

in company 2nd edition

Upper-intermediate

Unit 6

headword	pronunciation	translation/notes	example sentence
abuse (n)	/ə'bjʊ:s/	Missbrauch	This is clearly an abuse of power.
abuse (v)	/ə'bjʊ:z/	missbrauchen	Those with access to private information must not abuse that trust.
acceptable (adj) (opposite = unacceptable)	/æk'septəbəl/	akzeptabel, annehmbar (Gegenteil = inakzeptabel, unannehmbar)	The proposals must be acceptable to the shareholders.
acquire (v)	/ə'kwɪə/	erwerben, kaufen	The business was acquired from Orion four years ago.
acquisition (n)	/ækwə'zɪʃən/	Erwerb, Kauf	The industry's wave of mergers and acquisitions continues.
action plan (n)	/'ækʃən plæn/	Aktions-, Handlungs-, Maßnahmenplan	The school has been given one month to come up with an action plan .
add up (phr v)	/æd 'ʌp/	stimmen, aufgehen	There's something about this case that just doesn't add up .
advance (n)	/əd'vɑ:ns/	Fortschritt	In spite of all its advances , medical science still knows little about the brain.

agenda (n)	/ə'ʤendə/	Tages-, Geschäfts- ordnung	Can we stick to the agenda , please. We don't have much time.
hidden agenda	/ˌhɪdən ə'ʤendə/	Hintergedanke, verborgenes Motiv	It turns out that Richard has a hidden agenda because his sister-in-law works for the company he's recommending.
anticipate (v)	/æn'tɪsɪpeɪt/	vorhersehen, vorweg- nehmen, antizipieren	The businesses that will survive will be those that anticipate changes in technology.
assign (v)	/ə'saɪn/	zuweisen	It's his job to assign tasks to the various members of the team.
authority (n)	/ɔ:'θɒrəti/	Autorität, wahrer Experte (hier:) Amtsbefugnis, Macht	Charles was an authority on antique musical instruments. In practice it is difficult for the President to exercise his authority .
back and forth (adv)	/'bæk ən fɔ:θ/	vor und zurück	We ran back and forth , carrying buckets of water.
background (n)	/'bækgraʊnd/	Hintergrund	Let me give you a bit of background about myself.
barrier (n)	/'bæriə/	Hindernis, Barriere	Language differences did not appear to be a barrier .
base rate (n)	/'beɪs reɪt/	Leit-, Eckzins	There is no improvement in the property market as experts warn of another rise in base rates .
blues (n pl)	/'blu:z/	Trübsinn, Blues	James has got the back-to-school blues .
bonanza (n)	/'bɒ'nænzə/	Goldgrube, Glücksfall	The takeover deal is a bonanza for small companies hoping to make a quick profit.

boom (n)	/bu:m/	Hochkonjunktur, Boom	The island is experiencing a boom in tourism.
borderless (adj)	/'bɔ:dələs/	grenzenlos, ohne Grenzen	We're operating in a global market, the so-called borderless economy.
box (n) think outside the box	/bɒks/ /θɪŋk aʊtˌsaɪd ðə 'bɒks/	Schachtel quer denken, über den Tellerrand hinaus- schauen	Employees are encouraged to think outside the box and develop creative solutions.
breakdown (n)	/'breɪkdaʊn/	Zusammenbruch	They blamed the confusion on a breakdown in communication between departments.
build sth up (phr v)	/bɪld ˌsʌmθɪŋ 'ʌp/	etw. aufbauen	Stevens played a key role in building up the company.
buy into (phr v)	/baɪ 'ɪntʊ/	sich in etw. einkaufen	Moves to buy into other companies have failed.
buy up (phr v)	/baɪ 'ʌp/	aufkaufen	Developers bought up old theatres and converted them into cinemas.
calm down (phr v)	/'kɑ:m daʊn/	beruhigen	Calm down and tell us what's going on.
case (n) make a case for sth	/keɪs/ /meɪk ə 'keɪs fɔ ˌsʌmθɪŋ/	Fall für etw. plädieren, starke Argumente für etw. liefern	A case can be made for reducing taxes right now.
ceremonial (adj)	/'serə,məʊniəl/	zeremoniell	This drum is only used on ceremonial occasions.
chair (v)	/'tʃeə/	Stuhl, Sitz, (hier:) Vorsitz	She subsequently chaired the executive board of the UN Children's Fund.
check up on sb (phr v)	/tʃek 'ʌp ɒn ˌsʌmbədi/	jdn. überprüfen, auch: idm hinter-	Are you checking up on me again?

		herspionieren	
closed-circuit television (CCTV) (n)	/kləʊʒd'sɜ:kət ɪ'teləvɪʒən / /si:si:ti:'vi/	Videoüberwachung (sanlage)	The attack was caught on the shopping centre's CCTV .
come in (phr v)	/kʌm 'ɪn/	einsteigen, sich beteiligen	I'd like to come in here and make a suggestion.
comparable (adj) (opposite = incomparable)	/'kɒmpərəbəl/	vergleichbar (Gegenteil = unvergleichbar)	The salary is comparable to that of a junior doctor.
compensation (n)	/kɒmpən'seɪʃən/	Entschädigung	She was awarded £2,000 compensation for her injuries.
confidentiality (n)	/kɒnfi'denʃr'æləti/	Vertraulichkeit	Patient confidentiality is one of our top priorities.
conflict (n)	/'kɒnflɪkt/	Konflikt	The management team is keen to resolve the conflict over wages.
confused (adj)	/'kɒn'fju:zd/	verwirrt, durch- einander	I'm still a little confused about what happened.
consensus (n)	/kən'sensəs/	Einigkeit, Konsens	We are still hopeful that further talks will result in a consensus .
contingency plan (n)	/kən'tɪndʒənsi plæn/	Notfallplan	Selling off some of our smaller operations is part of our contingency plan .
contribution (n)	/kɒntrɪ'bju:ʃən/	Beitrag	This programme could not have been successful without Ken's valuable contribution .
cost (n) at all costs	/kɒst/	Kosten um jeden Preis	She was determined to win at all costs .

	/æt ɔ:l 'kɒsts/		
covert (adj)	/'kəʊvɜ:t/	verdeckt	Detectives often use covert video surveillance.
crackdown (n)	/'krækdaʊn/	Razzia	Police are launching a new crackdown on drug users.
crash (n)	/kræʃ/	Zusammenbruch, Crash	Hundreds of small enterprises have gone out of business following the stock market crash .
credit crunch (n)	/'kredit krʌŋʃ/	Kreditklemme, -krise	In spite of the credit crunch , our sales last month were up on the previous December.
cross-functional (adj)	/krɒs'fʌŋkʃənəl/	funktionsübergreifend	Working in cross-functional teams gives us much greater flexibility.
customer-oriented (adj)	/'kʌstəmə 'ɔ:rɪəntəd/	kundenorientiert	The customer-oriented approach has boosted sales.
cutting-edge (adj)	/kʌtɪŋ'edʒ/	auf dem neusten Stand, Spitzen-	New funding has enabled the hospital to purchase cutting-edge technology.
debate (n)	/dɪ'beɪt/	Debatte	The proposals provoked a fierce debate .
deepen (v)	/'di:pən/	vertiefen	The economic crisis has deepened .
de-layer (v)	/di:'leɪə/	Hierarchiestufen reduzieren	In a complete restructuring of the company, the old hierarchy has been de-layered .
deliberate over sth (phr v)	/də'ɪləbeɪt əʊvə ˌsʌmθɪŋ/	über etw. nachdenken	The directors deliberated over the various proposals for several weeks.
democratic (adj)	/demə'krætɪk/	demokratisch	This is a democratic organisation where we listen to the views of all our employees.
democratise (v)	/də'mɒkrətaɪz/	demokratisieren	The new board has democratised the company,

			giving employees a vested interest in its success.
depression (n)	/di'preʃən/	Wirtschaftskrise, Depression	The country is sliding into a depression .
depth (n) in depth	/depθ/ /ɪn 'depθ/	Tiefe ausführlich, gründlich	This subject will be covered in depth next term.
differ from (phr v)	/'dɪfə frɒm/	sich unterscheiden von	English differ from Spanish in that it is not pronounced as it is written.
digression (n)	/daɪ'greʃən/	Abschweifung, Exkurs	After several digressions , the speaker finally returned to the main point of his argument.
diplomacy (n)	/di'pləʊməsi/	Diplomatie	Tact and diplomacy are skills that every good receptionist has.
disagreement (n) (opposite = agreement)	/dɪsə'grɪ:mənt/	Meinungsverschiedenheit, Uneinigkeit, Streit	There has been considerable disagreement over how best to deal with the crisis.
disappointing (adj) (opposite = promising)	/dɪsə'pɔɪntɪŋ/	enttäuschend (Gegenteil = vielversprechend)	This year's sales figures were very disappointing .
discipline (v)	/'dɪsɪplɪn/	(hier:) maßregeln	The strikers were disciplined by management.
discriminate against sb (phr v)	/dɪs'krɪmɪneɪt əɡenst ˌsʌmθɪŋ/	jdn. diskriminieren / benachteiligen	Caulfield claimed they had discriminated against him because of his nationality.
discrimination (n)	/dɪs'krɪmɪ'neɪʃən/	Diskriminierung, Benachteiligung	Ms Howell claimed she had been the victim of sexual discrimination .
dispense with sth (phr v)	/dɪs'pens wɪθ ˌsʌmθɪŋ/	auf etw. verzichten, ohne etw. auskommen	I think we all know each other, so we can dispense with the formalities .

dole queue (n)	/ˈdəʊl kjuː/	(wörtl.:) Schlange von Arbeitslosen, arbeitslose Bezieher von Transferleistungen	The dole queue is a term used to describe the number of people who do not have a job and who are receiving money from the government.
dominate (v)	/ˈdɒmɪneɪt/	dominieren, beherrschen	She tends to dominate the conversation.
down-to-earth (adj)	/daʊntuːˈɜːθ/	(hier:) bodenständig, pragmatisch	Kate has a very down-to-earth approach to teaching.
downturn (n) (opposite = upturn)	/ˈdaʊntɜːn/	Abschwung, Rückgang (Gegenteil = Aufschwung, Anstieg)	There has been a sharp downturn in demand in recent months.
dramatise (v)	/ˈdræmətaɪz/	(hier:) (als Film, Roman ...) bearbeiten	The events of September 2001 were dramatised in a Hollywood film.
drastic (adj)	/ˈdræstɪk/	einschneidend, drastisch	The company will be taking drastic measures to reduce its debt.
draw up (phr v)	/drɔː ˈʌp/	entwerfen, verfassen	Guidelines have been drawn up for dealing with emergencies.
dry up (phr v)	/draɪ ˈʌp/	austrocknen, (hier:) versiegen	What will happen to the project when the money dries up ?
eavesdrop on (phr v)	/ˈiːvzdrɒp ɒn/	etw. belauschen / mithören	I discovered that Rose had been eavesdropping on our conversation about salary cuts.
effectiveness (n)	/ɪˈfektɪvənəs/	Wirksamkeit, Effektivität	There are now doubts about the drug's effectiveness in the long term.
empower (v)	/emˈpaʊə/	befähigen	Our goal is to empower everyone on our staff.

encrypt (v)	/en'kript/	verschlüsseln	All credit card information is encrypted for your security.
ethical (adj) (opposite = unethical)	/'eθikəl/	ethisch, moralisch (Gegenteil = unethisch, unmoralisch)	Is it really ethical to keep animals in zoos?
exaggerate (v)	/ig'zædʒəreit/	übertreiben	The paper's political influence has been greatly exaggerated .
expectations (n pl) meet sb's expectations	/ekspek'teɪʃənz/ /mi:t ,sʌmbədɪz ekspek'teɪʃənz/	Erwartungen jds. Erwartungen entsprechen	We had heard so much about the restaurant, but it did not meet our expectations .
explicit (adj) (opposite = implicit)	/ek'splɪsɪt/	explizit, deutlich, direkt (Gegenteil = implizit, undeutlich, indirekt)	He is being very explicit about his dissatisfaction with the company.
face (n) save face	/feɪs/ /seɪv 'feɪs/	Gesicht sein Gesicht wahren	We're looking for a compromise that allows both sides to save face .
fad (n)	/fæd/	(hier:) Marotte, kurzlebiger Trend	A few years ago there was a <i>feng shui</i> fad in the company.
feedback (n)	/'fi:dbæk/	Resonanz, Rück- meldung, Feedback	Complaints are valuable feedback on the effectiveness of the organisation.
fill sb in on sth (phr v)	/'fɪl sʌmbədɪ ɪn ɒn ,sʌmθɪŋ/	jdn. über etw. ins Bild setzen	My secretary will fill you in on the details .
finance (v)	/'faɪnæns/	finanzieren, bezahlen	The scheme is being financed by the Arts Council.

flat (adj)	/flæt/	flach	Many companies are adopting a flatter management structure.
flexibility (n)	/fleksɪ'bɪləti/	Flexibilität	Being self-employed allowed him the flexibility to work unusual hours.
flotation (n)	/fləʊ'teɪʃən/	Börsengang (stock market flotation)	The firm is planning a £30 million stock market flotation .
focus on (phr v)	/'fəʊkəs ɒn/	sich konzentrieren, in den Mittelpunkt stellen	Attention has been focused recently on the dangers of nuclear reactors.
focused (adj) (opposite = unfocused)	/'fəʊkəst/	fokussiert, konzentriert (Gegenteil = nicht fokussiert, richtungslos, unkonzentriert)	I'm much more focused this year.
follow-up (n)	/'fɒləʊʌp/	Folge-, Nach-	The researchers conducted a follow-up study two years later.
found (v)	/faʊnd/	gründen	The newspaper was founded in 1909.
genetic (adj) genetic profiling	/dʒə'netɪk/ /dʒə'netɪk ˌprəʊfaɪlɪŋ/	genetisch genetisches Profil	Genetic profiling is the scientific examination of DNA from body cells.
get back to sb on sth (phr v)	/get 'bæk tə sʌmbədi ɒn ˌsʌmθɪŋ/	sich wegen etw. nochmals mit jdm. in Verbindung setzen, nochmals in einer Angelegenheit auf jdn. zukommen	Can you get back to me on those figures by the end of the day?
global (adj)	/'glɔːbəl/	global	There is no obstacle to making our company truly global .

go back to sth (phr v)	/gəʊ 'bæk tə ˌsʌmθɪŋ/	auf etw. zurück- kommen	I'd like to go back to what Abby was saying just a minute ago.
go through sth (phr v)	/gəʊ 'θruː ˌsʌmθɪŋ/	etw. durchgehen	Let's go through the proposal one more time.
go-ahead (n) give sth the go-ahead	/'gəʊəhed/ /gɪv ˌsʌmθɪŋ ðə 'gəʊəhed/	freie Fahrt, grünes Licht, Startschuss für etw. grünes Licht / freie Fahrt geben	Senior management had given the trial the go-ahead.
goal (n) establish/define goals	/gəʊl /ˌɪstæbɪlɪʃ/dɪˌfɑɪn 'gəʊlz/	Ziel Ziele festlegen / definieren	You should define goals for yourself at the beginning of each school year.
goings-on (n pl)	/gəʊɪŋz'ɒn/	Vorgänge, Treiben	Do you think we should mention the goings-on in the flat opposite to the police?
graphically (adv)	/'græfɪkli/	grafisch	This slide illustrates our audience breakdown graphically.
group-think (n)	/'gru:pθɪŋk/	Gruppendenke(n)	Group-think describes the need for participants in a meeting to agree at all costs.
hierarchy (n)	/'haɪərə:ki/	Rangordnung, Hierarchie	He reached a high level within the Soviet political hierarchy.
hostility (n)	/hɒs'tɪləti/	Feindseligkeit	There is no hostility between the staff and pupils.
hyperinflation (n)	/'haɪpərɪnˌfleɪʃən/	Hyperinflation	Hyperinflation is a very high general increase in prices.
implant (n)	/'ɪmplɑːnt/	Implantat	Scientists are currently researching insulin implants for diabetics.
implement (v)	/'ɪmpləmənt/	umsetzen, realisieren	Attempts to implement change have met with strong opposition.

