'autore](#)

**correspondence** *n* [U] writing, receiving and answering letters: *I'm catching up on my correspondence.* [corrispondenza](#) – [correspond](#) *v* [I]

**cost** **1** *n* [C] the price paid for something: *The total cost for the new equipment will be \$50,000.* **2** the money that is required to produce or sell something: *It looks like production and labour costs will be higher than we expected.* [costo](#) – [cost](#) *v* [I] [costare](#) [Synonym](#) [overheads](#) *n* [C] [costi di gestione](#) [Collocations](#) [fixed costs](#), [variable costs](#), [cost-cutting](#), [cost control](#), [cost-effective](#), [occur a cost](#)

**cover letter** *n* [C] a letter written to an employer in response to a job advertisement: *Candidates should send a cover letter with a copy of their CV.* [lettera di presentazione](#)

**currency** *n* [C] the type of money that is used by a particular country or trading bloc: *The euro is the currency of most member states of the European Union.* [valuta](#) [Synonyms](#) [money](#) *n* [U] [soldi](#),

**denaro** Collocations *foreign currency, hard currency, currency dealer, currency exchange rate, currency trading*

**curriculum vitae** *abbr. CV* *n* [C] a document that gives details of a person's experience and qualifications: *Her CV is fairly typical for a business graduate.* curriculum vitae *abbr. CV* Synonyms *résumé* *n* [C] *AmE* curriculum vitae

**damages** *n* [plural] an amount of money paid to a person who has suffered an injustice: *The company paid damages to staff who were unfairly dismissed.* danni

**database** *n* [C] an organised set of information stored in a computer: *We're currently updating all our customer files in the database.* database, base di dati

**deadline** *n* [C] the date by which something has to be completed: *The deadline for applications has been extended until 25 May.* scadenza Collocations *fix a deadline, meet a deadline, miss a deadline, set a deadline*

**dealer** *n* [C] a person who specialises in trading a particular type of goods: *The company only uses authorised dealers who are fully trained.* concessionario – deal *n* [C] affare – deal *v* [I,T] trattare Collocations *foreign exchange dealer, broker-dealer, dealership, make/reach/conclude a deal, raw deal*

**debt relief** *n* [U] the cancellation or reduction of a debt: *The government is firmly committed to a programme of debt relief.* ammortamento del debito

**defraud** *v* [T] frodare to cheat another person by taking something that they own: *He admitted defrauding his employer of more than £2m.*

**delegate** *v* [T] to give responsibility to someone at a lower level in the hierarchy to enable them to take decisions: *Managers need to delegate more routine tasks to junior members of staff.* delegare – delegation *n* [U] delega

**demand** *n* [C,U] domanda the quantity required to supply orders: *Total petroleum demand has increased by one per cent.* Collocations *supply and demand*

**demonstration** *n* [C] a march to publicly protest about something: *The demonstration will take place at G7 summit on 10 June.* dimostrazione

**design** *v* [T] to make a drawing or plan of something that will be made: *At the moment she's designing a new range of furniture to be used in schools.* progettare – design *n* [C] progetto – designer *n* [C] – progettista designer *adj* progettuale Collocations *designer goods, designer label, designer ware*

**development 1** *n* [C] the growth and expansion of a business, industry or economy: *The OECD provides advice and assistance on all aspects of development.* sviluppo 2 research to produce new, improved products: *Our company is actively pursuing the development of new biotechnology solutions.* sviluppo 3 a change or alteration: *Another recent development has been the arrival of Asian companies on the market.* sviluppo – developer *n* sviluppatore [C] – developing *adj* in sviluppo Collocations *research and development (R&D), developing countries*

**distribution** *n* [U] the arrangements and activities required in order to get goods from the manufacturer to the consumer: *Distribution is organised via a product list.* distribuzione

