

Intelligent Business

Pre-Intermediate Mini-Dictionary - French

activity *n* [C] something that you do, or something that a company does: [activité] *The company has different activities, for example making computer games and videos. Collocations work activities, business activities*

advertising *n* [U] telling people publicly about a product or service in order to persuade them to buy it: [publicité] *The cost of TV advertising is very high. Collocation advertising campaign – advertise v [annoncer, faire la publicité de] [T] advertisement n [C] abbreviation advert, ad a piece of film, a picture or writing used in advertising: [publicité, pub] I saw the advertisement in the newspaper yesterday.*

apology *n* [C] something that you say or write to show you are sorry for doing something wrong: [excuses] *The company sent an apology to their customers for their poor service. apologise v [+ for + -ing] [présenter ses excuses, + pour] We apologise for the inconvenience we have caused you.*

application *n* [C] a formal, written request for something [demande] – job application a formal request to be considered for a job: [demande d'emploi, candidature] *We are considering your application for the job of marketing manager. – apply v [+ for]: [poser sa candidature, + pour] He applied for the job of sales assistant. – job applicant n [C] [candidat] someone who is applying for a job*

assembly *n* [U] the process of putting the parts of a product together in manufacturing: [montage] *Parts are manufactured in Japan and assembly is done in Turkey. – assemble v [T] [monter] – assembly line n [C] [chaîne de montage] method of making goods, especially cars, in a factory. The product moves along a line of machines or workers, each adding a different part or doing a different job.*

bankrupt *adj* not having enough money to pay your debts and so not allowed to continue any business activities: [faillite] *A lot of people will lose their jobs if the company goes bankrupt.*

bonus *n* [C] an extra amount of money added to an employee's salary for doing difficult or good work: [prime, bonus] *The sales staff get excellent bonuses when they reach their sales targets.*

brainstorming *n* [U] a way of developing new ideas and solving problems by having a meeting where everyone makes suggestions and these are discussed: [séance de créativité, brainstorming] *The team held a brainstorming meeting to get ideas for selling the new product.*

brand *n* [C] a name that a company gives to a product so that people can recognise it easily: [marque] *We built the Veuve Cliquot brand slowly over seven years. Collocations brand name, brand image – branding n [U] [stratégie de marque]*

browse *v* [T] look for information on the internet: [naviguer] *About five hundred people browse our company website each day. Collocation browsing habits*

budget *n* [C] a detailed plan prepared by an organisation of how much

money it will receive, how much it intends to spend and how it will spend the money: [budget] *The department has a budget of \$4 million to spend on research.* Collocation *a tight budget* – budget v [I, T] [budgétiser]

business plan n [C] a document produced by a new company giving details of expected sales and costs, how the company can be financed and why it can expect to make money: [plan d'affaires, business plan] *The bank needs to see a business plan before it will provide money for the start-up.*

candidate n [C] someone that a company is considering for a job: [candidat] *We are interviewing the candidates on Friday.*

capacity n [U] the amount of something that a factory can produce: [capacité] *Our production capacity has increased with the new technology.*

capital n [singular, U] money used to start a business: [capital] *You'll need more capital if you want the business to succeed.*

career n [C] a profession or job you have trained for and intend to do for your working life, and which offers the chance to improve your status and salary: [carrière] *I'm hoping to have a career in law.* Collocations *careers advisor, careers advisory service, change careers*

challenge n [C] something difficult that you feel determined to solve or achieve: [défi] *The challenge for the company is how to pay its \$3 billion debt.*

claim n [C] request for payment for damage, injury, theft, etc. for which you are insured: [déclaration de sinistre] *If you want to make an insurance claim, you must fill out this form.* – claim v [T] [+ on] [faire une déclaration de sinistre, + pour] *He claimed for the damage on his car insurance.*

company n [C] an organisation that makes or sells goods or services in order to make money: [entreprise] *He works for a software company.*

competition n [U] a situation in which businesses are trying to be more successful than others by selling more goods and services and making more profit: [concurrence] *There is strong competition between the two companies.* – compete v [I] [être en concurrence] – competitor n [C] [concurrent] – competitive adj [compétitif]

complaint n [C] a written or spoken statement by someone saying that they are unhappy about something: [réclamation] *Our sales assistants are trained to deal with customer complaints in a friendly manner.* – complain v [+ about] [se plaindre, + de] *Many customers have complained about late delivery.*