inadequate (adj) (opposite = adequate)	/ɪn'ædəkwət/	unangemessen (Gegenteil = ange- messen)	We are trying to provide basic education with inadequate resources.
incorporate sth into sth (phr v)	/ɪn'kɔ:pəreɪt ɪsəmθɪŋ ɪntə ɪsəmθɪŋ/	(hier:) etw. in etw. einbauen, etw. zum Bestandteil von etw. machen	The Government incorporated this principle into the 1977 law.
increasingly (adv)	/ɪn'kri:sɪŋli/	zunehmend	Her job has become increasingly difficult.
indispensable (adj)	/ɪndɪs'pensəbəl/	unentbehrlich	International cooperation is indispensable to resolving the problem of the drug trade.
input (n)	/'ɪnpʊt/	(hier:) Einfluss, Beitrag	Teachers have considerable input into the school's decision-making process.
intention (n)	/ɪn'tenʃən/	Absicht	It was never our intention that people should suffer as a result of these cuts in spending.
interrupt (v)	/ɪntə'rʌpt/	unterbrechen	She tried to explain, but he interrupted her in mid-sentence.
irrespective (adj) irrespective of sth	/ɪrə'spektɪv/ /ɪrə'spektɪv əv ɪsəmθɪŋ/	ungeachtet, unab- hängig unabhängig von etw.	We consider all qualified job applicants, irrespective of sex or age.
lag behind (phr v)	/læɡ bɪ'hɑɪnd/	hinterherhinken, zurückliegen	Their software tends to lag behind other producers.
large (adj) at large	/lɑ:ʒ/ /æt 'lɑ:ʒ/	groß, weit in der Gesamtheit	We have always tried to provide the public at large with accurate information.
laterally (adv)	/'lætərəli/	seitlich, seitwärts	

think laterally	/θɪŋk 'lætərəli/	quer / unorthodox / “um die Ecke“ denken	It helps if you can think laterally when doing these maths puzzles.
layer (n)	/'leɪə/	Schicht, Ebene	We have to go through yet another layer of bureaucracy before we can get visas for Australia.
leak (n)	/li:k/	Leck	Jackson said he did not believe the leaks came from his office.
leave sth with sb (phr v)	/'li:v sʌmθɪŋ wɪθ sʌmbədi/	jdm. etw. überlassen	Can I leave the travel arrangements with you , Dan?
lengthen (v)	/'leŋθən/	verlängern, ausdehnen	We're going to lengthen our stay next year.
liquidate (v)	/'lɪkwɪdeɪt/	(finanzielle) Mittel verfügbar machen	The company has been forced to liquidate some of its assets to pay off its debts.
logistics (n pl)	/lɒ'dʒɪstɪks/	Logistik, (hier:) Transport-, Reise- möglichkeiten	We haven't thought about the logistics of getting everyone here from Glasgow.
loyal (adj) (opposite = disloyal)	/'lɔɪəl/	loyal, treu (Gegenteil = illoyal, untreu)	We've been loyal to these suppliers for more than 20 years.
marvel (v)	/'mɑ:vəl/	staunen	We marvelled at the view that opened up before us.
master class (n)	/'mɑ:stə klɑ:s/	Meister-, Spitzen- klasse, (hier:) Musterbeispiel	The CEO's speech was a master class in diplomacy and persuasion.
meltdown (n)	/'meltdaʊn/	Kernschmelze	Two more banks have collapsed, prompting fears of a global financial meltdown .

merit (n)	/ˈmerɪt/	(hier:) Wert, Vorzug	I can see very little merit in this approach.
mindset (n)	/ˈmaɪndset/	(hier:) Kultur, Denke	The company will have to change its whole mindset if it is to survive.
miniaturise (v)	/ˈmɪniətʃəraɪz/	verkleinern	They are planning to miniaturise the technology and make it available to the public.
monitor (v)	/ˈmɒnɪtə/	be-, überwachen	Police officers have been closely monitoring the organisation's activities.
moral (adj)	/ˈmɒrəl/	moralisch	Stephen was faced with the moral dilemma of whether to return the money he had found.
morality (n)	/məˈræləti/	(hier:) moralische Grundsätze / Akzeptanz	This case will provoke more debate about the morality of genetic research.
network (v)	/ˈnetwɜ:k/	sich vernetzen	You've always got to network and make new contacts.
non-stop (adj)	/nɒnˈstɒp/	durchgehend, ohne Unterbrechung, (hier:) Direktflug	We managed to get on a non-stop flight from Los Angeles to London.
offshore (adj) offshore investment	/ɒfˈʃɔː/ /ɒfˈʃɔː ɪnˌvestmənt/	offshore, im Ausland Auslandsinvestitionen	He has been forced to sell the company but he still has two houses and his offshore investments .
opinion (n) opinion is divided	/əˈpɪnjən/ /əˈpɪnjən ɪz dɪˌvaɪdəd/	Meinung die Meinungen sind geteilt	Opinion is divided about whether he should have been released.
outline (v)	/ˈaʊtlam/	darstellen, zusammenfassen	The document outlines our company's recycling policy.

outsource (v)	/ˈaʊtsɔːs/	an externe Dienstleister / Auftragnehmer vergeben	We outsource most of our specialist machining work.
overheated (adj)	/ˌəʊvəˈhi:təd/	überhitzt	An overheated economy is growing too fast, causing prices to rise in an uncontrolled way.
over-run (n)	/ˌəʊvəˈrʌn/	Überziehung, -schreitung	If we had a proper chairperson, maybe we could avoid all these over-runs .
participant (n)	/pɑːˈtɪsɪpənt/	Beteiligte/r	It was argued that he was a willing participant in the crime.
phone-tapping (n)	/ˈfəʊn,tæpɪŋ/	Telefonüberwachung	Phone-tapping is the use of special equipment to listen to and record someone's telephone conversations.
point-scoring (n)	/ˈpɔɪnt,sɔːrɪŋ/	Punkte machen / sammeln	The programme has become nothing more than a platform for political point-scoring .
position (n)	/pəˈzɪʃən/	Position, (hier:) Haltung, Meinung	No one was sure of his position on any issue.
potential (n)	/pəˈtenʃəl/	Potenzial	I think this scheme has a lot of potential but we need to pay more attention to some of the details.
practice (n) common practice	/ˈpræktɪs/ /ˌkɒmən ˈpræktɪs/	Praxis übliche / verbreitete Praxis	With improved communications, teleworking is becoming common practice .
predator (n)	/ˈpredɪtə/	Raubtier	We have allowed our leading businesses to be bought up by foreign predators .
predict (v)	/prɪˈdɪkt/	vorhersagen, prognostizieren	Industry leaders predict that another 8,000 jobs could be lost by the end of the year.
predictably (adv)	/prɪˈdɪktəbli/	verhersehbar, (hier:)	The opposition, predictably , accused the

		erwartungsgemäß	Government of incompetence.
prestigious (adj)	/pres'tiʃəs/	prestigeträchtig, namhaft	His children attend a prestigious school in Paris.
prioritise (v)	/praɪ'brətaɪz/	priorisieren, Prioritäten festlegen	The committee has to prioritise the school's needs.
privacy (n) invasion of sb's privacy	/'prɪvəsi/ /ɪn'veɪʒən əv ˌsʌmbədɪz 'prɪvəsi/	Privatsphäre Verletzung der Privat- sphäre	They complained to the hotel about the invasion of their privacy by reporters.
procurement (n)	/prə'kjʊəmənt/	Beschaffung	Our first objective is the procurement of cutting-edge technology.
product-driven (adj)	/'prɒdʌkt,drɪvən/	produktgetrieben, -orientiert	The company is moving away from being product-driven in favour of a more customer-oriented approach.
prohibitive (adj)	/prəʊ'hɪbətɪv/	(hier:) untragbar	The cost of conversion to western technology would be prohibitive .
projection (n)	/prə'ʃekʃən/	Vorhersagen, Prognosen	It is his job to make projections about publishing trends.
prolonged (adj)	/prə'lɒŋd/	ausgedehnt, lang anhaltend	His eyes are showing the effects of prolonged exposure to the sun's rays.
proposition (n)	/prɒpə'zɪʃən/	Vorschlag, Angebot	I have a business proposition to put to you.
prospect (n)	/'prɒspekt/	Aussicht(en)	Your employment prospects would be much better if you finished your degree.
psychometric test (n)	/saɪkəʊ'metɪk test/	psychometrischer Test	One of the advantages of psychometric tests is that it can highlight which employees will work well

			together.
public (adj) go public	/ˈpʌblɪk/ /gəʊ ˈpʌblɪk/	öffentlich an die Öffentlichkeit gehen	One of the team decided to go public with his concerns about Keegan's management.
radical (adj)	/ˈrædɪkəl/	radikal	The department has come up with a radical solution to the problem of juvenile crime.
random (adj)	/ˈrændəm/	(hier:) stichproben- artig, Stichproben-	The IOC introduced random drug testing of Olympic athletes.
rank (n) pull rank	/ræŋk/ /pʊl ˈræŋk/	Rang, hierarchische Stellung seine Autorität spielen lassen, jdn. seinen höheren Rang spüren lassen	Ray pulled rank and refused to let George put his proposals before the board.
rationalise (v)	/ˈræʃənəlaɪz/	rationalisieren, effizienter machen	We need to rationalise work processes and cut costs.
recession (n)	/rəˈseʃən/	Rezession	As the recession deepened, the group folded.
recommendation (n)	/rekəmenˈdeɪʃən/	Empfehlung	The Bill incorporates a number of recommendations made by the committee.
record (n) criminal record	/ˈrekɔ:d/ /ˌkrɪmɪnəl ˈrekɔ:d/	Rekord, Register Vorstrafe	We have to check whether applicants have a criminal record .
recovery (n)	/rɪˈkʌvəri/	Erholung	There were still no real signs of an economic recovery .
recreational (adj)	/ˌrekriˈeɪʃənəl/	der Erholung dienend, Freizeit-	I don't get much time for recreational activities.

recruiter (n)	/rɪ'kru:tə/	Personalbeschaffer, Personalreferent/in	More and more recruiters are using psychometric testing.
relevance (n) (opposite = irrelevance)	/ˈreləvəns/	Relevanz, Bedeutung (Gegenteil = Irrelevanz, Bedeu- tungslosigkeit)	The course covers four areas of relevance to modern life.
relevant (adj) (opposite = irrelevant)	/ˈreləvənt/	relevant, bedeutend (Gegenteil = irrele- vant, unbedeutend)	How is that relevant to this discussion?
reluctant (adj) (opposite = eager)	/rɪ'lʌktənt/	abgeneigt, unwillig (Gegenteil = geneigt, bereitwillig)	She was reluctant to leave.
respect (n)	/rɪ'spekt/	Wertschätzung, Respekt	The negotiations proceeded in an atmosphere of friendship and mutual respect .
restructure (v)	/ri:'strʌktʃə/	umstrukturieren	We need to restructure the company to make its management more efficient.
review (v)	/rɪ'vju:/	überprüfen, bewerten	The progress of each child must be regularly reviewed .
ridiculous (adj)	/rɪ'dɪkjələs/	lächerlich	She looks absolutely ridiculous in that hat.
rights (n pl) rights issue	/raɪts/ /raɪts ɪʃu:/	Recht(e) Bezugsrechtmission, Kapitalerhöhung mit Bezugsrecht	A rights issue is an offer of shares at a special low price by a company to people who already own shares in it.
rigorous (adj)	/rɪgərəs/	(hier:) streng, hart	We carry out rigorous safety checks on the equipment on a daily basis.
round-up (n)	/raʊndʌp/	Zusammenfassung	Now here's Nick Franklin with a round-up of the

			day's sport.
run sb through sth (phr v)	/rʌn/ /'rʌn sʌmbədi θruː ˌsʌmθɪŋ/	etw. mit jdm. durchgehen	Do you want me to run you through the details again?
rush (v)	/rʌʃ/	hetzen	There's no need to rush . We've got plenty of time.
rush into sth (phr v)	/'rʌʃ ɪntə ˌsʌmθɪŋ/	überstürzt / vorzeitig etw. tun	Try not to rush into a decision you may later regret.
scenario (n)	/sə'nɑːrɪəʊ/	Szenario	The most likely scenario is that Brooks will resign.
scrap (v)	/'skræp/	(hier:) streichen, absagen	The trip was scrapped because of a lack of support.
screen for sth (phr v)	/'skriːn fə ˌsʌmθɪŋ/	nach etw. untersuchen	He recommends screening pregnant women for diabetes .
screen sth out (phr v)	/'skriːn ˌsʌmθɪŋ aʊt/	etw. herausfiltern	The system will screen out applicants who do not have the right qualifications for the job.
seed capital (n)	/siːd 'kæpɪtəl/	Startkapital	The bank agreed to provide 40% of the seed capital for the new restaurant.
sell off (phr v)	/sel 'ɒf/	verkaufen	The company will have to sell off assets to avoid bankruptcy.
shut out (phr v)	/ʃʌt 'aʊt/	jdn. / etw. ausschließen	He tends to shut out other speakers and dominate every meeting.
sidetrack (v) get sidetracked	/'saɪdtræk/ /get 'saɪdtrækt/	ablenken abgelenkt werden	It's easy to get sidetracked by the design details.

sight (n) have your sights set on sth	/saɪt/ /hæv jə 'saɪts set ɒn ,sʌmθɪŋ/	Sicht, Blick sich etw. zum Ziel machen	She clearly has her sights set on a top job .
slowdown (n)	/'sləʊdaʊn/	Rückgang, Verlangsamung	Over the last year we have seen a slowdown in industrial activity.
slump (n)	/'slʌmp/	Rückgang, Krise	There has been a recent slump in property prices.
solely (adv)	/'səʊli/	einzig, allein, ausschließlich	They were interested solely in schemes that would make a lot of money.
specific (adj)	/spə'sɪfɪk/	speziell, detailliert	For specific instructions, please refer to the guide.
speed sth up (phr v)	/'spi:d ,sʌmθɪŋ ʌp/	etw. beschleunigen	We're hoping the changes will help speed things up a bit.
stabilise (v)	/'steɪbəlaɪz/	stabilisieren	Oil prices have stabilised for now.
stake (n)	/'steɪk/	Anteil(e)	RCS Video has bought a majority stake in Majestic Films International.
stakeholder (n)	/'steɪkhəʊldə/	Interessenvertreter/in	As well as the students, the school's stakeholders include parents, staff and the local community.
start-up (n)	/'stɑ:tʌp/	Neugründung	The foundation has helped to fund several local start-ups .
status (n)	/'stetəs/	(hier:) Ansehen	Duffield has a lot of status among fellow businessmen.
strategy (n)	/'strætədʒi/	Strategie	The countries hope to devise a common strategy to provide aid.

streamline (v)	/ˈstriːmlaɪn/	rationalisieren, straffen	We plan to streamline production by purchasing more modern equipment.
strike (v)	/straɪk/	schlagen, (hier:) drücken auffallen	Strike the keys firmly to enter your PIN number. The first thing that struck me about Alex was his amazing self-confidence.
sue (v)	/suː/	(ver-)klagen	We intend to sue for damages.
sum up (phr v)	/sʌm ˈʌp/	zusammenfassen, resümieren	I'll sum up briefly and then we'll take questions.
summarise (v)	/ˈsʌməraɪz/	zusammenfassen	After summarising the main arguments, she asked us to vote.
summary (n)	/ˈsʌməri/	Zusammenfassung	The text provides summaries of the plots of Shakespeare's plays.
surveillance (n)	/sə'veɪləns/	Überwachung	The police kept both men under surveillance for several months.
suspect (adj)	/ˈsʌspekt/	(hier:) fragwürdig	The government's statistics are suspect .
tagging (n) electronic tagging	/ˈtæɡɪŋ/ /eləktroːnik ˈtæɡɪŋ/	Kennzeichnung, Identifizierung elektronische Identifizierung	Electronic tagging is a system in which you attach a small piece of electronic equipment to a person, animal, or object so that you always know where they are.
take sth further (phr v)	/teɪk ˌsʌmθɪŋ ˈfɜːðə/	etw. weiterführen / steigern	You could take the argument further and say that smoking should be made illegal.