**downsize** *v* [I] to reduce the number of employees in an organisation: *European companies are continuing to downsize their manufacturing operations.* ridimensionare – downsize *v* [T] ridimensionare Synonyms *lay off* *v* [T] licenziare

**e-business** *n* [U] business to business relationships conducted using internet technology: *IBM is one of the leading suppliers of e-business solutions.* e-business



- e-commerce** *n* [U] selling activities that are conducted using internet technology: *Some consumers still lack confidence in e-commerce.* **e-commerce**, **commercio elettronico**
- empower** *v* [T] give someone the power or ability to do something: *Staff are empowered to shape their career development.* **autorizzare** – **empowerment** *n* [U] **autorizzazione**
- enforce** *v* [T] to make people obey a law or rule: *Enforcing a patent can be a long and expensive process.* **far rispettare** – **enforcement** *n* [U] **applicazione** – **enforceable** *adj* **applicabile**
- entrepreneur** *n* [C] someone who starts a company, arranges business deals and takes risks: *Entrepreneurs have always played a key role in the economy.* **imprenditore** – **entrepreneurial** *adj* **imprenditoriale** – **entrepreneurship** *n* [U] **imprenditorialità**
- expense 1** *n* [C] **spese** money spent: *We have significantly reduced our expenses over the last five years.* – **expenditure** *n* [C] **uscite** **Synonyms** **spending** *n* [U] **2** *n* [C] **spesa** money spent by an employee that can be claimed back: *I put the restaurant bill on expenses.* **Collocations** **expense account**, **expenses claim form**, **claim expenses**
- fair trade** *n* [U] a movement which promotes fairer trading conditions for developing countries: *Fair trade gives consumers an opportunity to help change the world.* **commercio equo e solidale**
- fake** *n* [C] a copy or imitation of a genuine article: *Experts have identified the components as fakes.* **falso** – **fake** *v* [T] **falsificare** **Synonyms** **copy** *v* [C] **copiare** – **copy** *n* [C] **copia**
- feature** *n* [C] an important part of something: *The programme has a number of interesting new features.* **caratteristica** – **feature** *v* [T] **presentare** **Synonyms** **characteristic** *n* [C] **caratteristica**, **qualità specifica** **Collocations** **product features**, **special features**
- file-swapping** *n* [U] exchanging files between computers on a network: *Record companies tried to close down the illegal file-swapping website.* **file-swapping**, **scambio di file**
- financial statement** *n* [C] a document showing the state of the finances of an organisation or business: *Financial statements must be completed by the end of August.* **conto finanziario**
- finished goods** *n* [plural] goods or products that are ready to be sold on to consumers: *We keep close track of the stock levels of our finished goods.* **prodotti finiti**
- forecast** *n* [C] an estimate of a future situation: *According to forecasts, prices will rise more slowly next year.* **previsione** – **forecast** *v* [T] **prevedere** **Synonyms** **projection** *n* [C] **proiezione**
- freelance** *n* [C] **freelance**, **autonomo/a** someone who works for different companies and is not employed by one. Freelancers usually receive fixed payments and not a salary: *We're going to use a freelance designer for the company website.* – **freelancer** *n* [C] **professionista freelance** – **freelance** *adj* **freelance**
- freight** *n* [U] the transportation of goods by air, sea, rail or road: *All freight is paid by the customer.* **trasporto** – **freight** *v* [T] **trasportare** **Collocations** **air-freight**, **freight car (AmE)**, **freight train**, **freight forward**
- generic** *adj* a product that does not have a trademark: *Generic drugs sell at a much lower price.* **generico**
- glitch** *n* [C] a minor fault with a computer program or machine: *A glitch in the computer system has led to the cancellation of several flights.* **problema tecnico** **Synonyms** **malfunction** *n* [C] **guasto** **bug** *n* [C] **bug**
- grant** *n* [C] a sum of money given to a person or organisation to help them to pay for something: *The Central Development Fund has awarded a grant of \$7.5m.* **sussidio** – **grant** *v* [T] **assegnare**