component n [U] one part used in making a machine, vehicle, etc.: [composant] *The company supplies electrical components to the car industry.* Synonym **part** n [C] [pièce]

consumer n [C] a person who buys goods, products or services for their own use, not for business or to re-sell: [consommateur] *Consumers are demanding more choice and variety.*

contact n [C] a person you know who may be able to help or advise you because of the work they do: [contact] *He has a lot of contacts in the film industry.*

cost 1 n [C, U] the amount of money that you have to pay to buy or produce something: [coût] *The cost of land in the city centre is very high.* **2 costs** [plural] the money that a business must regularly spend in order to

continue its activities. [coûts] *Our profits are falling because of increasing costs.* Synonym *expenses* *n* [plural] Collocations *labour costs, manufacturing costs*

cover *v* [T] when an insurance policy covers someone or something, the insurance company will pay out if the person is injured; or if something is damaged, stolen, etc.: [couvrir] *The policy doesn't cover accidents that happen abroad.* – **cover** *n* [U] *The policy provides cover for loss, damage and theft.* [couverture]

creative *adj* producing or using new and interesting ideas: [créatif] *We need to find a creative solution to the problem of falling sales.* – **creativity** *n* [U] [créativité]

curriculum vitae abbreviation **CV** *n* [C] a document that gives details of a person's experience and qualifications: [curriculum vitae, CV] *It is important to prepare your CV in the right way.* Synonym *resumé* AmE

customer *n* [C] a person or organisation that buys goods or services from a shop or company: [client] *A customer telephoned this morning to ask about prices.*

customer satisfaction *n* [U] when customers who have paid for a product or service feel happy with it: [satisfaction de la clientèle] *Our main goal is to achieve customer satisfaction at all times.* – **satisfied, dissatisfied** *adj* [+ with] [satisfait, non satisfait, + de] *We are very dissatisfied with the service at your hotel.*

customer service *n* [U] when an organisation helps customers by answering questions, listening to complaints, giving product advice, etc.: [service à la clientèle] *The company says that it offers good customer service.* – **customer services** [plural] the department in a company that deals with customer service [service clientèle]

damage *n* [U] physical harm caused to something: The fire caused \$100,000 of damage. [dommages] – **damage** *v* [endommager][T] *The car was badly damaged in the accident.*

data *n* [U, plural] information or facts about a particular subject that someone has collected: [données] *We don't have a lot of data on customers' buying habits.*

database *n* [C] an organised collection of information that is stored on a computer: [base de données] *We are currently updating our customer files on the database.*

deal *n* [C] an agreement or arrangement, especially one that involves the sale of something [transaction, accord] **to get a good deal** get an agreement to buy or sell a product at a good price: [faire une bonne affaire] *We got a good deal when we bought this office as demand was low at the time.*

delivery *n* [C, U] the act or process of bringing goods to the place or person who has ordered them: [livraison] *We have arranged delivery of your order on Monday.* Collocations *just-in-time delivery, delivery date, delivery terms*

demand *n* [U] the total amount of a type of goods or services that people or companies want to buy: [demande] *There was strong demand for jeans last month.*

development 1 *n* [U] the growth or improvement of a business, industry

or economy: [développement] *The government is providing funding for regional development.* **2** [U] planning and making new products or services: [développement] *The company is investing a lot of money in product development.* Collocation *research and development*

direct mail *n* [U] advertisements that are sent in the post, often to people who are specially chosen because they might be interested in the product: [publipostage] *Over three billion items of direct mail were sent in the post last year.*

discount *n* [C] a reduction in the cost of a product or service, usually to encourage people to buy something: [remise] *We're offering a ten per cent discount on all furniture this week.* – **discount** *v* [T] [faire une remise]

discovery *n* [C] something you learn or find out that was hidden or not known about before: [découverte] *Researchers have made some interesting discoveries about human thinking.* – **discover** *v* [T] [découvrir]

distribution *n* [U] the activities of making goods available to customers after they have been produced, for example, moving, storing and selling goods: [distribution] *The company plans to use computers to improve distribution.*

diversify *v* [I] increase the range of goods or services a company produces: [diversifier] *Our company is diversifying into cosmetics* – **diversification** *n* [C, U] [diversification]