takeover (n) hostile takeover bid	/ˈteɪkəʊvə/ /ˌhɒstaɪl ˈteɪkəʊvə bɪd/	Übernahme feindliches Über- nahmeangebot	The business is vulnerable to a hostile takeover bid .
tap (n)	/tæp/	anzapfen, abhören	She suspected they'd put a tap on her phone.
terminology (n)	/tɜːmɪˈnɒlədʒi/	Terminologie	It's an interesting article but there's a lot of medical terminology in it.
thinking (n)	/'θɪŋkɪŋ/	Überlegung, (hier:) Hintergrund, Beweg- grund	Can you explain the thinking behind your current proposal?
timeshare (n)	/'taɪmʃeə/	Teilzeitnutzung, Teilnutzungsrecht	The idea is that ordinary people can buy a kind of timeshare in various luxury goods, like a Ferrari for a day.
tip sb/sth to do sth (phr v)	/'tɪp ˌsʌmbədi/sʌmθɪŋ tə duː ˌsʌmθɪŋ/	annehmen, dass jd. etw. macht	He is tipped to take over from the current chairman.
top (v)	/'tɒp/	an die Spitze gehen / kommen	The book is now topping bestseller lists all over the world.
trace (v)	/treɪs/	(rück-)verfolgen	The bug was traced to milk from a farm in Yorkshire.
track (n) keep sth on track	/træk/ /kiːp ˌsʌmθɪŋ ɒn ˈtræk/	Spur etw. in der Spur halten, gemäß Plan entwickeln	If we can keep the scheme on track we will create two million new jobs.
track (v)	/træk/	(eine Spur) verfolgen	I tracked him as far as the factory.
troublemaker (n)	/'trʌbəlmeɪkə/	Unruhestifter, Stören-	The school has suspended two of the regular

		fried	troublemakers.
turn sb down (phr v)	/tɜ:n ˌsaɪnbədi 'daʊn/	jd. ablehnen	George has been turned down for the post of HR manager.
undergo (v)	/ˌʌndə'gəʊ/	sich unterziehen	The bridge has undergone a series of modifications and will be re-opened in two weeks.
unethical (adj) (opposite = ethical)	/ˌʌn'eθɪkəl/	unethisch, unmoralisch (Gegenteil = ethisch, moralisch)	The company is under investigation for unethical business practices.
upswing (n) (opposite = downswing)	/ˈʌpswaɪŋ/	Aufschwung (Gegenteil = Abschwung)	The economy seems to be on the upswing .
venture capital (n)	/ˈventʃə ˌkæpɪtəl/	Wagniskapital	We applied to several banks for the venture capital to set up the restaurant.
virtual (adj)	/ˈvɜ:tʃʊəl/	virtuell	Students would get their degrees from virtual universities.
vision (n) corporate vision	/ˈvɪʒən/ /ˌkɔ:pəreɪt 'vɪʒən/	Vision Unternehmensvision	It seems you need a trendy logo and a corporate vision to be taken seriously in the modern world.
voice (v)	/vɔɪs/	äußern, aussprechen	Matthew voiced some doubts about our plan.
voluntary (adj) (opposite = compulsory)	/ˈvɒləntəri/	freiwillig (Gegenteil = obligatorisch)	The advertising of alcoholic drinks is regulated by a voluntary code.
vulnerability (n)	/ˌvʌlnərə'bɪləti/	Verwundbarkeit	Don't be deceived by her air of vulnerability ; she is actually a very tough businesswoman.

wedge (n) the thin end of the wedge	/wedʒ/ /ðə ʊm end əv ðə 'wedʒ/	Keil der Anfang vom Ende	If we bend the rules for him this time, it will be the thin end of the wedge .
wind up (phr v)	/waɪnd 'ʌp/	(hier:) (eine Firma) auflösen, liquidieren	The firm was later wound up with debts of £104,000.
windfall (n)	/'wɪndfɔ:l/	(unerwarteter) Glücksfall (windfall profits = unerwarteter / überraschender Gewinn)	Thanks to windfall profits of over £600,000, this year's figures show a huge improvement.
with (prep) not be with sb	/wɪθ/ /nɒt bi: 'wɪθ ˌsʌmbədi/	mit, bei jdm. nicht folgen	'Are you with me?' 'No, could you explain that bit again?'
wrap up (phr v)	/ræp 'ʌp/	zum Abschluss bringen	We ought to wrap up this meeting and get back to work.

Unit 7

headword	pronunciation	translation/notes	example sentence
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accountable (adj)	/ə'kauntəbəl/	rechenschaftspflichtig	The council is accountable to the people who elected it.
adversity (n)	/əd'vɜ:səti/	Widrigkeit(en), Ungemach	We struggled on in the face of adversity .
agility (n)	/æ'dʒɪləti /	Beweglichkeit, geistige Mobilität	Solving puzzles like <i>sudoku</i> can improve your mental agility .

ambiguous (adj) (opposite = unambiguous)	/æm'bigjuəs/	mehrdeutig, missverständlich (Gegenteil = eindeutig, unmissverständlich)	The wording of his statement was highly ambiguous .
amicably (adv)	/'æmikəbli/	gütlich, einvernehmlich, freundschaftlich	They managed to settle the dispute amicably .
analytical (adj)	/ænə'lɪtɪkəl/	analytisch	You need an analytical mind for a job in research.
applicable (adj) (opposite = inapplicable)	/ə'plɪkəbəl/	anwendbar, geeignet (Gegenteil = nicht anwendbar, ungeeignet)	This section of the law is applicable only to businesses.
argumentative (adj)	/ɑ:gju:'mentətɪv/	streitsüchtig	It's hard to resolve anything when Karl is in a meeting. He's so argumentative .
articulate (adj) (opposite = inarticulate)	/ɑ:'tɪkjələt/	sprach-, redegewandt (Gegenteil = unartikulierte, sich nicht ausdrücken können)	Max is more articulate than most teenagers I know.
autonomy (n)	/ɔ:'tɒnəmi/	Unabhängigkeit, Selbstständigkeit	New regulations have severely restricted the autonomy of doctors.
averse (adj) not be averse to sth	/ə'vɜ:s/ /nɒt bi: ə'vɜ:s tə ˌsʌmθɪŋ/	abgeneigt, zuwider nicht abgeneigt sein etw. zu tun	She wasn't averse to criticising members of her own party.
balanced (adj) (opposite = unbalanced)	/'bælənst/	ausgeglichen (Gegenteil = unausgeglichen)	My boss always manages to stay calm and balanced , even in a crisis.
banana (n)	/bə'nɑ:nə/	Banane	

go bananas!	/gəʊ bə'nɑ:nəz/	ausflippen, durchdrehen	Everyone went bananas for their new record.
blunt (adj)	/blʌnt/	unverblümt, schonungslos	Let's be blunt – younger people will not buy this car.
book (n) by the book	/bʊk/ /baɪ ðə 'bʊk/	Buch, (hier:) Regel regelkonform, vorschriftsmäßig, auch: nach dem Lehrbuch	He always tried to do everything by the book .
bureaucracy (n)	/bjʊ:'rɒkrəsi/	Bürokratie	We had to go through a maze of bureaucracy to get our visas.
buy-in (n)	/'baɪn/	(finanzielle) Unterstützung	If we can't get buy-in from Transtech, we can't go ahead with the project.
buzzword (n)	/'bʌzwɜ:d/	Schlag-, Modewort	The buzzword of the moment is 'accountability'.
calculated (adj) calculated risk	/'kælkjələɪtəd/ /'kælkjələɪtəd ,rɪsk/	berechnen, kalkulieren kalkuliertes / abgewogenes Risiko	Pete worked out the costs very carefully before making the bid, so it was a calculated risk .
calm sb down (phr v)	/'kɑ:m ,sʌmbədi daʊn/	jd. beruhigen	She managed to calm him down .
can-do attitude (n)	/'kændu: 'ætɪtju:d/	Anpacker-Mentalität	With her technical background and can-do attitude , she's the obvious candidate for the job.
capital (n) intellectual capital	/'kæpɪtəl/ /ɪntəˌlektʃʊəl 'kæpɪtəl/	Kapital geistiges Kapital	Intellectual capital is another term for the combined knowledge and skills of an organisation's employees.
case (n)	/keɪs/	Fall	

make (out) a case for ...	/meɪk aʊt ə 'keɪs fə ˌsɑːmθɪŋ/	starke Argumente für etw. liefern	Calvin makes out a good case for this unpopular policy in his article.
catchphrase (n)	/'kætʃfreɪz/	Slogan, Schlagwort	Barack Obama's catchphrase during the election campaign was 'Yes, we can'.
cerebral (adj)	/'serəbrəl/	intellektuell, auch: vergeistigt	She has a rather cerebral style of fiction.
chemistry (n) the right chemistry	/'kemɪstri/ /ðə raɪt 'kemɪstri/	Chemie richtige Chemie	Right from the start, our marketing team had the right chemistry .
clash (n) personality clash	/klæʃ/ /pɜːsən'æləti klæʃ/	Zusammenstoß persönliche Differenzen	Many bands break up because of personality clashes between musicians.
clash (v)	/klæʃ/	zusammenstoßen, einen Konflikt haben	Morgan clashed with editors over whether to publish the story.
cohesive (adj)	/kəʊ'hɪːsɪv/	zusammenhängend	The research team is a small, cohesive unit that works independently from the medical staff.
collaboration (n)	/kə'læbə'reɪʃən/	Zusammenarbeit	This paper is the result of two years' collaboration between the two physicists.
collaborative (adj)	/kə'læbərətɪv/	auf der Basis von Zusammenarbeit	The government should encourage more collaborative research between universities and industry.
collective (adj)	/kə'lektɪv/	gemeinsam, kollektiv	The ministers share a collective responsibility for this situation.
collective (n)	/kə'lektɪv/	(hier:) Gemeinschaft, Gruppe	Jazz musicians who have never played together before can immediately begin playing music as a

			collective.
co-manage (v)	/kəʊ'mæniʒ/	gemeinsam führen / leiten	The two brothers co-manage a popular restaurant.
commit (v)	/kə'mɪt/	festlegen, sich zu etw. verpflichten zustimmen, fest zusagen	He's not ready to commit . He would have to commit to spending several thousand pounds.
compatibility (n) (opposite = incompatibility)	/kəm'pætəbɪləti/	Kompatibilität, Ver- träglichkeit (Gegenteil = Inkompatibilität, Unverträglichkeit)	The team's compatibility will be a crucial factor in its future success.
compatible (adj) (opposite = incompatible)	/kəm'pætɪbəl/	kompatibel, verträglich (Gegenteil = inkompatibel, unverträglich)	You can find yourself married to someone with whom you're not compatible .
confidential (adj)	/kɒnfrɪ'denʃəl/	vertraulich	The reports are treated as strictly confidential .
conflict (n)	/'kɒnflɪkt/	Konflikt	The management team is keen to resolve the conflict over wages.
confrontational (adj)	/kɒnfrʌn'teɪʃənəl/	streitlustig, -süchtig	If you weren't so confrontational , you wouldn't keep getting into trouble at school.
connectivity (n)	/kənektɪvəti/	Vernetzungsgrad, Konnektivität	Could Web 2.0 technology help us to achieve the same degree of connectivity as ant colonies?
constraint (n)	/kɒn'streɪnt/	Einschränkung, Restriktion	The organisation has to operate within the usual democratic constraints .

consultation (n)	/kɒnsəl'teɪʃən/	(hier:) Rücksprache	We can go ahead only after consultation with the management.
contribution (n)	/kɒntrɪ'bju:ʃən/	Beitrag	Community police have made a very positive contribution to crime prevention.
coordination (n)	/kəʊə:dɪ'neɪʃən/	Abstimmung, Koordination	He urged better coordination between NATO and the United Nations.
count (v) make sth count	/kaʊnt/ /meɪk ɪˌsʌmθɪŋ 'kaʊnt/	zählen etw. aus etw. machen, etw. zum Erfolg bringen	You only get one chance, so you have to make it count .
courteous (adj) (opposite = discourteous)	/'kɜ:tɪəs/	höflich (Gegenteil = unhöflich)	Hotel staff must be courteous at all times.
cross-functional (adj)	/krɒs'fʌŋkʃənəl/	funktionsübergreifend	Working in cross-functional teams gives us much greater flexibility.
day (n) call it a day	/deɪ/ /kɔ:l ɪt ə 'deɪ/	Tag Schluss / Feierabend machen	After trying for ten hours, they decided to call it a day .
debate (v)	/dɪ'beɪt/	diskutieren	This is one of the most hotly debated issues today.
defer (v)	/dɪ'fɜ:/	aufschieben	They will permit us to defer payment for one further month.
degenerate into sth (phr v)	/dɪ'dʒenəreɪt ɪntə ɪˌsʌmθɪŋ/	in / zu etw. ausarten	The demonstration soon degenerated into violence .
deliverable (n)	/dɪ'lɪvərəbəl/	Lieferung	The last deliverables have been shipped.

deviate from sth (phr v)	/ˈdiːviət/	von etw. abweichen	Try not to deviate too much from the script .
differ (v)	/ˈdɪfə/	sich unterscheiden / abheben	English differ s from Spanish in that it is not pronounced as it is written.
difference (n) put your differences to one side	/ˈdɪfərəns/ /pʊt jə ˈdɪfərənsəz tə wʌn ,saɪd/	Unterschied, Differenz Differenzen beilegen	The two parties agreed to put their differences to one side .
directive (n)	/daɪˈrektɪv/	Anordnung, Direktive	We have received a directive from head office about Internet security.
disagreement (n) (opposite = agreement)	/dɪsˈɡri:mənt/	Meinungsverschiedenheit, Zerwürfnis (Gegenteil = Übereinstimmung, Einverständnis)	Bowen resigned from the club following a disagreement with the head coach.
disaster (n) a recipe for disaster	/dɪˈzɑːstə/ /ə ˈresəpi fə dɪˈzɑːstə/	Katastrophe (vor-)programmierte Katastrophe	Giving your kids too much freedom can be a recipe for disaster .
dispute (n)	/dɪsˈpjuːt/	Streit, Disput	Monroe's behaviour eventually led to a dispute with the referee.
doubt (n) have your doubts about ...	/daʊt/ /hæv jə ˈdaʊts əbaʊt/	Zweifel Zweifel an etw. haben	I have my doubts about whether he is telling the truth.
driven (adj)	/ˈdrɪvən/	getrieben, gehetzt	Since being put in charge of this project, Kath has become very driven .
earnest (adj)	/ˈɜːnəst/	ernsthaft	Joe is very earnest and a hard worker but he struggles to get average marks.

effectiveness (n)	/ɪ'fektɪvənəs/	Wirksamkeit(sgrad)	There are now doubts about the drug's effectiveness in the long term.
ego (n)	/i:ɡəʊ/	Ego, Selbst	She needed something to boost her ego .
emerge (v)	/ɪ'mɜ:ʒ/	hoch-, aufkommen	Some worrying rumours were beginning to emerge .
-enabled (adj)	/ɪn'eɪbəld/	-fähig	Last month saw record sales for WAP- enabled phones.
environment (n)	/ɪn'vaɪrənmənt/	Umwelt, Umfeld	In this competitive environment a business needs to be flexible.
exchange (v)	/ɪk'stʃeɪndʒ/	austauschen	Team meetings are an opportunity to exchange ideas.
execute (v)	/ɪk'sekju:t/	ausführen, umsetzen	We check that all work is being executed according to the council's guidelines.
experimentation (n)	/eks'perɪməntɪ'ʃən/	Experimentieren	After several months of experimentation and modification, they produced an excellent demo model.
expertise (n)	/eks'pɜ:ti:z/	Know-how, Expertise	The company is keen to develop its own expertise in the area of computer programming.
facilitate (v)	/fə'sɪlɪteɪt/	erleichtern	The counsellor may be able to facilitate communication between the couple.
fade (v) fade into the background	/feɪd ɪntə ðə 'bækgraʊnd/	schwinden, nachlassen, verblassen allmählich im Hintergrund verschwinden	After one hit record he rapidly faded into the background .
faith (n) have faith in sth	/feɪθ/	Glaube an jdn. glauben	I'm delighted to know you have such faith in me .