**grey marketing** *n* [U] selling products without the authorisation of the trademark owner: *Any authorised dealers who resort to grey marketing will be immediately suspended.* **mercato grigio**

**gross** *v* [T] to calculate revenue before tax and other charges have been deducted: *The film grossed \$8.5m in the first two weeks.* **avere un introito lordo** [di] – **gross** *adj* **lordo** **Collocations** *gross profit, gross margins, gross national product, gross domestic product (GDP)*

**growth** *n* [U] an increase in the size or quantity of something: *Research suggests that there will be significant growth in the market for women's products.* **crescita** – **grow** *v* [I] **crescere** **Collocations** *growth rate*

**haulage** *n* [U] the business of transporting goods by road or railway: *We are a haulage and warehousing company based in Poland.* **trasporto** **Collocations** *road-haulage*

**hierarchy** *n* [C] system of authority within an organisation: *Many Swedish firms have very flat hierarchies.* **gerarchia** – **hierarchical** *adj* **gerarchico** **Collocations** *flat hierarchy, steep hierarchy, traditional hierarchy*

**hire** *v* [T] employ someone: *Businesses are hiring as job growth booms.* **assumere** – **hire** *n* [C] **assunzione** **Synonyms** **recruit** *v* [T] **ingaggiare** **employ** *v* [T] **impiegare** **Collocations** *hiring and firing, hiring manager*

**income** *n* [C,U] money received by a person, family or organisation: *In some parts of the country incomes have fallen by as much as 25 per cent.* **reddito** **Synonyms** **revenue** *n* [C] **entrate** **Collocations** *income tax, gross income, net income*

**income statement** *n* [C] *AmE* **conto economico** a financial statement showing revenue, expenditure and profit from operations during a given period: *Enron's income statement did not accurately reflect its losses.* **Synonyms** **profit and loss account** *n* [C] *BrE* **conto profitti e perdite** **statement of earnings** *n* [C] *AmE* **conto economico**

**industry** *n* [C] the production of goods using capital and labour: *The automobile industry is facing increased competition.* **industria** – **industrial** *adj* **industriale** – **industrialise** *v* [T] **industrializzare** – **industrialisation** *n* [C] **industrializzazione** **Collocations** *manufacturing industry, service industry, industrial relations*

**information technology** *abbr.* **IT** *n* [C] the technology of processing, storing or transmitting data by electronic means: *Information technology has revolutionised all aspects of management.* **informatica** *abbr.* **IT**

**infringement** *n* [U] a breach of the law or of another person's rights: *The company is being sued over infringements of copyright technology.* **violazione**

**intellectual property** *n* [U] something that a person or business has invented and which is protected by patent: *All international businesses are having to spend more on protecting their intellectual property.* **proprietà intellettuale**

**inventory** *n* [C] a list of the stocks held by a business: *New software has made it possible to control inventory more accurately.* **inventario** **Synonyms** **stock** *n* [C] **stock, riserva**

**knowledge work** *n* [U] work that involves developing or using knowledge: *The profitability of most business today depends more on knowledge work than on manual work.* **lavoro della conoscenza** – **knowledge worker** *n* [C] **lavoratore intellettuale**

**legal action** *n* [C,U] using the law to defend one's rights: *The consumer association said it will consider legal action.* **azione legale** **Synonyms** **litigation** *n* [U] **processo** **law suit** *n* [C] **causa** **Collocations** *take legal action, win a legal action*

**litigation** *n* [U] legal action against an individual or organisation: *Litigation has increased significantly over the years.* **processo** – **litigate** *v* [U] **essere in causa** – **litigator** *n* [C] **avvocato**

**loading bay** *n* [C] the area in a factory or warehouse where goods are loaded for transport: *When a truck arrives at the loading bay an employee registers the delivery.* **zona adibita al carico**

