

merchandise

Household, personal-use, or commercial goods, wares, commodities, bought and sold in wholesale and retail.

gross turnover

Total value of transactions of a company in one year, without tax deductions

gross profit

(finance) the net sales minus the cost of goods and services sold

cost

The total spent for goods or services including money and time and labour

retail

The selling of goods to consumers; usually in small quantities and not for resale

Competitive

Showing a fighting disposition

supermarket

A large self-service grocery store selling groceries and dairy products and household goods

primary activities

the activities with which it started in business

holding company

A company with controlling shares in other companies

private corporation

A corporation owned by a few people; shares have no public market

directories

An alphabetical list of names and addresses

(computer science) a listing of the files stored in memory (usually on a hard disk)

solely regional newspapers

Newspapers that are sold and distributed only in one specific region

Sister company

is similar to the way in which a family is structured, two or more sister companies (sibling) share the same Parent Company or individual owner. Like a Subsidiary, it is a separately incorporated business.

profit center

Section or area of an organization to which revenue can be traced together with appropriate cost, so that profit can be ascribed to that area

commercial rates

normal prices for trade customers

board

A committee having supervisory powers. Group of department directors that are in charge of a company

executive team

A team responsible for the administration of a business

Person's opposite number

someone who does a similar job in a different organization

if you can't afford something

something you cannot buy

budget

A sum of money allocated for a particular purpose

specific objective

particular goal that should be executed

categorize something

Place it into or assign to a category

particular contribution

Any one of a number of individual efforts in a common endeavour

sales target

Number of goods that are planned to be sold, or wanted income

product line

A particular kind of product or merchandise

advertising

A public promotion of some product or service

The business of drawing public attention to goods and services

program

A system of projects or services intended to meet a public need

A series of steps to be carried out or goals to be accomplished

accurate

more precise

costing

Cost accounting

overprice

To set a price excessively high

shares

any of the equal portions into which the capital stock of a corporation is divided and ownership of which is evidenced by a stock certificate

bonds

A certificate of debt (usually interest-bearing or discounted) that is issued by a government or corporation in order to raise money; the issuer is required to pay a fixed sum annually until maturity and then a fixed sum to repay the principal

tendency

An attitude of mind especially one that favours one alternative over others

interest rate

The percentage of a sum of money charged for its use

exchange rate

The charge for exchanging currency of one country for currency of another

investments

Money that is invested with an expectation of profit

Customs declaration

A statement of taxable goods or of dutiable properties

deal with a firm

is to make any sort of arrangement with firm or company

container

a large metal boxlike object of standardized dimensions that can be loaded from one form of transport to another)

one-off

A happening that occurs only once and is not repeated

dutiable goods

Any kind of goods that succumb to customs duty

schedule

An ordered list of times at which things are planned to occur

Astray

It goes away from the right path or direction

book machine space

to decide when the particular job will be done on a machine

a work situation that is buoyant is

Characterized by liveliness

recession

The state of the economy declines; a widespread decline in the GDP and employment and trade lasting from six months to a year

accounting processes

financial records and book - keeping operations

cash flow

The excess of cash revenues over cash outlays in a give period of time (not including non-cash expenses)

check

[US] A written order directing a bank to pay money

reconcile two aims

To make a compromise between two opposite goals

financial objectives

financial goals that are expected to be achieved

year-to-date

For the period starting January 1 of the current year and ending today.

pro-rate

Make a proportional settlement or distribution

to do something deliberately is to do it:

on purpose

under spending

Spend less than the whole of (a budget, for example)

something that is fairly tight is:

quite rigorous

something that is spot-on is

Exactly right

relevant

Having a bearing on or connection with the subject at issue

audit fees

evaluated cost

exhaust a list is

to complete all the tasks given on it

outline

Describe roughly or briefly or give the main points or summary of

developed expertise

Gain skilfulness by virtue of possessing special knowledge

very senior people

board of directors

to identify problems is to

Recognize them

to conduct a review is

to do an evaluation

spirit of complete frankness

is to have honest principles in life

allocation budget

curtain amount of money that has been assigned for an end purpose and there for is not available for any other use

available market

a market on which we can place our goods

business position

Targeted position of a company

company targeting

competitive edge

An advantage of an company over competitor gained by offering consumers greater value, either by means of lower prices or by providing greater benefits.

concentrated marketing aka targeted marketing

small segment of a market that has been identified usually by small company in which to concentrate their efforts

differentiated marketing aka multiple marketing segmentation

A marketing in which marketer selects more than one target and then develops a separate marketing mix for each external opportunities

feedback

Response to an inquiry

information

A message received and understood

market restriction

Market limits defined by government

output

Production of a certain amount that has been completed by processing an input

presuppose

To suppose something ahead of time

profitability

The quality of affording gain or benefit or profit

property

Something owned

qualified market

market that is specialized in only one type of goods

scope

An area in which something acts or operates or has power or control

subsequent

following in time or order

utilization

The state of having been made use of

variable

Something that is likely to vary; something that is subject to variation

bookkeeper

Someone who records the transactions of a business

classified advertisements

A short ad in a newspaper or magazine (usually in small print) and appearing along with other ads of the same type

commodity

Article of commerce

depreciation

A decrease in price or value

entrepreneur

Someone who organizes a business venture and assumes the risk for it

gross national product

the total market value of goods and services produced by all citizens and capital during a given period

invoice

An itemized statement of money owed for goods shipped or services rendered

Manufacture

The organized action of making of goods and services for sale

market economy

An economy that relies chiefly on market forces to allocate goods and resources and to determine prices

net income

The excess of revenues over outlays in a given period of time (including depreciation and other non-cash expenses)

accrued interest

Interest accumulated in a period of time

bill of exchange

A document ordering the payment of money drawn by one person or bank on another

forwarding

The act of sending on to another destination

The advancement of some enterprise