	/hæv 'feɪθ ɪn ɪsəmθɪŋ/		
feedback (n)	/'fi:dbæk/	Resonanz, Rückmeldung, Feedback	Complaints are valuable feedback on the effectiveness of the organisation.
finalise (v)	/'fainəlaɪz/	abschließen	We still need to finalise a few details.
flexibility (n)	/'fleksɪ'bɪləti/	Flexibilität, Beweglichkeit	Being self-employed allowed him the flexibility to work unusual hours.
-focused (adj)	/'fəʊkəst/	-orientiert, -fokussiert	We need to develop a more patient- focused approach.
friction (n)	/'frɪkʃən/	Reiberei, Spannung	There is some friction between the various departments.
frontier (n)	/'frʌn'tɪə/	Grenze	The resort is close to Italy's frontier with Switzerland.
funny (adj) see the funny side	/'fʌni/ /si: ðə 'fʌni saɪd əv ɪsəmθɪŋ/ /	lustig, witzig das Lustige an etw. sehen	Fortunately, Sharon saw the funny side of my mistake.
genius (n) stroke of genius	/'dʒi:njəs/ /ɪ'strəʊk əv 'dʒi:njəs/	Genie, Genialität genialer Einfall, Geniestreich	Using green as a background was a real stroke of genius .
given (n)	/'gɪvən/	Grundvoraussetzung, gegebene Tatsache	It is a given that most animals will protect their young.
go along with sth (phr v)	/gəʊ ə'loŋ wɪθ ɪsəmθɪŋ/	mit etw. übereinstimmen	I think I would tend to go along with what Tim was saying .
go-ahead (n) give sb the go-ahead	/'gəʊəhed/	Freigabe, freie Fahrt, jdm. freie Fahrt geben	Rosenthal had been given the go-ahead by his

	/gɪv ˌsʌmbədi ðə 'gəʊəhed/		doctor to resume training.
govern (n)	/'gʌvən/	(hier:) leiten, bestimmen, steuern	The company is governed by strict environmental regulations.
green light (n) get/give the green light	/grɪn 'laɪt/ /get/gɪv ðə grɪn 'laɪt/	grünes Licht grünes Licht geben	The project has finally been given the green light .
hierarchy (n)	/'haɪərə:ki/	Hierarchie, Rang- ordnung	He reached a high level within the Soviet political hierarchy .
hot (adj) be hot on sth	/hɒt/ /bi: 'hɒt ɒn ˌsʌmθɪŋ/	heiß auf etw. heiß sein, streng sein mit etw.	They're very hot on safety in the workplace.
hotshot (n)	/'hɒtʃɒt/	Spitzenmann, -frau, auch: Ass	Several of the young hotshots have been sent on a management training scheme.
idea (n) sell an idea to sb	/aɪ'diə/ /sel ən aɪ'diə tə ˌsʌmbədi/	Idee jdm. eine Idee verkaufen, jdn. für eine Idee begeistern	I don't think we could sell the idea to our partners .
improvise (v)	/'ɪmprəvaɪz/	improvisieren	She'd forgotten her carefully written speech, but knew she could easily improvise .
individualistic (adj)	/'ɪndɪvɪdʒʊəlɪstɪk/	individualistisch, selbstbezogen	Would you say that the Americans were a rather more individualistic culture than the French?
infighting (n)	/'ɪnfɑɪtɪŋ/	interne Machtkämpfe, internes Gerangel	We can expect months of political infighting in the lead-up to the election.
ingredient (n)	/'ɪŋɡrɪ:diənt/	Bestandteil, Zutat	Good communication is an essential ingredient of good management.

initiative (n) take the initiative	/ɪˈnɪʃətɪv/ /teɪk ðə ɪˈnɪʃətɪv/	Initiative die Initiative ergreifen, den Anstoß geben	She would have to take the initiative in order to improve their relationship.
innovation (n)	/ɪnəʊ'veɪʃən/	Neuerung, Innovation Innovationsfähigkeit	The exhibition will showcase the latest technological innovations . This company rewards creativity and innovation .
intelligence (n) emotional intelligence	/ɪn'telɪdʒəns/ /ɪ,məʊʃənəl ɪn'telɪdʒəns/	Intelligenz emotionale Intelligenz	Emotional intelligence within the team must be directed outwards to sell the idea to the world.
interpersonal (adj)	/ɪntə'pɜːsənəl/	zwischenmenschlich	The successful candidate should have strong interpersonal skills.
intriguing (adj)	/ɪn'trɪːɡɪŋ/	faszinierend	This raises an intriguing subject for future research.
kick-off meeting (n)	/'kɪkɒf ˌmiːtɪŋ/	Sitzung bei Projektbeginn, Kick-off	We agreed at the kick-off meeting that John would be in charge of distribution.
know-how (n)	/'nəʊhaʊ/	Know-how, Expertise	If you can provide the funding for the project, we will supply the know-how .
latitude (n)	/'lætɪtjuːd/	Spielraum, Freiheit	He was allowed a lot of latitude in implementing company policy.
let go (phr v)	/let 'gəʊ/	los lassen	Knowing when to let go is one of the most important lessons of parenthood.
loyalty (n) (opposite = disloyalty)	/'lɔɪəlti/	Loyalität, Verbundenheit (Gegenteil = Illoyalität)	She inspires great loyalty among her staff.
maximise (v)	/'mæksɪmaɪz/	maximieren	We aim to maximise profits over the next year.

measured (adj)	/ˈmeɪʒəd/	wohlüberlegt, gemessen	We are taking a careful and measured approach to the problem.
mediator (n)	/ˈmiːdiətə/	Vermittler, Mediator	Jim was asked to act as mediator in the dispute about wages.
milestone (n)	/ˈmaɪlstəʊn/	Meilenstein	This film was a milestone in the history of cinema.
modification (n)	/ˌmɒdɪfɪˈkeɪʃən/	Änderung, Anpassung	The new proposals need some modification .
momentum (n)	/məˈmentəm/	Schwung(kraft), Momentum	We must maintain the momentum of reform.
morale (n) boost morale	/məˈrɑːl/ /buːst məˈrɑːl/	Stimmung, Geschäfts- klima, Moral die Moral fördern / heben	The officers were struggling to boost morale .
network (n)	/ˈnetwɜːk/	Netzwerk	The university is developing a network of contacts with all its graduates.
optimise (v)	/ˈɒptɪmaɪz/	optimieren	These changes have been designed to optimise the efficiency of the organisation.
-oriented (adj)	/ˈɔːrɪəntəd/	-orientiert, aus- gerichtet an etw.	It's a culture which is very family- oriented .
outburst (n)	/ˈaʊtbɜːst/	Ausbruch	His colleagues used to be shocked by his outbursts of temper.
outperform (v)	/aʊtpəˈfɔːm/	übertreffen, hinter sich lassen	The Jamaican sprinter consistently outperforms the opposition.
outsource (v)	/ˈaʊtsɔːs/	an externe Dienst- leister übergeben	We outsource most of our specialist machining work.

overcome (v)	/əʊvə'kʌm/	überwinden	Jimmy overcame his difficulties to graduate with a first-class degree.
overlap (n)	/'əʊvələp/	Überlappung, -schneidung	There is bound to be some overlap between the design and testing stages.
parallel (n)	/'pærəlel/	parallel	There are many parallels between the two attacks.
perfectionism (n)	/pə'fekʃənɪzəm/	Perfektionismus	I sometimes find her perfectionism rather irritating but she certainly gets good results.
persuasive (adj)	/pə'sweɪsɪv/	überzeugend	He can be very persuasive so we ended up helping them move house.
point (n) get to the point	/pɔɪnt/ /get tə ðə 'pɔɪnt/	Punkt, Thema zum Thema kommen	We haven't got all day, so please get to the point .
potential (n)	/pə'tenʃəl/	Potenzial	Our common goal is to maximise our potential for economic growth.
protocol (n)	/'prəʊtəkɒl/	(hier:) vorgeschriebene Handlungs- bzw. Verhaltensweisen	The NASA team had a checklist of procedures and protocols which should be followed in the event of a problem.
resolution (n)	/rezə'lju:ʃən/	Lösung	Diplomats are hoping for a speedy resolution to the crisis.
rigid (adj)	/'rɪdʒɪd/	fest, starr	Both sides have remained rigid in their resolve.
rule-bender (n)	/'ru:lbeɪndə/	(hier:) unkonventionell denkende und handelnde Team- mitglieder	It can be useful to have rule-benders in your team, as long as someone more cautious monitors them.

scene (n) make a scene	/si:n/ /meɪk ə 'si:n/	Szene eine Szene machen	Laura made a terrible scene when her mum said it was time to go.
sceptical (adj)	/'skeptɪkəl/	skeptisch	Harrison approved the plan, but Riley remained sceptical .
secrecy (n)	/'si:kɹəsi/	Geheimhaltung, Verschwiegenheit	The Iraqi contract was shrouded in secrecy for months.
seniority (n)	/si:nɪ'brəti/	(Dienst-)Alter	Promotion is done strictly on the basis of seniority .
sensitivity (n)	/sensɪ'tɪvəti/	Einfühlungsvermögen	Delivering bad news requires sensitivity on the doctor's part.
side (n) get on the wrong side of sb	/'saɪd/ /get ɒn ðə rɒŋ 'saɪd əv sambədi/	Seite jdn. falsch ansprechen	Whatever you do, don't get on the wrong side of the boss today!
sign off on sth (phr v)	/saɪn 'ɒf ɒn sʌmθɪŋ/	freigeben	Heads of department need to sign off on orders over £500.
simultaneously (adv)	/sɪməl'teɪnjəsli/	gleichzeitig	The film opened simultaneously in the US and in Europe.
smooth over (phr v)	/smu:ð 'əʊvə/	Streitigkeiten beilegen, ausgleichen	He's trying to smooth over differences between the two leaders.
social networking (n)	/'səʊʃəl 'netwɜ:kɪŋ/	soziales Netzwerk	I got back in contact with an old university friend on a social networking site.
speak (v) speak for itself	/spi:k/ /'spi:k fə ɪtself /	reden, sprechen für sich selbst sprechen	We do not have to defend our record: the facts speak for themselves .

square (n) back to square one	/ˈskweə/ /bæk tə ˌskweə ˈwʌn/	Quadrat, Feld wieder am Anfang stehen / am Nullpunkt angelangt sein	The deal collapses and you're back to square one .
state-of-the-art (adj)	/steɪtəvðrɑ:t/	auf dem neusten (technischen) Stand	Rob's just bought a state-of-the-art camera.
status (n)	/'steɪtəs/	Status	Our organisation seeks to improve the social status of disabled people.
superior (adj) (opposite = inferior)	/su:'piəriə/	überlegen, höher- wertig (Gegenteil = unter- legen, minderwertig)	Though technically superior , their system was never commercially successful.
supply chain (n)	/sə'plai tʃeɪn/	Lieferkette	The supply chain is the series of processes involved in supplying a product to someone.
switch off (phr v)	/swɪtʃ 'ɒf/	ausschalten	He just switches off and ignores me.
synergy (n)	/'sɪnədʒi/	Synergie	Profitability is expected to benefit from synergies between the two operations.
team (n) team player team spirit teamwork	/ti:m/ /ti:m 'pleɪə/ /ti:m 'spɪrɪt/ /'ti:mwɜ:k/	Team, Mannschaft teamfähiges Gruppen- mitglied Mannschaftsgeist Teamwork	We are looking for a good team player who can also take the initiative. Success in motor racing is built on team spirit . With determination and good teamwork I know we can meet this challenge.
time (n) ahead of sb/sth's time	/taɪm/	Zeit seiner Zeit voraus sein	As an artist, he was years ahead of his time .

	/əˈhed əv ˌsʌmbədɪz/ˌsʌmθɪŋz 'taɪm/		
touch (n) be in touch with sb	/tʌtʃ/ /bi: ɪn 'tʌtʃ wɪθ ˌsʌmbədi/	Berührung, (hier:) Kontakt, Verbindung Kontakt zu jdm. haben	Are you still in touch with any friends from university?
transnational (adj)	/trænz'næʃənəl/	transnation, länder- übergreifend	The president is attending the launch of a transnational programme to protect the environment.
transparently (adv)	/træns'pærəntli/	transparent	Management has pledged to build trust and support by acting openly and transparently .
trial (n) trial and error	/'traɪəl/ /'traɪəl ən ˌerə/	Versuch Versuch und Irrtum	I figured out how to use the new software by a process of trial and error .
urgency (n) sense of urgency	/'ɜːdʒənsi/ /sens əv 'ɜːdʒənsi/	Dringlichkeit Grad an / von Dringlichkeit	The sign is intended to convey a sense of urgency .
utilise (v)	/'juːtɪlaɪz/	nutzen, anwenden	What criteria do you utilise in selecting employees?
vague (adj)	/veɪg/	vage, unklar, verschwommen	He was always vague when I asked about deadlines.
verbose (adj)	/vɜː'bəʊs/	wortreich, langatmig	I think you should try to make your welcome speech less verbose .
virtual (adj)	/'vɜːtʃʊəl/	virtuell	Students would get their degrees from virtual universities.

weigh (v)	/weɪ/	(ab-)wägen	Those costs must be weighed against the environmental benefits.
willingness (n) (opposite = unwillingness)	/'wɪlɪŋnəs/	Bereitschaft (Gegenteil = Unwilligkeit)	We were impressed by his willingness to listen and learn.