**loan** *n* [C] money lent to an individual or organisation: *The World Bank has agreed to a five-year loan of \$125m.* **prestito** – **loan** *v* [T] **fare un prestito** **Collocations** *apply for a loan, bank loan, interest on a loan, take out a loan*

**lobby** *v* [T] to try to persuade a government or organisation to change a policy or situation: *Big companies are lobbying the president to open up marine reserves for oil drilling.* **esercitare pressioni (politiche)** – **lobby** *n* [U] **lobby, gruppo di pressione lobbyist** *n* [U] **lobbista**

**logo** *n* [C] a sign or symbol used as a trademark to represent a company or a brand: *The Nike 'swoosh' is an instantly recognisable logo.* **logo**

**market research** *n* [U] the work of finding out what kind of goods consumers want: *Conducting online surveys is a new and promising approach to market research.* **ricerca di mercato**

**market share** *n* [U] the proportion of the total market that is supplied by a particular company: *Our objective is to increase our European market share by five per cent this year.* **quota di mercato** – **market-sharing** *n* [U] **compartimentazione del mercato** **Collocations** *increase / lose / take / win market share*

**marketing mix** *n* [U] the four different components of marketing: **marketing mix 1 place** *n* [C] the distribution and delivery of goods to market **distribuzione 2 price** *n* [C] the amount of money for which something can be sold. **prezzo** – **price** *v* [T] **prezzare** **Collocations** *cost price, cut price, fixed price, list price, retail price, purchase price, recommended price, wholesale price, price-list, price-tag, price war 3 product* *n* [C] normally a manufactured item but also refers to everything that surrounds the product: *the brand, the packaging, the product's features and performance characteristics.* **prodotto 4 promotion** *n* [C] **promozione** activities that help sell a product

**mass market** *n* [U] the market for standardised consumer products: *Licensing is one way for small businesses to enter the mass market.* **mercato di massa** – **mass-market** *adj* **del mercato di massa**

**mass-production** *adj* produced in large quantities: *Many companies have moved their mass-production overseas to cheaper markets.* **prodotto in massa** – **mass-produce** *v* [T] **produrre a macchina** – **mass-production** *n* [U] **produzione di massa**

**merchandising** *n* [U] toys, clothes and other products based on a popular film, TV show, etc and sold to make additional profits: *Star Wars merchandising made far more profit than the films.* **merchandising, attività promozionali**

**merger** *n* [C] the creation of a new company by joining two separate companies: *The merger will have to be approved by the authorities.* **fusione** – **merge** *v* [I,T] **effettuare una fusione**

**mismanagement** *n* [U] poor quality management: *Lack of cashflow is often due to mismanagement.* **cattiva gestione** – **mismanage** *v* [T] **gestire male**

**mobile** *n* [C] a wireless telephone: *The introduction of colour screens and digital imaging have made mobiles even more essential.* **telefono cellulare** **Synonyms** **cell phone** *n* [C] **AmE cellulare**

**motivate** *v* [T] make someone willing to work harder: *He's very good at motivating his sales team.* **motivare** – **motivation** *n* [U] **motivazione** – **motivational** *adj* **motivazionale** – **motivated** *adj* **motivato** **Synonym** **encourage** *v* [T] **incoraggiare** **Collocations** *highly-motivated, motivational skills, motivation techniques*

**negotiation** *n* [C] the process of negotiating a business deal: *The success of the negotiations will depend on the financial terms of the deal.* **trattativa** – **negotiate** *v* [I,T] **trattare, negoziare** – **negotiator** *n* [C] **negoziatore** **Synonyms** **talks** *n* [plural] **negoziati** **Collocations** *negotiate an agreement / a deal, negotiation skills*

**objective** *n* [C] a goal that has been fixed for people to achieve: *I have a meeting with my line manager to fix my objectives every six months.* **obiettivo** **Synonyms** **goal** *n* [C] **scopo** **aim** *n* [C] **mira** **target** *n* [C] **traguardo** **Collocations** *set / fix / establish / achieve / meet objectives*

