## in company 2<sup>nd</sup> edition

## Upper-intermediate

## Case study: Head to head

headword	pronunciation	translation/notes	example sentence
accounts (n pl) accounts payable/receivable	/ə'kaunts/ /əˌkaunts 'peɪəbəl/rı'si:vəbəl/	Konten Kreditiorenkonten / Debitorenkonten	If you compare the <b>accounts payable</b> and <b>accounts receivable</b> columns, you can see immediately that the company is in trouble.
accuse (v)	/ə'kju:z/	jdn. einer Sache beschuldigen	Her employers accused her of theft.
afloat (adv) keep sth afloat	/ə'fləut/ /ki:p ˌsʌmӨɪŋ ə'fləut/	über Wasser, (hier:) liquide, schuldenfrei etw. liquide halten (auch: am Laufen halten)	£1 million is needed to <b>keep the institution</b> afloat.
allegation (n)	/æləˈgeɪʃən/	An-, Beschuldigung	She denied the <b>allegations</b> of fraud and corruption.
analysis (n) in the final analysis	/əˈnæləsɪs/ /m đə ˌfaɪnəl əˈnæləsɪs/	Analyse letzten Endes, letztlich	In the final analysis, it is up to the students to decide.
anonymous (adj)	/ə'nɒnəməs/	anonym	The bomb threat was made by an <b>anonymous</b> caller.
asset (n)	/ˈæset/	Vermögenswert, Aktivposten	The business has <b>assets</b> totalling £5.1 million.



asset-stripping (n)	/ˈæsetstrɪpɪn/	Ausschlachten von Anlagen, Zerschlagung durch Verkauf von Teil- bereichen	He has made a fortune by <b>asset-stripping.</b> If we sell the company to him, we will let the workforce down.
attractiveness (n)	/əˈtræktɪvnəs/	Attraktivität	In spite of the <b>attractiveness</b> of the offer, we decided not to sell the property.
attribute (v)	/əˈtrɪbju:t/	jdm. etw. zuschreiben	Her teachers <b>attributed</b> her learning difficulties to emotional problems.
bleak (adj)	/bli:k/	trostlos, trüb, düster	Textile workers face a <b>bleak</b> future.
bluff (v)	/blʌf/	bluffen	They said they'd had another offer, but we knew they were just <b>bluffing</b> .
<b>bomb</b> (n) drop a bomb	/bom/ /mad' e qanb/	Bombe eine Bombe werfen / fallen lassen	The Japanese visitors <b>dropped a bomb</b> by announcing they weren't going ahead with the deal.
break even (phr v)	/breik 'i:vən/	die Gewinnzone erreichen	After only two years in business, the restaurant <b>broke even</b> .
brush off (phr v)	/braʃ 'ɒf/	(hier:) zurückweisen	The Foreign Secretary <b>brushed off</b> suggestions that he had considered resigning.
buoyant (adj)	/ˈbɔːɪənt/	(hier:) lebhaft, heiter	The housing market remains <b>buoyant</b> .
capital (n) working capital	/ˈkæpɪtəl/ /ˌwɜ:kɪŋ ˈkæpɪtəl/	Kapital Betriebskapital	The company owns considerable assets but is currently short of <b>working capital</b> .
closure (n)	/'kləʊʒə/	Schließung	The children's hospital is threatened with <b>closure</b> .