Unit 8

headword	pronunciation	translation/notes	example sentence
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according to (prep)	/ə'kɔːdɪŋ tuː/	gemäß. laut, entsprechend	We should try to play the game according to the rules.
analysis (n)	/ə'næləsɪs/	Analyse, Auswertung	The study included an analysis of accident statistics.
anecdote (n)	/'ænɪkdəʊt/	Anekdote, Geschichte	Joe kept us entertained with anecdotes about his friends.
appliance (n)	/ə'plɑːns/	Apparat, Gerät, Einrichtung	We stock a wide range of kitchen appliances .
approval (n) (opposite = disapproval)	/ə'pruːvəl/	Zustimmung, Genehmigung (Gegenteil = Ablehnung)	We sent the design to the planning department for approval .
arouse (v)	/ə'raʊz/	aufkommen	These rumours have aroused intense interest among investors.

assemble (v)	/ə'sembəl/	zusammenbauen, -setzen	You have to assemble the shelves yourself.
assembly (n)	/ə'sembli/	Montage, Zusammenbau	The units are flat-packed for home assembly .
assertive (adj) (opposite = unassertive)	/ə'sɜ:tɪv/	durchsetzungsfähig (Gegenteil = zögerlich, unsicher, schüchtern)	You need to be more assertive to succeed in business.
attention span (n)	/ə'tenʃən/ /ə'tenʃən spæn/	Aufmerksamkeits- spanne	Very young children have a short attention span .
blank (adj)	/blæŋk/	(hier:) leer	When he asked me her name, my mind just went blank .
break down (phr v)	/breɪk 'daʊn/	herunterbrechen, (hier:) eine Panne haben	The car broke down just outside Winchester.
breakdown (n)	/'breɪkdaʊn/	(hier:) Auf- schlüsselung, Analyse	We'll need to see a breakdown of these figures before we sign the contract.
break into (phr v)	/breɪk 'ɪntu/	(hier:) Fuß fassen	It's always been his ambition to break into broadcasting.
build up (phr v)	/bɪld 'ʌp/	aufbauen, fördern	I don't want to build up her hopes if he's not coming back.
business (n) line of business	/'bɪznəs/ /laɪn əv 'bɪznəs/	Geschäft, Wirtschaft, Unternehmen (hier:) Branche	What line of business is Dana's husband in?

carry away (phr v) get carried away	/ˈkæri əˌweɪ/ /get ˈkærid əˌweɪ/	sich hinreißen lassen	Let's not get carried away . The deal could still fall through.
cash flow (n)	/ˈkæʃ fləʊ/	Cash-Flow	Getting the money upfront will improve our cash flow significantly.
challenge (n)	/ˈtʃælɪndʒ/	Herausforderung	The challenge for policy-makers is to achieve economic growth without damaging the environment.
champion (n)	/ˈtʃæmpɪən/	Verfechter/in, Streiter/in	For more than thirty years he's been a champion of the rights of developing nations.
chance (n) be in with a chance	/tʃɑːns/ /biː ɪn wɪθ ə ˈtʃɑːns/	Gelegenheit, Zufall gute Aussichten / Chancen haben	The factory is in with a good chance of winning a major order.
child's play (n)	/ˈtʃaɪldz pleɪ/	Kinderspiel	Once you've mastered Italian, learning Spanish should be child's play .
clue (n) not have a clue	/kluː/ /nɒt hæv ə ˈkluː/	Schlüssel, Hinweis keine Ahnung haben	I haven't got a clue what you're talking about.
come across (phr v)	/kʌm əˈkrɒs/	(hier:) als etw. erscheinen, herüberkommen	She comes across as very self-confident.
commitment (n)	/kəˈmɪtmənt/	Verpflichtung, feste Zusage	We've made a commitment to help, and we will.
compatibility (n) (opposite = incompatibility)	/kəmˌpætəˈbɪləti/	Verträglichkeit, Kompatibilität (Gegenteil = Unverträglichkeit, Inkompatibilität)	Next lesson we will be discussing the question of Christianity's compatibility with science.

complement (v)	/ˈkɒmpləmənt/	ergänzen, komplementieren	This project is intended to complement , not replace, local authority programmes.
comply with sth (phr v)	/kəmˈplaɪ wɪθ ˌsʌmθɪŋ/	entsprechen, etw. einhalten, übereinstimmen mit etw.	Does the device comply with EU safety regulations?
concept (n)	/'kɒnsept/	Konzept	The company launched its discount airline concept in 1989.
confident (adj)	/'kɒnfɪdənt/	zuversichtlich, souverän	I was starting to feel more confident about the exam.
connection (n) establish a connection	/kəˈneɪʃən/ /ɪˌstæbəlɪʃ ə kəˈneɪʃən/	Verbindung eine Verbindung herstellen	An ordinary mobile phone can be used to establish satellite connection .
consensus (n)	/kənˈsensəs/	Übereinstimmung, Konsens	It will be difficult to reach any sort of consensus on this issue.
conservative (adj)	/kənˈsɜːvətɪv/	(hier:) vorsichtig, zurückhaltend	At a conservative estimate, 2.5 million people die each year from smoking.
corporate vision (n)	/ˌkɔːpərət ˈvɪʒən/	Unternehmensvision	It seems you need a trendy logo and a corporate vision to be taken seriously in the modern world.
cost (v)	/kɒst/	kosten	All your proposals must be costed before we can consider them.
costing (n)	/'kɒstɪŋ/	Kalkulation, Kostenüberblick	It's an exciting proposition, but just a quick look at the costing shows that it isn't viable.
curiosity (n)	/kjʊərɪˈbʌsəti/	Neugier	Children's curiosity inspires them to learn.

custom-made (adj)	/ˌkʌstəmˈmeɪd/	maßgefertigt	She wears custom-made shoes because one of her legs is shorter than the other.
cutting-edge (adj)	/ˌkʌtɪŋˈeɪʒ/	Spitzen-, auf dem neusten Stand	New funding has enabled the hospital to purchase cutting-edge technology.
dedicated (adj)	/'dedɪkətəd/	engagiert	We are fortunate to have such a highly skilled and dedicated workforce.
denominator (n) the common denominator	/dɪˈnɒmɪnətə/ /ðə ˌkɒmən dɪˈnɒmɪnətə/	Nenner der gemeinsame Nenner	The common denominator in all his novels is the use of the supernatural.
disassemble (v)	/dɪsəˈsembəl/	auseinandernehmen, zerlegen	We had to completely disassemble the engine to find the fault.
disgraceful (adj)	/dɪsˈɡreɪsfəl/	skandalös, erbärmlich, beschämend	This was a disgraceful waste of taxpayers' money.
dispense (v)	/dɪsˈpens/	ausgeben	The machine dispenses free hot drinks.
dissatisfied (adj) (opposite = satisfied)	/dɪˈsætɪsfɑɪd/	unzufrieden (Gegenteil = zufrieden)	He had been feeling very dissatisfied with his life in recent months.
distracting (adj)	/dɪˈstræktɪŋ/	ablenkend	I find it too distracting to work with the television on.
do without sth (phr v)	/duː wɪθˈaʊt ˌsʌmθɪŋ/	ohne etw. aus- / zurechtkommen	Now that they have a regular income, they should be able to do without any help from us.
dry up (phr v)	/draɪ ˈʌp/	(hier:) verstummen	When the interviewer asked me my opinion on space exploration I completely dried up .
durable (adj)	/'djʊərəbəl/	haltbar, langlebig	The instruments are made of durable high quality steel.

edge (n)	/edʒ/	(hier:) Vorsprung, Vorteil	Training can give you the edge over your competitors.
effective (adj) (opposite = ineffective)	/ɪ'fektɪv/	wirkungsvoll (Gegenteil = wirkungslos)	Humour is often far more effective than shouting.
eloquent (adj)	/'eləkwənt/	rede-, wortgewandt	She gave an eloquent speech on self-awareness.
enthusiastic (adj) (opposite = unenthusiastic)	/ɪn'θu:zɪ'æstɪk/	begeistert, schwärmend (Gegenteil = lustlos, wenig begeistert)	For a while, we were enthusiastic about the idea.
expectation (n)	/ekspek'teɪʃən/	Erwartung	We had heard so much about the restaurant, but it did not live up to our expectations .
expense (n) at your expense	/ek'spens/ /æt jə: ek'spens/	Kosten, Auslagen, Spesen auf deine / Ihre Kosten	My family and friends all had a good laugh at my expense .
feature (n)	/'fi:tʃə/	Merkmal	The latest model has a lot of new safety features .
field (n) stay ahead of the field	/fi:ld/ /steɪ ə'hed əv ðə 'fi:ld/	(Um-)Feld, Gebiet (hier:) seinen Vorsprung / Wettbewerbsvorteil wahren	We need to put more money into development if we want to stay ahead of the field .
findings (n pl)	/'faɪndɪŋz/	Resultat, Ergebnis	The government seems to have ignored the findings of its own report.
fingertip (n) at your fingertips	/'fɪŋgətɪp/ /æt jə 'fɪŋgətɪps/	Fingerspitze aus dem Effeff	He has all the information he needs at his

		beherrschen, sofort verfügbar	fingertips.
fire away (phr v)	/ˈfaɪər əˌweɪ/	anfangen, loslegen	'Can I ask you a question?' – ' Fire away '.
flow (n) go with the flow	/fləʊ/ /gəʊ wɪθ ðə 'fləʊ/	Fluss sich (dem Trend) anpassen, mitmachen	Stop complaining and just go with the flow!
funny (adj)	/'ʌni/	lustig, (hier:) seltsam, merkwürdig	This tea tastes funny .
furthermore (adv)	/fɜːðə'mɔː/	darüber hinaus, außerdem	Mr Mitchell has earned the respect of farmers everywhere. Furthermore , they know they can trust him.
gap (n) a gap in the market	/gæp/ /ə 'gæp ɪn ðə ˌmɑːkɪt/	Lücke, Loch Marktlücke	We hope that our airline will fill a gap in the market , catering for business customers who want quality travel at a reasonable price.
gimmick (n)	/'ɡɪmɪk/	Kniff, Trick, origineller Einfall	It's not a real education policy, it's just a gimmick to win votes.
global (adj)	/'glɔːbəl/	global, Welt-	The global economy has become increasingly unstable.
go-ahead (n) get/need the go-ahead	/'gəʊəhed/ /get/niːd ðə 'gəʊəhed/	Freigabe, grünes Licht eine Freigabe / grünes Licht bekommen / brauchen	Rosenthal will need the go-ahead from his doctor to resume training.
go down (phr v) go down well/badly	/gəʊ 'daʊn/	ankommen bei idm. out /	The plan to put rents up has not gone down well

	/gəʊ 'daʊn wel/,bædli/	schlecht ankommen	with tenants.
go for (phr v)	/'gəʊ fɔ:/	auf etw. stehen	I don't really go for horror films.
golden opportunity (n)	/'gəʊldən/ /'gəʊldən ɒpə'tju:nəti/	einzigartige Gelegenheit	This will be a golden opportunity to network with contacts in the motor industry.
green light (n) get/give the green light	/grin 'laɪt/ /get/giv ðə grin 'laɪt/	grünes Licht grünes Licht bekommen / geben	The project has finally been given the green light .
hands-on (adj)	/'hændzɒn/	(hier:) zupackend	Intrapreneurs are the hands-on managers who make a new idea happen.
hard sell (n)	/hɑ:d 'sel/	aggressive Verkaufsmethoden	Consumers in the USA actually like the hard sell .
harmony (n)	/'hɑ:məni/	Harmonie, Eintracht	He had to ensure that there was harmony between the different organisations.
henceforth (adv)	/'hensfɔ:θ/	fortan, von diesem Zeitpunkt an	Foreigners were henceforth to be encouraged to come and live in Spain.
highlight (v)	/'haɪlaɪt/	hervorheben, markieren	The case highlights the need for adequate controls on such experiments.
homework (n) do your homework	/'həʊmwɜ:k/ /du: jə 'həʊmwɜ:k/	Hausaufgabe seine Hausaufgaben machen	You could tell from the interviewer's questions that he hadn't really done his homework .
hostile (adj)	/'hɒstaɪl/	feindselig, feindlich	The minister found himself in the middle of a hostile crowd.
implication (n)	/ɪm'pli'keɪʃən/	Konsequenz,	We need to consider the financial implications of

		Auswirkung	these changes.
increasingly (adv)	/ɪn'kri:ʃɪŋli/	zunehmend	Her job has become increasingly difficult.
incur (v)	/ɪn'kɜ:/	verursachen, zuziehen	She may have to meet any costs incurred as a result of the delay.
initiative (n)	/ɪ'nɪʃətɪv/	Initiative	Employees are encouraged to use their initiative if faced with a problem.
integrated (adj)	/'ɪntəɡreɪtəd/	integriert, ganzheitlich	They operate as a fully integrated team.
intrapreneur (n)	/ɪntrəprə'nɜ:/	Unternehmer/in im Unternehmen	Intrapreneurs are the hands-on managers who make a new idea happen.
invite (v)	/ɪn'vaɪt/	einladen	Applications are invited from all qualified candidates.
itemise (v)	/'aɪtəmaɪz/	einzelnen aufführen / (be-)nennen	I've been asked to resubmit the application, itemising all the changes which are to be made.
jelly (n) your legs turn to jelly	/'dʒeli/ /jə legz tʊ:n tə 'dʒeli/	Gelee, Wackel- pudding die Beine werden zu Wackelpudding	With legs slowly turning to jelly , I skied down the steep slope.
judge (v)	/dʒʌdʒ/	(hier:) beurteilen	The firm's success can be judged from its growing sales.
killer (n)	/'kɪlə/	Mörder, (hier:) der Hammer / die Krönung	The test was a killer .
lead into (phr v)	/'li:d ɪntu/	führen zu	Discussion of a client's tax affairs will lead naturally into consideration of investment options.

maturity (n)	/mə'tjuərəti/	Reife, Fälligkeit, (hier:) Haubar- keitsalter	It takes roughly forty years for the trees to reach maturity .
mere (adj)	/'mɪə/	bloß, nur	Her comments are mere opinion, not fact.
mike (n) (= microphone)	/maɪk/	Mikro(fon)	The mike stopped working halfway through my presentation.
nervous (adj)	/'nɜ:vəs/	nervös	I got very nervous waiting for my turn to be called.
network (v)	/'netwɜ:k/	sich verntzen, sein Netzwerk pflegen	You've always got to network and make new contacts.
obstacle (n)	/'ɒbstəkəl/	Hindernis	All major obstacles to peace have now been removed.
offend (v)	/ə'fend/	(hier:) verletzen, vergrämen	They avoided saying anything that might offend their audience.
optimal (adj)	/'ɒptɪmə/	optimal	The warm water provides optimal conditions for breeding.
outline (v)	/'aʊtlain/	(kurz) darstellen, skizzieren, zusammenfassen	The document outlines our company's recycling policy.
pace (v)	/peɪs/	schreiten, auf- und abgehen	He paced up and down between the kitchen and the living-room.
pencil in (phr v)	/pensɪl 'ɪn/	(vorläufig) eintragen	Pencil me in for lunch on Friday.
penetrate (v)	/'penətrett/	in etw. vordringen	This is one of the last cultures in the world that television has not penetrated .

persist (v)	/pə'sɪst/	beharren, bestehen	She persisted in her refusal to pay.
persuasive (adj)	/pə'sweɪsɪv/	überzeugend	He can be very persuasive so we ended up helping them move house.
pitch (n)	/pɪtʃ/	Verkaufspräsentation	She only had ten minutes to make her pitch for the contract.
pitch (v)	/pɪtʃ/	(hier:) anpreisen, platzieren	He had tried to pitch the series to all the major television networks.
pose (v)	/pəʊz/	darstellen	We are being told that the accident poses no threat to the environment.
potential (n)	/pə'tenʃəl/	Potenzial, Möglichkeiten	Our common goal is to maximise our potential for economic growth.
precisely (adv)	/prə'saɪsli/	genau, exact	He measured all the ingredients precisely .
pride (v) pride yourself on sth	/praɪd/ /'praɪd jəself ɒn ˌsʌmθɪŋ/	sich rühmen / brüsten stolz sein auf etw.	We pride ourselves on the quality and thoroughness of our work.
projection (n)	/prə'dʒekʃən/	Vorhersagen, Prognosen	It is his job to make projections about publishing trends.
prototype (n)	/'prəʊtəʊtaɪp/	Prototyp	Designers have built a working prototype of the car.
provisionally (adv)	/prə'vɪʒənli/	vorläufig	We've booked provisionally for next week.
Q & A session (n) (= question and answer session)	/kju:ən'eɪ ,seʃən/	Frage-und-Antwort-Teil	After Jan has summed up, we'll have a quick Q & A session before breaking for lunch.
quote (v)	/kwəʊt/	zitieren, nennen	They quoted some alarming statistics about

			obesity.
race (n) a race against the clock	/reɪs/ /ə 'reɪs əɡenst ðə ˌklɒk/	Rennen Rennen gegen die Uhr	We're in a race against the clock to finish the project before Friday's deadline.
rapport (n)	/ræ'pɔː/	(hier:) ein enges Verhältnis, eine enge Beziehung	Many doctors develop an excellent rapport with their patients.
reach (n) within the reach of sb	/ri:tʃ/ /wɪθɪn ðə 'ri:tʃ əv ˌsʌmbədi/	(hier:) Reichweite, (greifbare) Nähe in greifbarer Nähe	Air travel is now within the reach of many more customers .
relevant (adj) (opposite = irrelevant)	/'reləvənt/	relevant (Gegenteil = irrelevant)	How is that relevant to this discussion?
retail (v)	/'ri:teɪl/	wiederverkaufen	It retails for around £250.
run over (phr v)	/rʌn 'əʊvə/	(hier:) überziehen, länger als geplant dauern	Sorry I'm late, the meeting ran over schedule .
sarcasm (n)	/'sɑ:kæzəm/	Sarkasmus	'Fascinating,' said Sheila, her voice heavy with sarcasm .
selling point (n)	/'selɪŋ pɔɪnt/	Verkaufsargument	This car's main selling point is its price.
shape (n) stay in shape	/ʃeɪp/ /ʃteɪ ɪn 'ʃeɪp/	Form in Form bleiben	Doing these exercises for just ten minutes a day will help you stay in shape .
share (v)	/'ʃeə/	teilen	I share the views expressed by my colleague.