**offshoring** *n* [U] transferring work to an outside supplier based in another country: *Offshoring is only suitable for tasks that have been clearly defined and can be managed at a distance.* **offshoring**, **delocalizzazione delle attività** – **offshore** *adj* **off-shore**– **offshore** *n* [U] **off-shore** **Synonyms** **outsource** *v* [T] **outsource**, **ricorrere a risorse esterne**

**opportunity** *n* [C] a situation with future potential: *Japan represents a great opportunity for our new brand.* **opportunità** **Collocations** *lose / seize / take an opportunity*

**outsource** *v* [T] transferring work to an outside supplier: *We are planning to outsource all of our IT operations to an Indian supplier.* **outsource**, **ricorrere a risorse esterne** – **outsourcing** *n* [U] **outsourcing**, **ricorso a risorse esterne** **Synonyms** **subcontract** *v* [T] **subappaltare**

**overhead** *n* [C] a cost that does not vary with output (e.g. rent, salaries): *The pressure on corporate management to reduce overheads is increasing.* **costo di gestione** **Synonyms** **fixed cost** *n* [C] **costo fisso**

**overload** *n* [C] an excessive quantity of something: *You may be overwhelmed by the overload of information that is available on the net.* **sovraccarico** – **overload** *v* [I] **sovraccaricare**

**patent** *n* [C] a special right given to the inventor of a machine or process: *Some governments do not recognise patents on software.* **brevetto**– **patent** *v* [T] **brevettare** – **patented** *adj* **brevettato** **Synonyms** **copyright** *n* [C,U] **diritti d'autore** **Collocations** *patent pending, patent office*

**pay 1** *n* [U] money earned by an employee as a salary or wage: *Some employees are complaining that their pay has not increased in line with inflation.* **paga** – **payment** *n* [C] **pagamento** **Collocations** *pay as you earn (PAYE), pay freeze, pay rise, payroll, pay-slip, pay talks 2* to give money to someone in exchange for items or services: *We're paying more than the market rate.*

**payroll** *n* [U] **1** a list of the employees in an organisation **personale 2** the administration of employee pay: *Salaries are calculated according to the number of days that employees are on the payroll.* **stipendi** **Collocations** *payroll management, cut/reduce the payroll*

**pension** *n* [C] a regular payment made to a person after they have retired from active work: *Some businesses have decided to ask their staff to contribute another one per cent towards their pensions.* **pensione** **Collocations** *pension fund, pension contribution*

**petition** *n* [C] a document signed by many people asking someone in authority to change something: *So far, five thousand people have signed the petition.* **petizione** – **petition** [+ against/for] *v* [I, T] **presentare una petizione [a favore/contro]**

**pilot project** *n* [C] a trial project to test performance: *The pilot project will start operating in June.* **progetto pilota**

**pilot** *v* [T] to test a new idea or product: *We are piloting new ways to improve our supply chain management.* **sperimentare** **Synonyms** **test** *v* [T] **testare** **trial** *v* [T] **provare**

**piracy** *n* [U] infringement of copyrights: *The association has launched a campaign to fight software piracy.* **pirateria**

**point of sale** *abbr.* POS *n* [C] the place where a consumer can buy a product or service: *New electronic systems can approve credit for customers at the point of sale.* **punto vendita** *abbr.* POS

**premium** *n* [C] a price that is higher than the standard price, usually due to higher quality: *Organically grown foods are sold at a premium.* **premio** **Collocations** *premium rate*



**pressure group** *n* [C] a group that tries to influence the opinions of other people: *The pressure group is coordinating the protests.* [gruppo di pressione](#)

**price setting** *n* [U] fixing the prices at which goods and services will be sold: *In price setting you try to estimate how much customers will be prepared to pay for an item.* [definizione dei prezzi](#)