economy *n* [C] the system by which a country's goods and services are produced and used: [économie] *Europe's economy is expected to grow faster than the US.* Collocations *a strong economy, a weak economy*

efficiency 1 *n* [C] how well an industrial process, factory or business works so that it produces as much as possible from the time, money and resources that are put into it: [efficience] *We need to improve our efficiency if we want to become more profitable.* **2** how well and quickly a person works. [efficacité] – **efficient** *adj* [efficace] – **efficiently** *adv* [efficacement]

employment *n* [U] the number of people in an area or country who have jobs, the types of jobs they have, etc.: [emploi] *High employment is a key factor in a strong economy.*

employment *n* [U] work that you do to earn money: [emploi] *After leaving university, I'm going to look for employment.* – **employ** *v* [T] to pay someone to work for you: [employer] *The company employs 2,000 people worldwide.* – **employer** *n* [C] [employeur] a person or company that employs others – **employee** *n* [C] [employé] someone who works for another person or company

entrepreneur *n* [C] someone who starts a company, arranges business deals and takes risks in order to make a profit: [entrepreneur] *She's a successful entrepreneur who has started several profitable companies.*

etiquette *n* [U] the formal rules for polite behaviour in a group of people: [règles d'usage] *When you do business in a new country, it is important to be familiar with the etiquette.*

experience *n* [U] knowledge or skill that you have from doing a particular job: [expérience] *He has years of experience in selling.*

feedback *n* [U] advice or criticism about products, services or ideas. Companies may seek customer feedback by providing questionnaires

asking if customers are satisfied or not: [réaction, retour d'information] We conducted a survey to get feedback on customers' opinions about our products.

file *n* [C] a collection of information stored under a particular name on a computer, or in a box or paper cover: [fichier] Please check that the customer files are up-to-date. – **file** *v* [T] [classer] – **filing** *adj* [de classement] Collocations *computer files, filing system*

finance *n* [U] money provided or lent (for example by a bank) for investment in a business: [financement] We need finance to start manufacturing our new product. – **finance** *v* [T] [financer] Collocations *get finance, provide finance, raise finance*

flyer *n* [C] a small sheet of paper advertising something. Flyers are usually handed to people or delivered to people's houses: [prospectus] Let's use flyers to advertise the opening of our new store.

fraud *n* [U] a method of getting money illegally from a person or organisation often in a clever way: [fraude] Online banks need special software to protect against fraud. – **fraudulent** *adj* [frauduleux]

funding *n* [U] money which organisations, for example banks, lend to people and businesses for specific projects: [+ for] [financement, + pour] Jane Hunter got funding for her business from venture capitalists. Collocations *get funding, provide funding, raise funding*

funds *n* [plural] money that a person or organisation has available for a particular purpose: [fonds] Peter Jones is an entrepreneur with funds to invest in new business ideas.

goods *n* [plural] things that a company produces for sale or for use: [marchandises] Supermarkets buy goods and sell them to their customers.

graph *n* [C] a drawing that uses a line or lines to show the relationship between two sets of figures: [graphique] This graph shows sales figures for the year 2005.

growth *n* [U] an increase in the value of goods and services provided in a country or area: [croissance] Analysts are predicting strong economic growth next year. – **grow** *v* [I] [se développer] The market grew slowly last year.

guarantee *n* [C] a formal written promise to repair or replace a product if it has a fault within a period of time after you buy it: [garantie] The company offers a two-year guarantee on all electrical goods. – **guarantee** *v* [T] [garantir] This product is guaranteed for two years.

headhunting *n* [U] finding a manager with the right skills and experience to do a particular job, often by persuading a suitable person to leave their present job: [recrutement de cadres] We could ask a headhunting firm to find a new production director. – **headhunter** *n* [C] [chasseur de têtes, cabinet de recrutement de cadres]

hierarchy *n* [C] a structure in which the staff are organised in levels and people at one level have authority over those below them: [hiérarchie] The company president is at the top of the organisational hierarchy. – **hierarchical** *adj* [hiérarchique]

human resources abbreviation **HR** *n* [plural] the department in a company that deals with recruitment, training and helping employees:

[ressources humaines, RH] *He works in human resources.*

image *n* [C] the general opinion that most people have of a person, organisation or product: [image] *Good advertising helps to promote a company's image.*

industry 1 *n* [U] the production of goods or services to sell: [industrie] *Industry has become more competitive.* **2** [C] a particular type of industry or service: [industrie] *The car industry is producing too many cars.* – **industrial** *adj* [industriel]

inflation *n* [U] a continuing increase in the prices of goods and services: [inflation] *The rate of inflation was 4 per cent last year.*

information technology abbreviation **IT** *n* [U] the study or use of electronic processes for storing information and making it available [technologie de l'information]

infrastructure *n* [C, U] the basic systems and structures that a country needs to make economic activity possible, for example, roads, communications, electricity: [infrastructure] *The government invested 250 million in infrastructure.*

initiative *n* [U] the ability to make decisions and take action without waiting for someone to tell you what to do: [initiative] *Employees in our company are encouraged to use their initiative.*

innovation *n* [U] the introduction of new ideas or methods: [innovation] *The company encourages creativity and innovation.* – **innovative** *adj* [innovant, novateur]

insurance *n* [U] an arrangement in which a company collects money regularly in premiums from a person or organisation, and in return agrees to pay them a sum of money if they are involved in an accident, have something stolen, etc.: [assurance] *Travel companies recommend that their customers take out insurance.* Collocations *insurance claim, insurance company, insurance cover* – **insure** *v* [T] [+ against] [assurer, +contre] *We are insured against fire and theft.*

insurance policy *n* [C] an insurance contract covering a particular risk, and the document that gives details of this: [police d'assurance] *In the policy, it says that we can claim up to £1 million for medical expenses.*

interview *n* [C] a formal meeting where someone is asked questions to find out if they are suitable for a job: [entretien de recrutement] *I have an interview for a job at Microsoft next week.* – **interview** *v* [T] [faire passer un entretien]

investment *n* [C] money that people or organisations put into a business in the hope of making a profit: [+ in] [investissement, + dans] *Several rich people have made large investments in the space project.* Collocation *make an investment* – **investor** *n* [C] [investisseur] – **invest** *v* [I, T] [+ in] [investir, + dans]

job *n* [C] the regular paid work that you do for an employer: [travail] *What's your job? I'm applying for a new job.*

job satisfaction *n* [U] a feeling of happiness or pleasure in doing your job or achieving something in your job: [satisfaction professionnelle] *Job satisfaction is just as important to workers as a bonus.*

joint venture *n* [C] a business activity in which two or more companies

have invested together: **[coentreprise, joint venture]** *Ford and VW agreed a joint venture to build the Galaxy and Sharon models.*

just-in-time written abbreviation **JIT** *adj* if goods are produced or bought using a just-in-time system, they are delivered just before they are needed, which reduces the cost to the company of keeping goods for long periods of time **[juste-à-temps]** Collocations *just-in-time delivery, just-in-time manufacturing*

launch *v* [T] to make a new product available for sale for the first time: **[lancer]** *The company will launch a new model next month.*

location *n* [C] the place where something is, especially a building or a business: **[emplacement]** *All the company's offices are in good locations.*

logo *n* [C] a design or way of writing the name that a company or organisation uses as an official sign on its products and advertising: **[logo]** *Nike uses a tick as its logo.*

loss leader *n* [C] a product that is sold at a loss to encourage people to buy other more profitable products: **[produit d'appel]** *Supermarkets sometimes sell bread as a loss leader to bring customers into the store.*

loss *n* [U] when a business spends more money than it receives, or loses money on a particular deal or problem: **[perte]** *We had a loss of \$20 million last year.* Collocations *make a loss, suffer a loss – lose* *v* [T] **[perdre]**

loyal *adj* loyal employees stay with that company and don't seek jobs in other companies: **[fidèle]** *Martin has given 15 years of loyal service. – loyalty* *n* [U] **[fidélité]**

luxury *n* [C] something that is expensive and not really necessary, but pleasing and enjoyable: **[(de) luxe]** *The store sells luxury goods such as perfume.*

manufacture *v* [T] produce large quantities of goods for sale using machinery: **[fabriquer]** *Nike manufactures sports shoes. – manufacturer* *n* [C] **[fabricant]**

market share *n* [C, U] the percentage of sales that a company or product has in a market: **[part de marché]** *The company hopes to increase its market share by 5 per cent next year.*