show off (phr v)	/ʃəʊ 'ɒf/	angeben	The children start showing off the minute anyone comes into the house.
sideline (n)	/'saɪdlʌn/	(hier:) Neben- sortiment	The Micro-GYM could be an enormously successful sideline to our main business.
sleek (adj)	/sli:k/	schnittig	Lisa arrived in a sleek blue sports car.
sleeve (n) have sth up your sleeve	/sli:v/ /hæv ˌsʌmθɪŋ ʌp jə 'sli:v/	Ärmel etw. in der Hinter- hand / in petto haben	If he won't cooperate, she has a few tricks up her sleeve she could try.
slick (adj)	/sɪk/	raffiniert	They ran a very slick promotion campaign, you must admit.
Sod's Law (n)	/'sɒdz lɔ:/	Murphys Gesetz	Sod's Law says that if anything can go wrong, it will.
speed (n) bring sb up to speed	/spi:d/ /brɪŋ ˌsʌmθɪŋ ʌp tə 'spi:d/	Geschwindigkeit jdn. auf den aktuellen Stand bringen	The board of directors will have to be brought up to speed on these new developments.
staggering (adj)	/'stægərɪŋ/	atemberaubend, schwindelerregend	Last month saw a staggering 63 per cent increase in viewing figures.
statistics (n pl)	/stə'tɪstɪks/	Statistik	Official statistics underestimate the actual level of crime.
stereotype (n)	/'steriətaɪp/	Stereotyp	He certainly doesn't fit the stereotype of the emotional Italian.
stretch (v) stretch a brand	/stretʃ/ /stretʃ ə 'brænd/	(aus-)dehnen, strecken eine Marke aus- / erweitern	We have stretched the Elita brand and opened a chain of nightclubs.

stylish (adj)	/'staɪlɪʃ/	elegant, flott	Phil likes women who are good dancers and stylish dressers.
subtle (adj)	/'sʌtəl/	subtil, hintergründig	He was being so subtle , I didn't realise he liked me.
sum up (phr v)	/sʌm 'ʌp/	zusammenfassen	I'll sum up briefly and then we'll take questions.
switch off (phr v)	/swɪtʃ 'ɒf/	abschalten	He just switches off and ignores me.
tentatively (adv)	/'tentətɪvli/	vorläufig	The peace talks are tentatively planned for next week.
throw sth open (phr v)	/'θrəʊ ˌsʌmθɪŋ ɔʊpən/	etw. öffnen	Let's throw the discussion open to the audience.
touch (n) the personal touch	/tʌtʃ/ /dʒ ˌpɜːsənəl 'tʌtʃ/	Berührung, (hier:) Touch, Note die persönliche Note	The hotel provides good service and the personal touch .
tremendous (adj)	/trə'mendəs/	gewaltig, enorm, gigantisch	We have a tremendous amount of work to get through.
ultimate (adj)	/'ʌltɪmət/	ultimativ	The house provides the ultimate luxury retreat.
unanimously (adv)	/ju:'nænɪməsli/	einstimmig	The court ruled unanimously in her favour.
urban (adj) (opposite = rural)	/'ɜːbən/	städtisch, urban (Gegenteil = ländlich)	Urban poverty is on the increase.
visual (n)	/'vɪʒʊəl/	(hier:) Bildelement	If I can't get my laptop to work, I won't be able to use any visuals in my presentation.

visually impaired (adj) the visually impaired	/ˌvɪʒʊəli ɪmˈpeəd/ /ðə ˌvɪʒʊəli ɪmˈpeəd/	visuell beeinträchtigt, sehbehindert die Sehbehinderten	Judo is an excellent sport for the visually impaired .
wisecrack (n)	/'waɪzkræk/	Witzelei, witzige Bemerkung	I don't think they were amused by my wisecrack about their president.
wow (v)	/waʊ/	jdn. begeistern	He wowed audiences and other musicians with his brilliant trumpet playing.
wrap sth up (phr v)	/ræp ˌsʌmθɪŋ ˈʌp/	(hier:) etw. zum Ab- schluss bringen	We ought to wrap up this meeting and get back to work.

Unit 9

headword	pronunciation	translation/notes	example sentence
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accuse (v)	/əˈkjuːz/	beschuldigen, anklagen	Are you accusing me of lying?
activist (n)	/'æktɪvɪst/	Aktivist/in	Environmental activists demonstrated outside Parliament today.
agenda (n) hidden agenda	/ə'dʒendə/ /ˌhɪdən ə'dʒendə/	Tagesordnung heimliches Motiv	It turns out that Richard has a hidden agenda because his sister-in-law works for the company he's recommending.
agony (n)	/'æɡəni/	Todes-, Höllen- qualen	Waiting for the results was agony .

airy (adj) (opposite = gloomy)	/ˈeəri/	luftig (Gegenteil = finster, düster)	The bedrooms were all light and airy .
art (n)	/ɑ:t/	Kunst	I have now mastered the art of letter-writing.
ascend (v) (opposite = descend)	/ə'send/	aufsteigen, hoch- kommen (Gegenteil = absteigen)	Through hard work and perseverance, she ascended through the ranks to become vice president.
assertiveness (n)	/ə'sɜ:tɪvənəs/	Durchsetzungs- vermögen	The course did wonders for my self-confidence and assertiveness .
 bitch (v)	/bɪtʃ/	(hier:) meckern, "herumzicken"	Who are you two bitching about now?
body (n)	/ˈbɒdi/	Körper, (hier:) Vollmundigkeit	This casserole is ideal served with a red wine with plenty of body .
break off (phr v)	/breɪk ˈɒf/	(hier:) plötzlich verstummen	Linda broke off , realizing that she was wrong.
bump into sb (phr v)	/bʌmp ˈɪntə ˌsʌmbədi/	zufällig jdn. treffen	I bumped into your mother at the supermarket.
care (n) take care	/ˈkeə/ /teɪk ˈkeə/	Sorge, Sorgfalt machen Sie´s / mach´s gut	Bye now! Take care!
catch up on sth (phr v)	/kætʃ ˈʌp ɒn ˌsʌmθɪŋ/	sich über etw. informieren	Let's have a coffee later. It'll give us a chance to talk and catch up on each other's news .
challenge (n)	/ˈtʃæləndʒ/	Herausforderung	I was bored with my job and felt I needed a new challenge .

cheer sb on (phr v)	/ˈtʃiə ˌsʌmbədi ɒn/	jdn. anfeuern	I'll be there to cheer you on when the race starts.
chit-chat (n)	/tʃɪtˈtʃæt/	Geplauder	After five minutes of general chit-chat , the meeting got under way.
classy (adj)	/'klɑ:si/	elegant, nobel, stilvoll	We stayed in a really classy hotel.
cloud over (phr v)	/klaʊd 'əʊvə/	mit Wolken überziehen, sich bewölken	It's beginning to cloud over – we should go back now.
compliment (n) pay sb a compliment	/'kɒmplɪmənt/ /peɪ ˌsʌmbədi ə 'kɒmplɪmənt/	Kompliment jdm. ein Kompliment machen / aussprechen	He kept paying me compliments on my cooking.
conclude (v)	/kən'klu:d/	(hier:) be-, abschließen, beenden	He concluded the discussion by thanking everyone for attending.
cost-effective (adj)	/kɒstɪ'fektɪv/	(kosten)günstig, wirtschaftlich	This is the most cost-effective distribution method.
count (v)	/kaʊnt/	zählen (what really counts = worauf es wirklich ankommt)	What really counts is whether you have good computing skills.
count on sth (phr v)	/'kaʊnt ɒn ˌsʌmθɪŋ/	auf etw. zählen / setzen	Tournament directors are counting on good weather.
deal (n) make a big deal about sth	/di:l/ /meɪk ə bɪɡ 'di:l əbaʊt ˌsʌmθɪŋ/	Geschäft, Abschluss etw. aufbausehen, viel Aufhebens um etw. machen	She's making a really big deal about getting a part in the school play!

depth (n)	/depθ/	Tiefe, (auch:) Detail	We discussed the issue in some depth .
detain (v)	/di'teɪn/	aufhalten, verhindern	Ms Dawson has been detained , so we will start the meeting without her.
dislike (n) (opposite = liking) take a dislike to sb	/dis'laɪk/ /teɪk ə dis'laɪk tə ʃʌmbədi/	Abneigung, Anti- pathie (Gegenteil = Zuneigung, Sympathie) eine Abneigung entwickeln	He took an immediate dislike to me .
disloyal (adj) (opposite = loyal)	/dis'loɪəl/	illoyal (Gegenteil = loyal)	She has no intention of being disloyal to his friends.
disposal (n)	/dis'pəʊzəl/	(hier:) Entsorgung, Beseitigung	There are strict regulations regarding the disposal of nuclear waste at sea.
dispose of sth (phr v)	/dis'pəʊz əv ʃʌmθɪŋ/	(hier:) etw. ent- sorgen	Please dispose of your litter thoughtfully.
distance (n) keep your distance	/'dɪstəns/ /ki:p jə 'dɪstəns/	Abstand, Entfernung Abstand halten	She walked up the path, keeping her distance from the dogs.
distinctly (adv)	/dis'tɪŋktli/	deutlich, aus- drücklich	I distinctly remember him putting the money in his pocket.
do with (phr v)	/'du: wɪθ/	etw. brauchen können	I'm sure James could do with some help.
draw sb in/out (phr v)	/drɔ: ʃʌmbədi 'ɪn/əʊt/	jdn. an etw. beteiligen, jdn. einbeziehen / idn	We kept trying to draw Tania into the conversation.

		ausschließen	Marcus seemed very shy so it wasn't easy to draw him out .
drift (v)	/drɪft/	(hier:) schlendern	People were drifting around the conference centre.
drop (n)	/drɒp/	Tropfen, Schluck	He asked for a drop of brandy.
drop by (phr v)	/drɒp 'baɪ/	vorbeikommen, reinschauen	Why don't you drop by for coffee some time?
engage (v)	/ɪn'geɪdʒ/	(hier:) einstellen	The company is to engage a new sales director.
enlightenment (n)	/ɪn'laɪtənmənt/	Aufklärung, (hier:) Nüchternheit	In an age of health and enlightenment , golf has replaced the three-martini lunch as the preferred vehicle for sealing deals.
evaluate (v)	/ɪ'veɪljueɪt/	aus-, bewerten	The study will evaluate the long-term effects of exposure to radiation.
excel (v)	/ɪk'sel/	sich auszeichnen, hervortun	We aim to give every student the opportunity to excel .
expertise (n)	/ekspə'ti:z/	Expertise, Know-how, Wissen	The company is keen to develop its own expertise in the area of computer programming.
eye (n) have your eye on sth	/aɪ/ /hæv jə 'aɪ ɒn ɪ'saɪmθɪŋ/	Auge etw. im Auge haben	I've got my eye on a new DVD player.
eye-opener (n)	/'aɪəʊpənə/	Augenöffner	Visiting people in prison was a real eye-opener for me.
fit in (phr v)	/fɪt 'ɪn/	sich einfügen	I tried to fit in , but they were all much younger than I was.
fly (v)	/flaɪ/	fliegen	

how time flies!	/hau taɪm 'flaɪz/	wie die Zeit verfliegt!	How time flies! You were pregnant last time I saw you and now both your children are at school!
fool (n) make a fool of yourself	/fu:l/ /meɪk ə 'fu:l əv jə'self/	Narr sich zum Narren machen	He made a fool of himself by turning up drunk to a TV chat show.
foot (n) under sb's feet	/fʊt/ /ʌndə ,sʌmbədɪz 'fi:t/	Fuß (hier:) in jds. Nähe sein	The children have been under my feet all day.
gently (adv)	/'dʒentli/	sant, behutsam	As gently as possible, he told her the bad news.
get round to sth (phr v)	/get 'raʊnd tə ,sʌmθɪŋ/	zu etw. kommen, für etw. Zeit finden	I finally got round to reading that book you gave me.
get together (phr v)	/get tə'geðə/	sich treffen, zusammenkommen	The whole family usually gets together at Christmas.
glass ceiling (n)	/glɑ:s 'si:lɪŋ/	“Glasdecke” = Bezeichnung für unsichtbare Barriere, die v.a. Frauen am berufl. Aufstieg hindert	More and more professional women are working their way up the company hierarchy to break the glass ceiling .
gloomy (adj) (opposite = airy)	/'glu:mi/	düster (Gegenteil = luftig)	I've been working in a gloomy old library for a few weeks.
go around (phr v)	/gəʊ ə'raʊnd/	herumgehen	There's a story going around the office that you're thinking of leaving.
guest (n)	/gest/	Gast	The President and his wife were in the hallway, greeting their dinner guests .

hair (n) let your hair down	/ˈheə/ /let jə 'heə daʊn/	Haar sich gehen lassen, sich frei geben	We need a place where young people can let their hair down and enjoy themselves.
handshake (n) limp/firm handshake	/ˈhændʃeɪk/ /lɪmp/fɜ:m 'hændʃeɪk/	Händeschütteln, (hier:) Händedruck weicher / fester Händedruck	A limp handshake can put you off somebody, while a good firm handshake inspires you with confidence in them.
head up (phr v)	/hed 'ʌp/	führen, leiten	Judy was chosen to head up the department.
help sb out (phr v)	/help ˌsʌmbədi 'aʊt/	jdm. (aus)helfen, jdn. unterstützen	My family has always helped me out .
host (n)	/həʊst/	Gastgeber/in	They had brought a present for their hosts .
hover (v)	/ˈhɒvə/	schweben	The waiter was hovering by their table.
humiliating (adj)	/hju:'mɪliətɪŋ/	demütigend, beschämend, (hier:) schmählich	I made the humiliating mistake of getting the boss's name wrong!
humility (n) (opposite = arrogance)	/hju:'mɪləti/	Demut (Gegenteil = Hochmut, Arroganz)	In my experience, it is the cleverest people who show the most humility .
ice (n) break the ice	/aɪs/ /breɪk ðə 'aɪs/	Eis das Eis brechen	He told a few jokes to break the ice .
issue (n)	/'ɪʃuː/ /nɒt bi: ðə 'ɪʃuː/	Thema, Problem	The reliability of the statistics is not the issue .
judge (v) judge by appearances	/dʒʌdʒ/ /ˌdʒʌdʒ baɪ ə'pɪərəns/	urteilen nach dem äußeren	He doesn't look well off, but you shouldn't judge

		Schein urteilen	by appearances.
label (v)	/ˈleɪbəl/	(hier:) bezeichnen	Her latest movie has been labelled a disaster by the critics.
ladder (n)	/ˈlædə/	Leiter	She was high enough on the corporate ladder to take time off whenever she wanted.
leave (n) take your leave	/li:v/ /teɪk jə 'li:v/	Abschied sich verabschieden	I'll just find my hosts and thank them before taking my leave.
likewise (adv)	/ˈlaɪkwəz/	gleichfalls, dito	'Have a good weekend.' ' Likewise. '
lived-in (adj)	/ˈlɪvdɪn/	bewohnt	Their house is always very welcoming because it is cosy and lived-in.
mean (v) mean to talk to sb/ have a word	/mi:n/ /ˈmi:n tə tɔ:k tə ˌsʌmbədi/'hæv ə ,wɜ:d/	bedeuten, meinen die Absicht haben, mit jdm. zu sprechen	Ah, David, I've been meaning to have a word about the Atkinson report.
meet (v) fancy meeting you here!	/mi:t/ /fænsi 'mi:tiŋ.ju: hɪə/	treffen (hier:) das ist aber eine Überraschung	Hello, Eileen, fancy meeting you here! I thought you were in Manchester.
mention (v)	/ˈmenʃən/	erwähnen	Hello, I'm Clare. Steven may have mentioned my name.
mind (n) have sth on your mind	/maɪnd/ /hæv ˌsʌmθɪŋ ɒn jə 'maɪnd/	Verstand, Gemüt etw. auf dem Herzen haben, (hier:) Probleme haben	She isn't usually so rude; she's got a lot on her mind.