<pre>cold (adj)   (opposite = hot)   go cold on sb/sth</pre>	/kəuld/ /gəu 'kəuld ɒn ˌsʌmbədi/ˌsʌmӨɪŋ/	kalt (Gegenteil = heiß) sich von etw. / jdm. zurückziehen, das Interesse verlieren	Investors have suddenly gone cold on the venture.
comment (v) refuse to comment	/'koment/ /rɪˌfju:z tə 'koment/	kommentieren einen Kommentar verweigern	The spokesman refused to comment.
<pre>concerned (adj) (opposite = unconcerned) not be concerned</pre>	/kənˈsɜːnd/ /nɒt bi: kənˈsɜːnd/	besorgt, beunruhigt, beteiligt, betroffen (Gegenteil = unbe- teiligt, unbesorgt, nicht betroffen) nicht betroffen sein	'Are you aware that the train drivers are threatening to strike?' 'Yes, but I'm not concerned.'
confirm (v)	/kən¹fɜ:m/	bestätigen	The study <b>confirms</b> the findings of earlier research.
consolation (n) come as some consolation to sb	/kɒnsə'leɪʃən/ /ˌkʌm əz sʌm kɒnsə'leɪʃən tə ˌsʌmbədi/	Trost jdm. ein Trost sein	It came as some consolation to Rachel to know that no one else had passed the test.
corruption (n)	/kəˈrʌpʃən/	Korruption, Bestechung	The bank was closed down amid allegations of corruption and fraud.
count against sb/sth (phr v)	/ˈkaʊnt əˌgenst ˌsʌmbədi/ˌsʌmӨɪŋ/	zu jds. Nachteil sein, als Nachteil gewertet werden	I'm worried that my age might count against me.
critical mass (n) gain critical mass	/'krıtıkəl mæs/	kritische Masse eine kritsche Masse	The company hopes to <b>gain critical mass</b> by



	/gein 'kritikəl mæs/	bekommen	buying another airline.
decided (adj)	/dr'saidəd/	entschieden, eindeutig	Our holiday was a <b>decided</b> improvement on last year's.
decline (n)	/dɪˈklaɪn/	Nieder-, Rückgang	There has been a steady <b>decline</b> in public services over recent years.
in decline	/ın dı'klaın/	im Niedergang	Agriculture is <b>in decline</b> in many Third World countries.
depreciation (n)	/dɪˈpriːʃɪˌeɪʃən/	Wertverlust, Abschreibung	I usually buy a car that is not brand new because there will be less <b>depreciation</b> .
dig in (phr v)	/dɪg 'ɪn/	sich verschanzen / eingraben	Both sides are <b>digging in</b> for a long and bitter dispute.
dirty (adv) (opposite = clean) play dirty	/'dɜ:ti/ /pleɪ 'dɜ:ti/	schmutzig (Gegenteil = sauber) mit schmutzigen Tricks arbeiten, mit unlauteren Methoden arbeiten	The opposition had started to <b>play dirty</b> .
disinformation (n) (opposite = information)	/dɪsɪnfə'meɪʃən/	Desinformation (Gegenteil = Information)	The directors were accused of deliberately feeding <b>disinformation</b> to the press.
dismissive (adj)	/dɪs'mɪsɪv/	abweisend, geringschätzig abtuend	Many scientists are <b>dismissive</b> of a link between mobile phones and cancer.
dividend (n)	/'dɪvɪdend/	Dividende	Shareholders receive <b>dividends</b> twice a year.
eat into sth (phr v)	/ˈiːt ɪntə ˌsʌməɪŋ/	etw. angreifen, an etw. nagen	Increased overheads are eating into their profits.



eliminate (v)	/ɪˈlɪmɪneɪt/	(hier:) streichen, eliminieren	He has <b>eliminated</b> dairy products from his diet.
embattled (adj)	/em'bætəld/	attackiert, bedrängt	He called on the nation to give the <b>embattled</b> president a chance.
entirety (n) in its entirety	/en'taɪərəti/ /ɪn ɪts en'taɪərəti/	Ganzheit in seiner Ganzheit, ganz	The film should be shown <b>in its entirety</b> or not at all.
equity (n)	/'ekwəti/	Eigenkapital	Employees hold 3% of the <b>equity</b> in the company.
ethical (adj) (opposite = unethical)	/'e⊕ıkəl/	ethisch, moralisch (Gegenteil = unethisch, unmoralisch)	Is it really <b>ethical</b> to keep animals in zoos?
expertise (n)	/ekspə'ti:z/	Wissen, Know-how, Expertise	The company is keen to develop its own <b>expertise</b> in the area of computer programming.
expletive (n)	/eks'pli:tɪv/	Kraftausdruck	I know it's a letter of complaint but I think you should remove all those <b>expletives</b> .
finalise (v)	/ˈfaɪnəlaɪz/	(hier:) ausarbeiten, -bereiten	We still need to <b>finalise</b> a few details.
formidable (adj)	/ˈfɔːmɪdəbəl/	einzigartig, beein- druckend, respekt- einflößend	The company has built up a <b>formidable</b> reputation for quality.
free market (n)	/fri: 'ma:kɪt/	(freier) Markt	In a <b>free-market</b> economy, there should be the minimum of state intervention and regulation.
green shoot (n)	/gri:n ˈʃu:t/	zarter / junger Trieb	Just when shareholders were beginning to enjoy the company's <b>green shoots</b> of growth, the stock market crashed.
head (n)	/hed/	Kopf	

This file has been downloaded from <a href="www.hueber.de">www.hueber.de</a>.
It is photocopiable, but all copies must be complete pages.
© Macmillan Publishers Limited 2010.