**prioritise** *v* [T] to put things in the order of importance so that you can deal with the most important things first: *Prioritising your work will help you to avoid backlogs.* [classificare in ordine d'importanza](#)

**process** *v* [T] to deal with information or documents: *All the data is processed on the server.* – [elaborare](#) **process** *n* [C] [processo](#), [elaborazione](#)

**product recall** *n* [C] a situation where a defective product is withdrawn from the market and returned to the manufacturer: *Product recalls of children's toys are now very rare.* [ritiro del prodotto](#)

**productivity** *n* [U] The relationship between the output of goods and the resources needed to produce them: *Productivity has continued to grow strongly.* [produttività](#)

**profit and loss account** *n* [C] BrE a financial statement showing revenue, expenditure and profit from operations during a given period: *Ahold's profit and loss account did not show all its losses.* [conto profitti e perdite](#) [Synonyms](#) [income statement](#) *n* [C] AmE [conto economico](#) [statement of earnings](#) *n* [C] AmE [conto economico](#)

**profitability** *n* [U] the ability of a business to earn profits: *Increased labour costs have reduced our profitability.* [redditività](#) – [profit](#) *n* [C] [profitto](#) – [profit](#) *v* [I] [trarre profitto](#) – [profitable](#) *adj* [redditizio](#)

**promotion** *n* [C] a method of communicating and publicising a product: *America Online plans to launch a promotion on Thursday that will let its members download full-feature films.* [promozione](#) – [promote](#) *v* [T] – [promuovere](#) [promotional](#) *adj* [promozionale](#) [Collocations](#) [seasonal promotion](#), [promotional campaign](#), [promotional price](#)

**prosperity** *n* [U] a state of being rich, having economic success: *The nation's future prosperity will depend on developing a highly-skilled workforce.* [prosperità](#)– [prosper](#) *v* [I] [prosperare](#) – [prosperous](#) *adj* [prospero](#)

**protectionism** *n* [U] protecting a country's trade by taxing foreign goods: *Protectionism usually increases the prices of basic goods to the consumer.* [protezionismo](#)

**prototype** *n* [C] the first form that a new design takes: *The prototype has revealed areas where the design can be improved.* [prototipo](#)

**qualification** *n* [C] an examination passed at school or university: *Candidates must have qualifications in accounting.* [qualifica](#) – [qualify](#) *v* [I] [qualificarsi](#) – [qualified](#) *adj* [qualificato](#)

**quota** *n* [C] an official limit on the amount of something: *Quotas have been imposed on 25 categories of imported clothing.* [quota](#)

**raw materials** *n* [plural] materials such as minerals and hydrocarbons which are used in a production process: *Securing long term supplies of raw materials is critical.* [materie prime](#)

**real estate** *n* [U] property in the form of land or houses: *Investing in real estate is not as risk free as some people think.* [proprietà immobiliare](#) [Synonyms](#) [property](#) *n* [U] BrE [proprietà](#) [realty](#) *n* [U] AmE [proprietà immobiliare](#) [Collocations](#) [estate agent](#) BrE

**regulator** *n* [C] a government agency responsible for overseeing a profession or an activity: *Stock market regulators are in charge of protecting investors.* [ente regolatore](#) – [regulation](#) *n* [C] [regolamentazione](#) [Synonyms](#) [controller](#) *n* [C] [ente controllore](#)

**reserve 1** *n* [C] the amount of something kept for future use: *Shell has revised its estimate of available oil reserves.* **2** an amount of money set aside from profits: *Ten per cent of earnings have been transferred to reserves.* **riserva** – **reserve** *v* [T] **tenere in serbo** **Synonym resources** *n* [U] **risorse**  
**Collocations** *hold in reserve, use up reserves*

**resources** *n* [C] this includes the capital, personnel and knowledge that an organisation has at its disposal: *A key element of the new strategy is the more effective use of our resources.* **risorse**  
**Collocations** *human resources, financial resources*