marketing *n* [U] activities to design and sell a product or service by considering what buyers want or need: **[marketing, mercatique]** *We'll have to spend a lot on marketing to get customers back.*

motivation *n* [U] willingness and enthusiasm to do something without being told to do it: **[motivation]** *Many of our workers have little or no motivation. – motivate* *v* [T] [somebody to do something] **[motiver]**

multi-national *n* [C] a large company that has offices, factories and business activities in many different countries: **[multinationale]** *It is difficult for small local companies to compete with the multi-nationals.*

organisation *n* [C] a company, business, group, etc. that has been formed for a particular purpose: **[organisation]** *ANSI is an organisation in the US that fixes rules on the design of products. – organisational* *adj* **[organisationnel]** – *organise* *v* [T] **[organiser]**

pay *n* [U] the money someone receives for the job they do: **[salaire]** *The workers have asked for a pay increase.*

payback period *n* [C] the period of time needed to get back the cost of

an investment: **[délai de récupération]** *The payback period for space projects is very long.*

payment *n* [C] an amount of money that must be paid, or has been paid, or the act of paying it: **[paiement]** *Payment must be made within 30 days.* – **pay** *v* [+ for] **[payer, + pour]** *Shoppers are willing to pay more for famous brands.*

performance *n* [U] the way that someone does their job and how well they do it: **[performance]** *Some people criticised his performance as a manager.* – **perform** *v* [T] **[exécuter]**

potential *n* [U] the possibility of future success of a product or venture: **[potentiel]** *No one wanted to invest in the project because they didn't think it had much potential.*

power *n* [U] the ability or right to control people: **[pouvoir]** *We shouldn't give too much power to one man.* – **powerful** *adj* **[puissant]**

premium *n* [C] the amount paid for insurance during a particular period of time: **[prime]** *If you haven't paid your premiums, you will no longer be covered.*

price *n* [C, U] the amount of money for which something is bought, sold or offered: **[prix]** *The price of this picture is £6,000.*

pricing *n* [U] the prices of a company's products in relation to each other and in relation to the prices of competitors; also the activity of setting prices: **[prix, fixation des prix]** *We need to discuss our pricing if we want to boost sales.*

production *n* [U] the process of making or growing things to be sold as products, usually in large quantities: **[production]** *Toshiba is increasing production of its popular laptop computers.* – **producer** *n* [C] **[producteur]** – **produce** *v* [T] **[produire]** – **product** *n* [C] **[produit]**

productivity *n* [U] the relationship between the amount of goods that a factory produces and the resources needed to produce them: **[productivité]** *New technology has helped us to improve productivity.* – **productive** *adj* **[productif]**

profit margin *n* [C] the difference between the price a product or service is sold for and the cost of producing it: **[marge bénéficiaire]** *We can increase our profit margin by cutting the cost of production.*

profit *n* [C, U] money that you make from selling something or doing business in a particular period, after taking away costs: **[bénéfice]** *Coca-Cola reported strong profits last year.* Collocations *make a profit, earn a profit*

promote *v* [T] to give someone a better paid, more responsible job in a company or organisation: **[promouvoir]** *The company has promoted him to the post of managing director.* – **promotion** *n* [C] **[promotion]**

promote *v* [T] to try hard to improve sales of a product by advertising it, reducing its price, etc.: **[promouvoir, faire la promotion de]** *They are promoting her new film heavily.* – **promotion** *n* [C] **[promotion]** a special activity intended to sell a product or service

publicity *n* [U] the attention that a person or company gets from newspapers, television, etc.: **[publicité]** *The show received good publicity in the media.*

punctual *adj* arriving at exactly the time that has been arranged:
[ponctuel] *She's always very punctual for appointments.* – **punctuality** *n* [U]
[ponctualité]

qualification *n* [C] an examination that you passed at school, university or in your profession: [qualification] *Candidates must have a university qualification.* – **qualify** *v* [I] [se qualifier] – **qualified** *adj* [qualifié]

quality *n* [U] used to talk about how good or bad something is: [qualité] *Several customers complained about the poor quality of the service.*

radical *adj* a radical solution involves looking at the original source of the problem and making big, important changes [radical]

record *n* [C] a piece of information that is written down or stored on computer so that it can be looked at in the future: [enregistrement] *The sales team keeps a record of all customer enquiries.*