German Translation © Hueber Verlag 2010.



go head to head	/gəu hedtə'hed/	Kopf an Kopf liegen	The two teams <b>go head to head</b> on Sunday.
high (n)	/haɪ/	Hoch	Attendances at matches are at an all-time <b>high</b> .
hold (n) get hold of sb	/həuld/ /get 'həuld əv ˌsʌmbədi/	Halt jdn. auftreiben / erwischen	Can you <b>get hold of Mike</b> and tell him the meeting's postponed?
holding (n)	/'həuldɪn/	Anteil	Small shareholders should think carefully before selling any <b>holding</b> .
horizon (n) on the horizon	/hə'raɪzən/ /ɒn đə hə'raɪzən/	Horizont am Horizont	I've got some job possibilities on the horizon.
horror (n)	/'hɒrə/	Entsetzen, Grauen	Rumours of a takeover sent a chill of <b>horror</b> through Tom's veins.
impeccable (adj)	/ɪm'pekəbəl/	makellos, einwandfrei	Their standards of service are <b>impeccable</b> .
impression (n) be under the impression that	/im'preʃən/ /bi: ¡ʌndə đə im'preʃən đæt/	Eindruck unter dem Eindruck stehen, dass	I was under the impression that you had been here before.
inheritance (n)	/ın'heritəns/	Erbschaft	They have been trying to withhold my <b>inheritance</b> from me.
initiative (n)	/ɪ'nɪʃətɪv/	Initiative	The document sets out a number of <b>initiatives</b> designed to address the problem of child poverty.
insist (v)	/ɪn'sɪst/	auf etw. bestehen	'Staff are doing everything they can to cooperate,' the director <b>insisted</b> .
institution (n)	/ɪnstɪ'tju:ʃən/	Institution	She was an <b>institution</b> in our community where she lived for 40 years.



interpretation (n)	/ɪntɜ:prə'teɪʃən/	Deutung, Interpretation	The police's <b>interpretation</b> of their transactions was rather different.
intervention (n)	/ɪntəˈvenʃən/	Einmischung	We do not need further government <b>intervention</b> .
inventory (n)	/'ɪnvəntəri/	(hier:) Bestandsauf- nahme	We made an <b>inventory</b> of the missing items.
jump-start (v)	/флтр'sta:t/	Starthilfe geben	Attempts to <b>jump-start</b> the economy have finally been successful.
killing (n) make a quick killing	/ˈkɪlɪŋ/ /meɪk ə kwɪk ˈkɪlɪŋ/	(hier:) Abschuss (hier:) schnell Gewinn / großen Reibach machen	Asset-strippers have no interest in businesses but only want to <b>make a quick killing</b> .
leak (n)	/li:k/	Leck	Jackson said he did not believe the <b>leaks</b> came from his office.
leak (v)	/li:k/	(hier:) jdm. etw. zuspielen	Staff were interviewed to find out who <b>leaked</b> the story.
liability (n)	/laɪə'bɪləti/	Verbindlichkeiten	The company's <b>liabilities</b> include a huge debt to the government.
light (n) in the light of sth	/'laɪt/ /ɪn đə 'laɪt əv ˌsʌmӨɪŋ/	Licht, Helligkeit im Licht(e) von etw., in Anbetracht	In the light of your good record, we've decided to overlook this offence.
liquidation (n)	/lɪkwɪ'deɪʃən/	Auflösung	<b>Liquidation</b> of these three divisions is our best option for maximising shareholder value.
mandate (n)	/'mændeɪt/	(hier:) Auftrag	Their <b>mandate</b> is to report back by March on how the new tax law will change employment.
market share (n)	/ˌma:kɪt 'ʃeə/	Marktanteil	This year we have increased our <b>market share</b> by 20%.