**resumé** *n* [C] *AmE* a document that gives details of a candidate's experience and qualifications: *Preparing a good resumé should be the starting point for all job seekers.* **curriculum vitae**  
**Synonyms** **Curriculum Vitae** *BrE* **Curriculum vitae**

**revenue** *n* [C] money received especially from selling goods and services: *Revenues have increased by six per cent to £183m.* **reddito**

**reward** *v* [T] to give a payment for services performed or for excellent work or behaviour: *We like to reward our staff when they reach the objectives.* **ricompensare** – **reward** *n* [C,U] **ricompensa**–  
**rewarding** *adj* **gratificante**

**salary** *n* [C,U] an amount of money paid every month to an employee in exchange for their services: *Salaries are always paid in the local currency.* **stipendio**– **salaried** *adj* **stipendiato** **Collocations** *be on a salary of, earn a salary, negotiate a salary, salary scale*

**sales 1** *n* [plural] the value of the goods and services sold during a period: *The company reported sales of \$42 million during the first quarter.* **2** the department responsible for the activity of selling goods and services to customers: *I'll put you through to our sales department.* **vendite** – **salesman/woman** *n* [C] **venditore/venditrice**– **salesclerk** *n* [C] *AmE* **venditore/venditrice** **Collocations** *sales agent, sales call, sales conference, sales department, sales drive, sales figures, sales forecast, sales manager, sales outlet, sales pitch, sales promotion, sales representative, sales talk*

**saving** *n* [C] money and materials saved by economical working: *New construction techniques resulted in a saving of 25 per cent of operation and maintenance costs.* **risparmio** – **savings** [plural] **risparmi** **Synonym economy** *n* [U] **economia** **Collocations** *cost saving, make savings*

**screen** *v* [T] to examine or test people: *Each candidate is screened for education, experience, expertise and salary.* **selezionare**

**Securities Exchange Commission** *abbr.* **SEC** *n* the US agency responsible for stock market regulation: *The SEC is currently investigating ten cases of fraud.* **Securities Exchange Commission** (**commissione di vigilanza sulla borsa**) *abbr.* **SEC**

**service provider** *n* [C] a company that provides services for users especially in computer networks: *There are several issues to consider when selecting a service provider.* **fornitore di servizi, provider**

**severance deal / pay** *n* [C,U] money paid by an employer when an employee's services are terminated: *Severance pay for top executives has increased significantly in recent years.* **indennità di buonuscita**

**share** *n* [C] a unit of the capital of a company. Shares in listed companies can be bought and sold on the stock market: *Investors are having to pay a higher price for the company's shares.* **azione** – **shareholder** *n* [C] **azionista** **stockholder** *n* [C] *US* **azionista** – **shareholding** *n* [C] **partecipazione azionaria** **Synonym stock** *n* [C] *AmE* **titoli** **Collocations** *share capital, share certificate, share dealing, share issue, share price*

**ship** *v* [T] to move goods from one place to another: *This order is being shipped to Puerto Rico.* **spedire** – **shipment** *n* [U] **spedizione** – **shipping** *n* [U] **trasporto (via nave)** – **ship** *n* [C] **nave** **Synonyms** **deliver** *v* [T] **consegnare**