recruit *v* [T] to find new people to work for an organisation or company: [recruter] *We're recruiting 20 new graduates this year.* – **recruitment** *n* [U]
[recrutement]

refund *v* [T] to give someone their money back, for example, because they are not satisfied with the goods or services they have paid for: [rembourser] *We guarantee to refund your money if you are not fully satisfied.* – **refund** *n* [C] [remboursement]

region *n* [C] a large area of a country or of the world: [région] *The north-east region is developing more rapidly than the south.* – **regional** *adj*
[régional] Collocation *regional office*

relationship *n* [C] the way in which people or groups work together: [relation] *We have a good relationship with our partners in the US.*
Collocations *build a relationship, business relationship, develop a relationship, personal relationship, working relationship*

research *n* [C] serious study to find out new things about a subject: [recherche] *Before we develop any new products, we need to do more research.* Collocations *conduct research, market research* – **research** *v* [T]
[mener des recherches] – **researcher** *n* [C] [chercheur]

resource *n* [C] [usually plural] this can include the money, buildings, machinery, materials, skills and workforce that a company has available: [ressource] *The company doesn't have the resources to compete in a completely new market.* Collocations *human resources, financial resources*

responsibility *n* [U] something that you are in charge of in a particular job: [responsabilité] *The manager has responsibility for her department.* – **be responsible for something** [être responsable de quelque chose] *I'm responsible for telephone sales.*

retailer *n* [C] a business that sells goods to the general public and not to shops [détaillant] : *Dixons is a retailer of electronic goods.*

return on investment abbreviation **ROI** *n* [singular, U] the amount of profit on an investment in relation to the amount of money invested: [rendement du capital investi, RCI] *The project is risky and there may not be a good return on investment.*

reward *v* [T] to give payment for excellent work, high performance or special service: [récompenser] *We like to reward our staff when they reach their production targets.* – **reward** *n* [C, U] [récompense, prime]

risk *n* [C] the possibility of a particular type of damage against which you are covered: [risque] *Check in detail the risks that are covered by your policy.*

rule *n* [C] an official instruction that says how you should do things or what is allowed: [règle] *The phone companies are working under new rules now.*

salary *n* [C, U] money that you receive as payment for your work, usually every month: [salaire] *The company offers good salaries. Collocation to earn a salary*

sales *n* [plural] the value of goods and services that a company sells during a period of time: [ventes] *Sales increased following our successful advertising campaign last year.*

sales pitch *n* [C] what a salesperson says about a product to persuade people to buy it: [argumentaire, présentation commerciale] *The rep gave a ten-minute sales pitch about the new model.*

sales representative abbreviation **rep** *n* [C] a person who sells a company's products or services by speaking to customers on the phone or travelling to meet them: [représentant de commerce] *He travelled all over the US as a sales representative.*

sector *n* [C] all the organisations or companies in a particular area of industry: [secteur] *The number of jobs in the service sector is increasing.*

security *n* [U] feeling safe and free from worry about what might happen: [sécurité] *Cameras in the streets help to increase security.* – **secure** *adj* [sécurisé] *Collocations security cameras, security staff, security systems*

senior *adj* having a high position in an organisation or company: [supérieur, principal] *Senior managers have their own office and drive a company car.* – **seniority** *n* [U] [ancienneté]

service *n* [C] usually plural] a business that sells help, advice, consultancy, etc., not manufacturing: [service] *A lot of companies offer financial services now.*

share *n* [C] the ownership of a company is divided into shares, which can be made available for sale as a way to increase capital. Investors buy and sell shares in the hope of making a profit: [action] *He made a lot of money by investing in IBM shares.*

solution *n* [C] a way of dealing with a problem or difficult situation: [solution] *There are no simple solutions to the problem of unemployment.* *Collocation find a solution [+ for] [+ pour] – solve v [T] [résoudre]*

special offer *n* [C] a reduction in the price of something for a short time, to encourage people to buy it: [offre spéciale] *The company is running a special offer – a new phone for only £20.*

spending *n* [U] the amount of money an organisation or a person spends: [+ on] [dépenses, + en] *We need to increase spending on research and development.*