This file has been downloaded from <a href="www.hueber.de">www.hueber.de</a>.
It is photocopiable, but all copies must be complete pages.
© Macmillan Publishers Limited 2010.

German Translation © Hueber Verlag 2010.



mastermind (n)	/'mɑ:stəmaɪnd/	Drahtzieher, Superhirn, Vordenker	Vogt was the financial <b>mastermind</b> behind Transco's success.
match (v)	/mætʃ/	(hier:) gleichkommen, entsprechen	Our office failed to <b>match</b> the growth of the rest of the company.
maximise (v)	/ˈmæksɪmaɪz/	maximieren	We aim to <b>maximise</b> profits over the next year.
modest (adj)	/'mpdəst/	bescheiden	His income was <b>modest</b> compared with that of other chief executives.
motion (n) pass/propose/reject/table a motion	/ˈməʊʃən/ /pa:s/prəˌpəuz/rɪˌʤekt/ˌteɪbəl ə ˈməʊʃən/	(hier:) Antrag einen Antrag genehmigen / stellen / ablehnen / einbringen	The committee <b>rejected the motion</b> to reduce the workforce by 10%.
net (adj) (opposite = gross)	/net/	netto (Gegenteil = brutto)	Net earnings per share amounted to £0.78.
network (v)	/'netw3:k/	vernetzen	Techies dream of a world in which data can <b>be</b> wirelessly <b>networked</b> between PCs, laptops and smart phones.
nick (n) come just in the nick of time	/nık/ /ˌkʌm ʤʌst ɪn đə nık əv 'taɪm/	Kerbe, Scharte gerade zur rechten Zeit kommen	Authorisation from the bank came just in the nick of time.
obsolete (adj)	/ˈrbsəli:t/	(technisch) überholt	Most computer hardware rapidly becomes obsolete.
ongoing (adj)	/ˈnngəuɪn/	(hier:) (aktuell) laufend	The <b>ongoing</b> investigation into hospital practices has raised some important issues.
outstanding (adj)	/aut'stændɪŋ/	(hier:) ungeklärt	Talks will resume next month to discuss the <b>outstanding</b> issues.



pace (n) keep pace with sth	/peis/ /ki:p 'peis wi\text{\tin}\text{\tetx{\text{\text{\text{\text{\text{\texi}\text{\texi{\text{\text{\ti}\text{\text{\texi{\texi{\texi{\texi{\texi}\text{\texi}\texi{\texit{\text{\texi{\texi{\texi{\texi{\texi}\texi{\texi{\texi	Schritt, Geschwindig- keit Schritt halten mit etw.	The government is not allowing salaries to <b>keep</b> pace with inflation.
package (n)	/ˈpækɪʤ/	Paket	This <b>package</b> was designed to stabilise the economy in South Korea.
parasite (n)	/ˈpærəsaɪt/	Parasit	Asset-strippers are <b>parasites</b> who have no interest in businesses but only want to make a quick killing.
pioneer (n)	/рагә'пгә/	Wegbereiter, Pionier	The firm has been a <b>pioneer</b> in the pharmaceutical field since 1953.
pitifully (adv)	/ˈpɪtɪfəli/	erbärmlich, erschreckend	Last month's profits were <b>pitifully</b> small.
plug in (phr v)	/plng 'm/	anschließen	Can you see where the printer <b>plugs in</b> ?
pore over sth (phr v)	/ˈpɔ:r əʊvə ˌsʌməɪn/	über etw. brüten	Ben was poring over designs with an engineer.
predecessor (n)	/pri:dı'sesə/	Vorgänger/in	Algood seems to have learned nothing from the faults of his <b>predecessors</b> .
premature (adj)	/premə'tjuə/	verfrüht, vorzeitig	It's a little <b>premature</b> to talk about concluding a deal.
profit (n) turn a healthy profit	/'prɒfit/ /tɜ:n ə ˌhelθi 'prɒfit/	Gewinn, Profit einen gesunden Gewinn / eine gesunde Rendite erzielen	Investors have turned a healthy 14% profit in just 3 months.
propose (v)	/prə'pəuz/	vorschlagen	It was proposed that we postpone making a decision until next month.
proposed (adj)	/prə'pəuzd/	vorgeschlagen	How will the <b>proposed</b> ban affect farmers?