mingle (v)	/ˈmɪŋɡəl/	sich unter Leute begeben	The event intends to give you a chance to mingle with other students.
misjudge (v)	/mɪsˈdʒʌdʒ/	etw. verkennen, falsch beurteilen	They appear to have misjudged the public mood on education.
moan (v)	/məʊn/	klagen, jammern	Ben was moaning about his job again.
motive (n) ulterior motive	/ˈməʊtɪv/ /ɪlˌtɪəriə ˈməʊtɪv/	Motiv, Beweggrund Hintergedanke	'Do you think he has some ulterior motive in helping you fix the car?' You mean does he want to borrow it this weekend?'
move (n) make a move	/mu:v/ /meɪk ə ˈmu:v/	Bewegung aufbrechen	We should make a move before it gets any later.
network (v)	/ˈnetwɜ:k/	vernetzen, Netzwerk betreiben	You've always got to network and make new contacts.
news (n pl) break the news	/nju:z/ /breɪk ðə ˈnju:z/	Nachrichten eine Nachricht überbringen	I'm not looking forward to breaking the news to Dad.
no-no (n)	/ˈnəʊnəʊ/	Tabu	Leaving early on Friday is a no-no in this company.
observation (n)	/əbzə'veɪʃən/	Beobachtung, (hier:) Bemerkung	He made some sarcastic observations about marriage.
off (adv)	/ɒf/	(hier:) daneben	Jack's game was a bit off today. His shoulder was hurting him again.
overlook (v)	/əʊvə'lʊk/	übersehen, miss-achten	Accidents happen when safety checks are overlooked .

overrun (v)	/əʊvə'rʌn/	länger dauern, überziehen	The meeting overran so I missed my train.
pack sb off (phr v)	/pæk ˌsʌmbədi 'ɒf/	jdm. wegschicken	To avoid family disgrace, Frank was packed off to India.
partner (v)	/'pɑ:tnə/	als Partner auftreten	Lowrie partnered Cliff in the mixed doubles.
persevere (v) (opposite = give up)	/pɜ:sə'viə/	fortsetzen, an etw. festhalten (Gegenteil = auf- geben)	Police negotiators will persevere with their efforts to free the hostages.
pessimistic (adj) (opposite = optimistic)	/pes'mɪstɪk/	pessimistisch (Gegenteil = optimistisch)	Doctors are pessimistic about his chances of making a full recovery.
plan (n)	/plæn/	Plan	Everything went according to plan and they've signed the contract.
potentially (adv)	/pə'tenʃəli/	potenziell	The conflict is a potentially serious situation.
preliminary (n)	/'prɪ'lɪmɪnəri/	einleitende / hinführende Bemerkungen	After a few brief preliminaries , she launched into her speech.
pride (v) pride yourself on sth	/praɪd/ /'praɪd ʤeself ɒn ˌsʌmθɪŋ/	stolz sein mit Stolz von sich behaupten können	We pride ourselves on the quality and thoroughness of our work.
prove (v) prove yourself to sb	/pru:v/ /'pru:v ʤeself tə ˌsʌmbədi/	beweisen jdm. etw. beweisen	Only when he was made a director did he feel he'd proved himself to his father .
pushy (adj)	/'pʊʃi/	penetrant, "ober- dynamisch"	Some pushy parents believe there should be exams for getting into nursery school!

put in for sth (phr v)	/pʊt 'ɪn fɔː ,sʌmθɪŋ/	etw. beantragen,	We've put in for a grant to repair the building.
put off (phr v) put sb off their game	/pʊt 'ɒf/ /pʊt ,sʌmbədi 'ɒf ðeə geɪm/	etw. verschieben, (hier:) jdm. etw. verleiden jdm. das Spiel verleiden	Worrying about not offending my boss really put me off my game .
raise (v)	/reɪz/	aufbringen	We will raise the issue of working hours with the manager.
rapport (n)	/ræ'pɔː/	(hier:) Verhältnis, Beziehung	Many doctors develop an excellent rapport with their patients.
rate (v) rate sb highly	/reɪt/ /reɪt ,sʌmbədi 'haɪli/	(ein)schätzen, -stufen jdm. sehr schätzen, viel von jdm. halten	She is rated very highly by her colleagues.
reckon (v)	/ˈrekən/	(hier:) glauben, meinen	I think it'll work. What do you reckon ?
rescue (v)	/ˈreskjʊː/	retten	The crew of the tanker were rescued just minutes before it sank in heavy seas.
restore (v)	/rɪ'stɔː/	wiederherstellen, (hier:) restaurieren	His uncle restores old furniture.
reveal (v)	/rɪ'vi:l/	offenlegen, zeigen	Stress often makes people reveal their true personality.
ritual (n)	/ˈrɪtʃʊəl/	Ritual	Their meetings became a weekly ritual .

room (n) work the room	/rʊm/ /wɜ:k də 'rʊm/	Raum, Zimmer durch den Raum arbeiten	Watching Stella work the room , smiling and handing out business cards, was like a master class in networking.
rumour (n)	/'ru:mə/	Gerücht	He denied rumours that staff would lose their jobs.
rush off (phr v)	/rʌʃ 'ɒf/	davonstürmen, los- hasten	There's no need to rush off . Stay and have a coffee.
scale back (phr v)	/skeɪl 'bæk/	zuzücknehmen	The search operation has been scaled back .
scenario (n)	/sə'nɑ:riəʊ/	Szenario	The most likely scenario is that Brooks will resign.
schmooze (v)	/ʃmu:z/	(AE) plaudern, sich locker unterhalten	To schmooze means to talk with someone in a friendly and informal way, often with the intention of gaining an advantage or of persuading them to do something that you want.
seal (v)	/si:l/	(be-)siegeln	We shook hands to seal the deal.
see (v)	/si:/	sehen (long time no see = lange nicht gesehen)	Anna! Long time no see ! When was it? 2007? 2008?
sharp (adj)	/ʃɑ:p/	elegant, todschick	He was wearing a sharp suit and a designer watch.
shop (n) talk shop	/ʃɒp/ /tɔ:k 'ʃɒp/	Laden, Geschäft fachsimpeln, übers Geschäft sprechen	Stop talking shop , you guys, and let's eat and relax.
short-list (v)	/'ʃɔ:tlɪst/	auf der Auswahlliste sein	This story was short-listed for the Pulitzer Prize.

should (v) you shouldn't have	/ʃʊd/ /ju: 'ʃʊdənt hæv/	sollte(n) das wäre nicht nötig gewesen	'These flowers are for you.' 'Oh, you shouldn't have , but they're beautiful!'
slave away (phr v)	/sleɪv ə'weɪ/	schuften	I've been slaving away all day while you've been out enjoying yourself.
slip away (phr v)	/slɪp ə'weɪ/	sich davonstehlen, aus dem Staub machen, entwischen	We managed to slip away early.
small talk (n)	/'smɔ:l tɔ:k/	Small Talk, leichte Unterhaltung	We made small talk until everyone arrived for the meeting.
social butterfly (n)	/ˌsəʊʃəl 'bʌtəflaɪ/	jd., der von Gesprächspartner zu Gesprächs- partner "flattert"	Mary's such a social butterfly ! She never spends more than two minutes talking to any one person.
stick (v)	/stɪk/	kleben	Daniel stuck to Melissa like glue all evening. I got stuck talking to the boss's wife about some charity dinner.
stop (v) stop at nothing to ...	/stɒp/ /'stɒp æt ˌnʌθɪŋ tə/	stoppen, anhalten vor nichts Halt machen	They will stop at nothing to get him elected .
stop by (phr v)	/stɒp 'baɪ/	vorbeikommen	Paul and Nicky stopped by for a couple of drinks.
strategic (adj)	/strə'ti:dʒɪk/	strategisch	She was responsible for the firm's strategic planning.
strategy (n)	/'strætədʒi/	Strategie	The countries hope to devise a common strategy to provide aid.

strike (v)	/straɪk/	schlagen, (hier:) auffallen	The first thing that struck me about Alex was his amazing self-confidence.
strip off (phr v)	/stri:p 'ɒf/	sich ausziehen	He stripped off and jumped in the water.
subsidiary (n)	/sʌb'sɪdʒəri/	Tochterunternehmen	The company started out as a subsidiary of General Motors.
superior (adj) (opposite = inferior)	/su:'piəriə/	überlegen (Gegenteil = unter- legen)	I can't stand that superior smile of his.
tastefully (adv)	/'teɪstfəli/	geschmackvoll	The hotel has forty tastefully decorated bedrooms.
team player (n)	/ti:m 'pleɪə/	teamfähiges Gruppenmitglied	We are looking for a good team player who can also take the initiative.
team up with sb (phr v)	/ti:m 'ʌp wɪθ ˌsʌmbədi/	sich zusammmentun, -schließen	They teamed up with Tom Jones to record the hit single.
tell (v) something tells me ...	/tel/ /ˌsʌmθɪŋ 'telz mi:/	erzählen, sagen etw. sagt mir ...	Something tells me we haven't heard the last of him.
tender (n)	/'tendə/	Angebot (bei Ausschreibungen)	The authorities have invited international tenders for the project.
touch (n) lose touch with sb put sb in touch with sb	/tʌtʃ/ /lu:z 'tʌtʃ wɪθ ˌsʌmbədi/ /pʊt ˌsʌmbədi ɪn 'tʌtʃ wɪθ ˌsʌmbədi/	Berührung den Kontakt zu jdm. verlieren für jdn. einen Kontakt herstellen	I've lost touch with most of my school friends . Maria put me in touch with a great acupuncturist in London.

track record (n)	/ˈtræk ˌrekɔːd/	Erfolgsgeschichte	They have a long track record of being mean with their money.
treat (v)	/tri:t/	behandeln	Nice to see you again, Bill. How's life treating you?
turn-off (n)	/ˈtɜːnɒf/	Gräuel, "Abtörner"	I find all the corporate jargon such a turn-off .
vehicle (n)	/ˈviːəkəl/	Hilfsmittel	They use the tabloid press as a vehicle for attacking the opposition.
veteran (n)	/ˈvetərən/	Veteran	He's going to be accompanying jazz veteran Dave Brubeck.
vulnerable (adj)	/ˈvʌlnərəbəl/	verwundbar	Their constant arguments left her feeling increasingly vulnerable and insecure.
wander (v)	/ˈwɒndə/	schlendern, bummeln	My sister likes wandering around the city at night.
way (adv)	/wei/	weit(aus), viel zu	A new car would be way too expensive.
weigh sth up (phr v)	/ˈwei ˌsʌmθɪŋ ʌp/	abwägen	Before buying weigh up the advantages and disadvantages of each type.
word (n) put in a word for sb	/wɜːd/ /put ɪn ə ɡʊd ˈwɜːd fɔ ˌsʌmbədi/	Wort ein gutes Wort für jdn. einlegen	He promised to put in a word for me with the boss.
worthwhile (adj)	/ˈwɜːθwaɪl/	lohnend, der Mühe wert	We felt the meeting had been very worthwhile .
wreck (n)	/rek/	Wrack, (hier:) Ruine, Trümmerhaufen	The house looked like a wreck after our grandchildren came to stay.

Unit 10

headword	pronunciation	translation/notes	example sentence
abide by sth (phr v)	/ə'baɪd baɪ ˌsʌmθɪŋ/	etw. befolgen, einhalten	They promised to abide by the rules of the contest.
absence (n)	/'æbsəns/	Abwesenheit	In the absence of any contrary agreement, the firm accepts full liability.
accounting (n) false accounting	/ə'kaʊntɪŋ/ /fɔ:ls ə'kaʊntɪŋ/	Buchhaltung gefälschte Buchhaltung	False accounting is the crime of deliberately giving false information in a company's accounts.
accusation (n)	/ækju:'zeɪʃən/	Vorwurf, Anklage	Accusations of fraud have been levelled at the town council.
action (n) bring an action against sb	/'ækʃən/ /brɪŋ ən 'ækʃən əɡenst ˌsʌmθɪŋ/	Aktion, (hier:) Klage jdn. verklagen	The magazine will fight the libel action brought against it by the Prime Minister.
admission (n)	/əd'mɪʃən/	Eingeständnis	Her statement amounts to an admission of guilt.
admit (v)	/əd'mɪt/	eingestehen, zugeben	In court he admitted to lying about the accident.
agreement (n) (opposite = disagreement)	/ə'ɡri:mənt/	Einverständnis, Übereinstimmung (Gegenteil = Uneinigkeit)	

be in agreement	/bi: in ə'gri:mənt/	übereinstimmen	We are all in agreement that Mr Ross should resign.
apology (n)	/ə'pɒlədʒi/	Entschuldigung	He made a public apology for his remarks.
appeal against sth (v)	/ə'pi:l/ /ə'pi:l əgenst ˌsʌmθɪŋ/	Einspruch einlegen gegen etw.	Green's family say they will appeal against the verdict .
assent (n)	/æ'sent/	Zustimmung	She gave her assent for the project to move ahead.
attorney (n)	/ə'tɜ:nɪ/	Anwalt, Verteidiger	My attorney questioned the witness again.
award (v)	/ə'wɔ:d/	zuerkennen, bekommen	Damages awarded for loss of future earnings can be substantial.
backing (n)	/'bækɪŋ/	Rückhalt, Unterstützung	The new policy has the backing of several leading Democrats.
backlog (n)	/'bæklɒg/	Rückstand	We're working weekends in order to clear a backlog of orders.
ball (n) the ball is in sb's court	/bɔ:l/ /ðə 'bɔ:l ɪz ɪn ˌsʌmbədɪz kɔ:t/	Ball jdn. ist am Ball	I've done my bit. The ball's in his court now.
ban (n)	/bæn/	Verbot, Bann	They agreed to impose an immediate ban on sales.
lift a ban	/lɪft ə 'bæn/	ein Verbot aufheben	The ban is unlikely to be lifted this year.
ban (v)	/bæn/	verbieten, ausschließen	They signed agreements banning the use of chemical weapons.

bankruptcy (n)	/'bæŋkrʌptsi/	Bankrott, Konkurs	The company declared bankruptcy in 1997.
bet (n)	/bet/	Wette	Our best bet would be to take the train.
bet (v)	/bet/	wetten	'He said he'd meet us there.' – 'Don't bet on it!'
blame (n) put the blame on sb	/bleɪm/ /put ðə 'bleɪm ɒn ˌsʌmbədi/	Schuld jdm. die Schuld geben	Citizens are putting the blame on the government for acting too late.
boom (v)	/bu:m/	Aufschwung, Hochkonjunktur, Boom	The housing market is booming .
boycott (n)	/'bɔɪkɒt/	Boycott	The group called for a boycott of French goods.
brand (n) brand awareness brand loyalty brand-stretching	/brænd/ /'brænd əˌweənəs/ /brænd 'lɔɪəlti/ /brænd'stretʃɪŋ/	Marke Markenbekanntheit Markentreue Markenausweitung	The company has launched a huge advertising campaign to increase brand awareness . There's always been a high level of brand loyalty in the electrical goods industry.
breach (n) breach of contract	/brɪ:tʃ/ /brɪ:tʃ əv 'kɒntrækt/	Verstoß, Verletzung, Bruch Vertragsbruch	If you don't deliver on time, you could be sued for breach of contract .
break back into sth (phr v)	/breɪk bæk 'ɪntu ˌsʌmθɪŋ/	wieder vorstoßen in etw.	We see the deal with China as a way of breaking back into markets in the Far East.