sponsor *v* [T] to give money to pay for a television programme, or sports or arts event, in exchange for advertising or to get public attention: [sponsorer, parrainer] *Mastercard is sponsoring the World Cup.* – **sponsor** *n* [C] a person or company that sponsors something [sponsor, parrain] – **sponsorship** *n* [U] [parrainage]

staff *n* [plural] the employees of an organisation: [personnel] *A new manager is going to join the staff next month.* Synonyms *employees, workers.*

start-up *n* [C] a new company that has started to do business recently: [entreprise en démarrage, start-up] *This bank specialises in providing finance for start-ups.*

status *n* [U] social or professional position in relation to other people: [statut] *Lawyers have high status in our society.* Collocations *high status, low status*

stock, stocks *n* [C, U] a supply of raw materials or parts that have been produced and are kept to be used when needed in manufacturing, or a supply of finished goods that are kept before being sold: [stock, stocks] *It is expensive to store large quantities of stocks.*

store 1 *v* [T] to keep things in a special place until you need them: [stocker] *You could store the paper in the photocopier room.* **2** *v* [T] to keep information on a computer or disk: [stocker] *We store all our customers' addresses on the sales database.*

strategy *n* [C] a plan for achieving a goal; the best way for a company to develop in the future: [stratégie] *We need to develop a strategy for exporting the company's products.* Collocations *pricing strategy, develop a strategy – strategic adj [stratégique]*

subordinate *n* [C] someone who has a lower position than someone else in an organisation: [subalterne] *I am responsible for six subordinates.*

supply *v* [T] to provide goods or services to customers, especially regularly over a long period of time: [fournir] *The company supplies products to the car industry.* – **supplier** *n* [C] [fournisseur] – **supply** *n* [approvisionnement] [C] [plural] **supplies** an amount of something that is available to be used: [réserves] *We have a good supply of components in stock.*

target market *n* [C] a group of people that a product is aimed at; advertising of the product is designed to make the product appeal to this group: [marché cible] *You can't sell a product if you don't know the target market.*

team *n* [C] a group of people who work together to do a particular job: [équipe] *We have an excellent sales team.*

technology *n* [U] knowledge dealing with scientific or industrial methods and the use of these methods in industry: [technologie] *New technology gives us the possibility to explore space.* – **technologies** [plural] different types of technology: [technologies] *The company is making use of different technologies to develop the new machine.*

term *n* [C] one of the conditions of an agreement, contract or legal document: [conditions générales] *According to the terms of the agreement, the company will pay within 10 days of accepting the claim.*

tradition *n* [C] a way of doing something that has existed for a long time [tradition] – **traditional** *adj*: [traditionnel] *We need to move away from the traditional way of thinking.*

training *n* [U] the process of teaching someone the skills and knowledge needed for a particular job: [formation] *The company is sending 30 workers*

to the US for training. – **train** v [T] [former] – **trainer** n [C] [formateur] – **trainee** n [C] [employé en formation, stagiaire]

trend n [C] the general way in which a particular situation is changing or developing: [tendance] *Economists study the trends in spending.*

unemployment n [U] the number of people in an area or country who don't have a job: [chômage] *Since the factory closed, there has been high unemployment in the area.* – **unemployed** adj [au chômage]

value n [C, U] the amount of money something is worth [valeur] – **value for money** of good quality, considering the price: [rapport qualité-prix] *These jeans are good value for money at only \$15.*

venture capitalist n [C] someone who invests money in new businesses: [capital-risqueur] *Venture capitalists invested over \$300 million in computer-related start-ups last year.*

venture n [C] a new business activity or project that involves taking risks: [société à capital-risque] *The company is starting on a new venture to build small private aircraft.*

waste v [T] to use more of something, especially time or money, than you need to, or to use it in a way that is not economical: [gaspillage] *We waste too much time repairing old equipment.* Collocations *waste time, waste money, waste resources* – **waste** n [U] [gaspiller]

website n [C] a program on a computer that is connected to the internet, showing information about a particular organisation, company or subject: [site Web] *You can find details of all our products on the company website.*

workforce n [C] all the people who work in a particular country, industry or workplace: [main d'oeuvre] *We are increasing our workforce from 1,200 to 1,400.*

working environment n [C] the general conditions in a workplace, including physical conditions (heat, light, noise, etc.) and relationships between people: [conditions de travail] *We have a very good working environment in our office.*