R & D (n) (= research and development)	/ɑ:rən'di:/	F&E (Forschung und Entwicklung)	Increasing the <b>R &amp; D</b> budget would mean we could turn some of our designs into new products for next season.
race (n) stay in the race	/reis/ /stei in đə 'reis/	Rennen, Wettkampf im Rennen bleiben	We need to make our prices more competitive if we want to <b>stay in the race</b> .
reconstruction (n)	/ri:kən'strʌkʃən/	Wiederaufbau	<b>Reconstruction</b> is already under way after the floods.
regrettable (adj)	/rı'gretəbəl/	bedauerlich	It is <b>regrettable</b> that so many people have lost their jobs because of this.
regulation (n)	/regju:'leɪʃən/	Regulierung	The government has promised stricter <b>regulation</b> of the stock market.
reluctance (n)	/rr'lʌktəns/	Widerwillen, -streben	Julia's <b>reluctance</b> to join the party was a mystery.
renewal (n)	/rɪ'nju:əl/	Erneuerung	Recently we have seen a period of economic renewal.
return (n) get a decent return	/rɪ'tɜ:n/ /get ə ˌdi:sənt rɪ'tɜ:n/	(hier:) Ertrag, Rendite einen anständigen Ertrag bekommen	We were able to <b>get a decent return</b> of 10% on our investment.
revenue (n)	/ˈrevənjuː/	Erträge, Einnahme(n)	The magazine had been losing advertising revenue for months.
revive (v)	/rɪ'vaɪv/	wiederbeleben, zu neuem Leben erwecken	Jenkins certainly has the ability to <b>revive</b> Australian women's tennis.
ride out (phr v) ride out a recession	/raid 'aut/ /raid 'aut ə rəˌseʃən/	(hier:) heil überstehen eine Rezession heil überstehen	We hope to <b>ride out this recession</b> better than last time.



scale (n)	/skeɪl/	Waage, Maßstab, Skala	
economy of scale	/ɪˌkɒnəmi əv 'skeɪl/	Skaleneffekt, Mengen- degression	To achieve <b>economies of scale</b> we need to bring another two refineries on stream.
securities (n pl)	/sɪˈkjʊərɪtɪz/	Staatsanleihen, -papiere	The company holds one million dollars in US government securities.
sentiment (n)	/'sentɪment/	(hier:) Stimmung, Gefühle	His party had encouraged nationalist sentiment.
sew up (phr v)	/səʊ 'ʌp/	(hier:) unter Dach und Fach bringen	We've got the deal <b>sewn up</b> now.
shape (n) in great shape	/ˈʃeɪp/ /ɪn greɪt ˈʃeɪp/	(hier:) Form in guter Form	The <b>team</b> will start the new season <b>in great</b> shape.
shrink (v)	/ʃrɪn̞k/	schrumpfen	The company's profit margins <b>shrank</b> from 32.5 per cent to 17 per cent.
sizeable (adj)	/ˈsaɪzəbəl/	beträchtlich, ansehnlich, erheblich	He receives a <b>sizeable</b> income from letting properties.
speak (v) speak for itself	/spi:k/ /'spi:k fər ɪtˌself /	sprechen, reden für sich sprechen	His success as a lawyer speaks for itself.
speculation (n)	/spekjə'leɪʃən/	Spekulation	There has been a great deal of <b>speculation</b> about what will happen after the elections.
stake (n)	/steɪk/	Anteil	RCS has bought a majority <b>stake</b> in Majestic Films.
stall (v)	/sto:l/	(hier:) zum Stillstand bringen / kommen	Talks <b>have stalled</b> and both sides are preparing for war.