- shortage** *n* [C] a lack or scarcity of something: *Silicon Valley is facing a shortage of skilled programmers.* **carezza**
- staff 1** *n* [plural] the employees of an organisation: *The new manager will be joining the staff in November.* **staff 2** *v* [I] to provide workers for an organisation: *Each of our centres is staffed by expert personnel.* **Synonyms** **personnel** *n* [U] **personale** **employees** *n* [C] **dipendenti** **workers** *n* [C] **impiegati** **Collocations** **staff morale**, **staff turnover**
- stock option** *n* [C] an option given to executive employees allowing them to buy shares in the company at a favourable price: *Microsoft has announced that it plans to end stock options for employees.* **opzione di sottoscrizione**
- strategy** *n* [C] a plan of action to enable a firm to compete: *As part of our new strategy we are developing closer links with our suppliers.* **strategia** – **strategic** *adj* **strategico** – **strategically** *adv* **strategicamente** **Collocations** **develop / revise a strategy**, **strategic alliance**, **strategic management**, **strategic planning**, **strategic business unit (SBU)**
- subordinate** *n* [C] a person who works under a more senior member of staff: *I have six subordinates that report to me.* **subalterno** – **subordinate** *v* [T] **subordinare**
- subsidy** *n* [C] money given by a government to certain producers to help them to produce without losing money: *World Bank economists are urging rich countries to cut subsidies to certain industries.* **sovvenzione** – **subsidise** *v* [T] **sovvenzionare**
- supervise** *v* [T] to control the work of other people in order to make sure that it is properly done: *We need to supervise the trainees very closely.* **supervisionare** – **supervision** *n* [U] **supervisione**–**supervisory** *adj* **di supervisione** **Synonym** **manage** *v* [T] **dirigere**
- supply chain** *n* [C] the interactions between the suppliers, manufacturers and distributors when making and selling a product: *Information technology has changed the dynamics of the supply chain* **Collocations** **supply chain management**. **catena di fornitura**
- supply** *n* [U] the amount of goods or services available on a market at a certain time: *Improved production techniques will increase the supply of raw materials.* **fornitura** – **supply** *v* [T] **fornire**–**supplier** *n* [C] **fornitore**–**supplies** *n* [C] **forniture**,  **rifornimenti** **Collocations** **order supplies**, **supply and demand**, **supply chain management**, **supply side**, **oversupply**
- task** *n* [C] a piece of work that has to be done. Tasks are generally assigned to employees at the start of the week. **incarico** **Synonym** **duty** *n* [C] **dovere** **Collocations** **assign / delegate a task**, **task-based**, **task-driven**, **task force**
- taxpayer** *n* [C] any person or organisation that is liable to pay tax: *Taxpayers will pay more to subsidise the development of alternative energy sources.* **contribuente**
- tender** *n* [C] a written offer by a supplier to provide goods or services at a certain price: *Your tender has been accepted at the agreed price.* **offerta ufficiale** – **tender** *v* [I, T] **fare un'offerta**
- text messaging** *n* [U] a system which allows short text messages to be communicated by telephone: *Text messaging is far more popular than voice calls.* **messaggeria di testo** **Synonyms** **SMS (Short Message Service)** *n* [C] **SMS**
- threat** *n* [C] a potential danger to the interests of a company: *Deregulation of the market is a real threat to established telecom operators.* **minaccia**–**threaten** *v* [T] **minacciare**–**threatening** *adj* **minaccioso** –**threateningly** *adv* **minacciosamente**

**trade union** *n* [C] an organisation that exists to protect the rights of employees in a company: *The trade union is in pay negotiations with the employer.* **sindacato** **Synonym** **labor union** *n* [C] **AmE** **unione dei lavoratori**

**trademark** *n* [C] a special, registered picture or symbol that is associated with a particular brand or product: *Our trademark is now well-known in most countries in the region.* **marchio registrato**

**train** *v* [T] to teach someone the skills of a particular job or activity: *Staff are trained to watch for situations where they may be required to help.* **formare** – **training** *n* [U] **formazione** – **trainee** *n* [C] **persona in formazione**– **trainer** *n* [C] **formatore**

**wealth** *n* [U] the amount of money or possessions owned by an individual, organisation or country: *Accumulating wealth is the key to financial independence.* **ricchezza**– **wealthy** *adj* **ricco** **Collocations** **acquire / accumulate wealth**

**white-collar** *adj* employees who work in offices: *White-collar jobs are moving abroad.* **colletti bianchi**