stand (v)	/stænd/	stehen	Where does the President <b>stand</b> on this issue?
steady (adj)	/'stedi/	stetig, beständig	Slow but <b>steady</b> progress has been made towards concluding the deal.
stick with sb (phr v)	/ˈstɪk wɪӨ ˌsʌmbədi/	etw. beibehalten, bei etw. bleiben	They're going to <b>stick with</b> the same team as last Saturday.
stimulus (n)	/ˈstɪmjələs/	Anreiz	The government hopes that lower interest rates will be a <b>stimulus</b> to investment.
stone-cold (adv) stone-cold dead	/stəun'kəuld/ /stəun <sub>ı</sub> kəuld 'ded/	eiskalt mausetot	Interest in the local arts festival is <b>stone-cold</b> dead.
strategic (adj)	/strə'ti:ʤɪk/	strategisch	She was responsible for the firm's <b>strategic</b> planning.
strike (v)	/straɪk/	zuschlagen	Police say they fear the man could <b>strike</b> again.
struggling (adj)	/ˈʃtrʌgəlɪn/	(hier:) notleidend, um das wirtschaftliche Überlegen kämpfend	The government has pledged to support struggling farmers through the latest health scare.
subsidiary (adj)	/sʌb'sɪdjəri/	(hier:) untergeordnet	One of their <b>subsidiary</b> objectives is to study the factory's impact on local wildlife.
suspicious (adj)	/sə'spɪʃəs/	misstrauisch	Colleagues became <b>suspicious</b> when he started acting strangely.
sustained (adj)	/sə'stemd/	nachhaltig	The country has seen <b>sustained</b> economic development over the last 18 months.
switch (v)	/switʃ/	wechseln, tauschen	Then he <b>switched</b> sides and turned against his former allies.



table (v) table a motion	/'teɪbəl/ /'teɪbəl ə ˌməʊʃən/	einbringen einen Antrag ein- bringen	A number of motions were tabled by the opposition.
tear sth away from sb (phr v)	/'teə ˌsʌmӨɪŋ əˌweɪ frəm ˌsʌmbədi/	etw. von jdm. weg- reißen, jdm. etw. ent- reißen	The family firm was torn away from him when he was only 25.
techie (n)	/'teki/	Technikfreak	<b>Techies</b> dream of a world in which data can be wirelessly networked between PCs, laptops and smart phones.
tender (n)	/'tendə/	Angebote, Kostenvor- anschläge	The authorities have invited international <b>tenders</b> for the project.
threat (n)	/Oret/	Bedrohung, Drohung	They face the <b>threat</b> of terrorism every day.
pose a real threat	/¡pəuz ə rıəl 'Өret/	eine wirkliche Bedrohung darstellen	We are being told that the accident <b>poses no real threat</b> to the environment.
time (n) time will tell	/taim/ /taim wil 'tel/	Zeit die Zukunft wird zeigen, es wird sich erweisen	Time will tell whether he made the right choice.
topple (v)	/'topəl/	stürzen	A civil war might <b>topple</b> the government.
turnaround (n)	/'ts:nəraund/	Wende	Over the last five months the country has seen an economic <b>turnaround</b> .
unreliable (adj) (opposite = reliable)	/ʌnrɪˈlaɪəbəl/	unzuverlässig (Gegenteil = zuverlässig)	The car's <b>unreliable</b> in wet weather.
uptick (n)	/'Aptık/	Aufwärtsknick	The share price is finally showing a decided uptick.



upturn (n) upturn in sb's fortunes	/'apt3:n/ /'apt3:n in sambədiz sotijənz/	Aufschwung, Belebung Belebung von jds. Schicksal	Last month saw an unexpected upturn in the industry's fortunes.
viciously (adv)	/ˈvɪʃəsli/	bösartig	Police have reported several <b>viciously</b> savage attacks.
vulnerable (adj)	/'vʌlnərəbəl/	verwundbar	We are in the <b>vulnerable</b> position of producing barely half our food.
wireless (adj)	/'warələs/	drahtlos	I use a wireless modem to connect to the Internet.
wirelessly (adv)	/ˈwaɪələsli/	drahtlos	Techies dream of a world in which data can be wirelessly networked between PCs, laptops and smart phones.
word (n) the word is	/w3:d/ /đə 'w3:d ız/	Wort, (hier:) Gerücht man sagt / munkelt	The word is that her latest book is the best yet.
work (n) have your work cut out for you	/w3:k/ /hæv jə 'w3:k kʌt ˌaut fə ju:/	Arbeit die Arbeit genau auf jdn. zuschneiden	We'll have our work cut out for us if we want to maintain sales at this level.