buoyant (adj) (opposite = flat)	/'bɔɪənt/	lebhaft (Gegenteil = flau)	The housing market remains buoyant .
caution (n)	/'kɔːʃən/	Vorsicht	Scientists have advised caution in interpreting these results.
challenger (n)	/'tʃæləndʒə/	Herausforderer	Their nearest challengers have 20% less market share.
chance (n) a fair/good chance a fifty-fifty chance/million-to-one chance an outside chance the/your chances are slim/remote the chances are that ... be in with a chance blow your chances not have a cat in hell's chance	/tʃɑːns/ /ə feə/gʊd 'tʃɑːns/ /ə fɪftɪ,fɪftɪ 'tʃɑːns/ə mɪljən tə ,wʌn 'tʃɑːns/ /ən aʊt,sɑɪd 'tʃɑːns/ /ðə 'tʃɑːnsəz ɑː ,slɪm/rɪ,məʊt/ /ðə 'tʃɑːnsəz ɑː ðæt/ /biː ɪn wɪθ ə 'tʃɑːns/ /ɪ,bləʊ jə 'tʃɑːnsəz/ /nɒt hæv ə kæt ɪn helz 'tʃɑːns/	Chance eine wirkliche / gute Chance eine Chance von fünfzig zu fünfzig / einer Million zu eins Außenseiterchance marginale Chance es ist gut möglich / sehr wahrscheinlich, dass ... die Chancen stehen gut deine Chancen zunichte machen nicht den Hauch einer Chance haben	There is now a fair chance that a recession can be avoided. He had a fifty-fifty chance of surviving the operation. There's an outside chance they might win the election. His chances of returning to professional football are slim . The chances are that the thieves are in another country by now. The factory is in with a chance of winning a major order. You've blown your chances of going to university. We don't have a cat in hell's chance of changing her mind.

take a chance	/teɪk ə 'tʃɑːns/	riskieren, es darauf ankommen lassen	It is just not worth taking any chances .
stand a chance	/stænd ə 'tʃɑːns/	eine Chance haben	Do they stand any chance of winning against France?
circumstance (n)	/'sɜːkəmstəns/	Umstand, (Sach-)Lage	I would never in any circumstances dream of comparing her with you.
collaboration (n)	/kə'læbəreɪʃən/	Zusammenarbeit	The tale was written in collaboration with Wilkie Collins.
come up against sth (phr v)	/kʌm 'ʌp əɡenst ˌsʌmθɪŋ/	auf etw. stoßen	In the first week, we came up against a pretty tricky problem .
come up with sth (phr v)	/kʌm 'ʌp wɪθ ˌsʌmθɪŋ/	sich etw. einfallen lassen / ausdenken	Is that the best solution you can come up with ?
comfort (n)	/'kʌmfət/	Trost	I know it's little comfort , but these things take time.
commit to sth (phr v)	/kə'mɪt tə ˌsʌmθɪŋ/	sich zu etw. verpflichten, auf etw. eingehen	He would have to commit to spending several thousand pounds.
compensation (n)	/'kɒmpən'seɪʃən/	Entschädigung(ssumme)	She was awarded £2,000 compensation for her injuries.
compensatory (adj)	/'kɒmpən'seɪtəri/	ausgleichend, entschädigend, kompensierend	The company had to pay compensatory damages of over \$3 million.
comply with sth (phr v)	/kəm'plaɪ wɪθ ˌsʌmθɪŋ/	einhalten, befolgen, erfüllen	They have refused to comply with the new regulation .
concerned (adj)	/kən'sɜːnd/	betroffen, befasst mit	As far as I'm concerned , the issue is over and done with.

conclusion (n) jump to conclusions	/kən'klu:ʒən/ /ʧʌmp tə kən'klu:ʒənz/	Schlussfolgerung, Rück- schluss voreilige Schlüsse ziehen	He saw the two of them together and jumped to conclusions .
conclusive (adj) (opposite = inconclusive)	/kən'klu:sɪv/	schlüssig, eindeutig, überzeugend (Gegenteil = nicht beweiskräftig, eindeutig)	The results of this experiment seem pretty conclusive .
conduct (v)	/kən'dʌkt/	durch-, ausführen	The interview was conducted by telephone.
conflict (n) conflict of interest	/'kɒnflikt/ /'kɒnflikt əv ˌɪntərəst/	Konflikt Interessenskonflikt	If the judge is related to the defendant there is a clear conflict of interest .
consideration (n)	/kənsɪdə'reɪʃən/	Berücksichtigung, Erwägung	We have given careful consideration to your claim for compensation.
consignment (n)	/kən'saɪnmənt/	Lieferung, Übersendung	Another consignment of nuclear waste is due to arrive tomorrow.
consumer confidence (n)	/kən'sju:mə ˌkɒnfɪdəns/	Vertrauen des Verbrauchers	We must work to restore consumer confidence in our vehicle.
contaminate (v)	/kən'tæmɪneɪt/	verseuchen, verun- reinigen, kontaminieren	Industrial sewage continues to contaminate our beaches.
cool-headed (adj)	/ku:l'hedəd/	besonnen, gelassen	Can you remain cool-headed whatever the crisis?

coup (n)	/kuː/	Streich, Coup, gelungene Aktion	This is a major publicity coup for the company.
course of action (n)	/kɔːs əv 'ækʃən/	Vorgehensweise, Handlungsoption	We have three possible courses of action .
credit (n)	/'kredit/	Anerkennung, Verdienst, Ehre	He always takes the credit for my ideas.
crisis management (n)	/'kraɪsɪs ,mænɪdʒmənt/	Krisenmanagement	We've brought in an expert on crisis management to see the company over the next few weeks.
crunch (n)	/krʌnʃ/	Krise, kritische Situation	When it comes to the crunch , can I rely on you to support me?
cut sb off from sth (phr v)	/kʌt ʃʌmbədi 'ɒf frəm ʃʌmθɪŋ/	jdn. von etw. abschneiden / isolieren / trennen	We were cut off from the rest of the town during the floods.
damages (n pl)	/'dæmɪdʒəz/	Schäden, Schaden- ersatz	Mrs Owen was ordered to pay damages of £6,000.
debt (n)	/det/	Schulden, Verbind- lichkeit	The company is owed over £400,000 in bad debts .
defence (n) leap to sb's defence	/dɪ'fens/ /li:p tə ʃʌmbədɪz dɪ'fens/	Verteidigung jdm. zur Seite springen	Officials leapt to the defence of Mr Evans and promised to stand by him.
deliberate over sth (phr v)	/də'libəreɪt əʊvə ʃʌmθɪŋ/	über etw. nachdenken / zu Rate gehen	I've been deliberating over your proposal.
denial (n)	/də'naɪəl/	Verweigerung, Dementi, Negierung	The company has issued a strong denial of responsibility for the mistake.

depressed (adj)	/dɪ'prest/	geschwächt, notleidend, niedergehen	All these villages have become depressed since they closed the mine.
dilemma (n)	/dɪ'lɛmə/	Dilemma	We now face an embarrassing dilemma : Should we stay or go?
disagreement (n) (opposite = agreement)	/dɪsə'grɪ:mənt/	Uneinigkeit (Gegenteil = Einigkeit)	The negotiations ended in disagreement .
disaster (n)	/dɪ'zɑ:stə/	Katastrophe, Disaster	Disaster struck when the plane's engine exploded shortly after take-off.
discrimination (n)	/dɪskrɪmɪ'neɪʃən/	Diskriminierung	Ms Bhandari claimed she had been the victim of racial discrimination .
dismissal (n) unfair dismissal	/dɪs'mɪsəl/ /ʌn'feə dɪs'mɪsəl/	Entlassung ungerechtfertigte Entlassung	She is bringing a case of unfair dismissal against the company.
dismissive (adj)	/dɪs'mɪsɪv/	abweisend, uninteressiert, geringschätzig	Many scientists are dismissive of a link between mobile phones and cancer.
dispute (n)	/dɪs'pjʊ:t/	Debatte, Streit	Dissatisfaction over pay has grown into an industrial dispute .
distribution (n) distribution channel distribution network	/dɪstrɪ'bju:ʃən/ /dɪstrɪ'bju:ʃən ʃ'ænəl/ /dɪstrɪ'bju:ʃən ,netwɜ:k/	Vertrieb, Verteilung Vertriebskanal Vertriebsnetz	Our new online ordering system opens up an alternative distribution channel to our customers. Their distribution network includes more than 50 depots in the UK alone.
dominance (n)	/'dɒmɪnəns/	Vorherrschaft, Dominanz	With this victory, the team has maintained its dominance of European football.

dominate (v)	/'dɒmɪneɪt/	beherrschen, dominieren	The earthquake once again dominated the news.
downside (n) (opposite = upside)	/'daʊnsaɪd/	Kehrseite, Schattenseite (Gegenteil = Vorteil)	This offer sounds too good to be true. What's the downside ?
drastic (adj)	/'dræstɪk/	rigoros, drastisch	The company will be taking drastic measures to reduce its debt.
dread (v)	/dred/	nicht zu denken wagen, sich fürchten	I dread to think what it will cost.
drive (n)	/draɪv/	(hier:) Initiative	The company is launching a major recruitment drive .
embezzlement (n)	/em'beɪzəlmənt/	Unterschlagung, Veruntreuung	Embezzlement is the crime of stealing money that you're responsible for in your job.
evidence (n)	/'eɪvɪdəns/	Beweis	They are reluctant to prosecute without any solid evidence .
expenditure (n)	/eks'pendɪtʃə/	Ausgabe, Investition, Aufwand	The budget will certainly include increased expenditure on education.
fence (n) sit on the fence	/fens/ /sɪt ɒn ðə 'fens/	Zaun neutral bleiben, sich nicht entscheiden können	The government should stop sitting on the fence and make its position clear.
fight back against sth (phr v)	/faɪt/ /faɪt 'bæk əɡenst ˌsʌmθɪŋ/	sich zur Wehr setzen gegen etw., zurück- schlagen gegen etw.	The concert organisers have fought back against their critics .
file (v) file a lawsuit against sb	/faɪl/ /faɪl ə 'lɔ:su:t əɡenst ˌsʌmbədi/	(Antrag) stellen / ein- reichen eine Klage gegen jdn. einreichen	The family has filed a lawsuit against the company .

flat (adj) (opposite = buoyant)	/flæt/	flau (Gegenteil = lebhaft)	The property market continues to be flat .
forget about sth (phr v)	/fə'get əbaʊt ˌsʌmθɪŋ/	an etw. nicht mehr denken, etw. vergessen	We may have to forget about getting a new car .
fraud (n)	/frɔ:d/	Betrug	Police are investigating a complex fraud involving several bogus contractors.
globalisation (n)	/ˌɡləʊbəlɪzə'zeɪʃən/	Globalisierung	Activists staged an anti- globalisation protest outside the company's headquarters.
go ahead (phr v)	/gəʊ ə'hed/	durchführen	Go ahead and eat before everything gets cold.
go with (phr v)	/'gəʊ wɪθ /	zustimmen	I think we should go with Alok's suggestion.
harassment (n)	/hə'ræsmənt/	Belästigung, Schikane	We encourage anyone who has been the subject of sexual harassment to report it.
head (n) put your heads together	/hed/ /put jə 'hedz tə'geðə/	Kopf sich zusammentun	We need to all put our heads together to find some way out of this crisis.
healthy (adj) (opposite = unhealthy)	/'helθi/	gesund (Gegenteil = ungesund)	The country still has a healthy rural economy.
hostile (adj)	/'hɒstaɪl/	feindlich	The conglomerate is planning a hostile takeover bid.
hover (v)	/'hɒvə/	schweben	An army helicopter hovered overhead.
implement (v)	/'ɪmpləmənt/	einführen, umsetzen	Attempts to implement change have met with strong opposition.
impose (v)	/ɪm'pəʊz/	durchsetzen, verhängen, verfügen	They have imposed restrictions on trade with foreign companies.

input (n)	/'ɪnpʊt/	Beitrag	I'd like your input on the question of cutting back expenditure.
insider trading (n)	/ɪn'saɪdə ˌtreɪdɪŋ/	Insiderhandel, -geschäft	Insider trading is the crime of buying or selling shares in a company using information that is available only to people working within that company.
instability (n)	/ɪnstə'bɪləti/	Instabilität	This policy would lead to greater instability in the region.
instinct (n) gut instinct	/'ɪnstɪŋkt/ /gʌt 'ɪnstɪŋkt/	Instinkt, Gefühl Bauchgefühl	Gut instinct told me that it would be unwise to return home.
intuition (n)	/ɪntju'ɪʃən/	Intuition	Sometimes you just have to rely on your intuition .
irreproachable (adj)	/ɪrə'prəʊtʃəbəl/	untadelig, tadellos	Stevens' behaviour has been irreproachable throughout his trial.
lawsuit (n)	/'lɔ:su:t/	Rechtsstreit, Prozess, Klage	The singer has filed a \$100 million lawsuit against his record company.
legal action (n)	/'li:gəl ˌækʃən/	Klagen, Rechtsweg	Parents are taking legal action to challenge the school's closure.
legend (n)	/'ledʒənd/	Legende	His laziness has passed into company legend .
liable (adj)	/'laɪəbəl/	haftbar	He could find himself liable for the cost of the repairs.
lurk (v)	/lɜ:k/	lauern	That night, danger seemed to lurk behind every tree.
market (n)	/'mɑ:kɪt/	Markt	

market forces	/ˌmɑːkɪt ˈfɔːsɪz/	Marktkräfte	To a large extent, our prices are dictated by market forces .
market share	/ˌmɑːkɪt ˈʃeə/	Marktanteil	Last quarter the company increased market share by 5%.
mass (adj)	/mæs/	Massen-	How does the minister propose to deal with mass unemployment?
matter (n)	/'mætə/	Sache, Frage, Thema (in a matter of a few weeks = in nur wenigen Wochen)	The school could close in a matter of a few weeks.
mind (n) be in two minds about sth	/maɪnd/ /biː ɪn tuː 'maɪndz əbaʊt ˌsʌmθɪŋ/	Geist, Verstand hin- und hergerissen sein zu / in etw., im Zweifel sein über etw.	I'm in two minds about accepting the job.
minus (n) (opposite = plus)	/'maɪnəs/	minus (Gelegenheit = plus)	They'll weigh the pluses and minuses and decide whether the product is right for them.
misuse (n)	/mɪs'juːs/	Missbrauch	Two of the company's financial directors have been accused of misuse of funds.
monopoly (n) the monopolies commission	/mə'nɒpəlɪ/ /ðə mə'nɒpəlɪz kə'mɪʃən/	marktbeherrschende Stellung, Monopol die Monopolkommission	The monopolies commission will investigate to decide whether the merger can go ahead.
move (n)	/muːv/	Schritt, Maßnahme	Abolishing the tax altogether would be a bold move .
need (v)	/niːd/	benötigen	A health and safety inspection is the last thing we need now.

negligence (n) criminal negligence	<i>/'neglɪdʒəns/ /ˌkrɪmɪnəl 'neglɪdʒəns/</i>	Nach-, Fahrlässigkeit grobe Fahrlässigkeit	Several of the injured workers are suing the company for criminal negligence .
niche market (n)	<i>/'niːʃ ˌmɑːkɪt/</i>	Nischenmarkt	A niche market is the part of an industry that sells a particular type of product or service to the small number of customers who want it.
objection (n)	<i>/əb'ʃekʃən/</i>	Einwand, Widerspruch	They raised no objections to the plans.
optimum (adj)	<i>/'ɒptɪməm/</i>	optimal	The warm water provides the optimum conditions for breeding.
option (n) have no option but to ... keep your options open	<i>/'ɒpʃən/ /hæv nu 'ɒpʃən bʌt tu/ /ki:p jə 'ɒpʃənz ˌəʊpən/</i>	Wahl, Möglichkeit, Option nichts anderes übrig bleiben als ... halte dir alle Möglichkeiten offen	We've been given some time to consider the options . She had no option but to admit the truth. Flynn hasn't signed with a team yet and says he wants to keep his options open .
outclass (v)	<i>/aʊt'kla:s/</i>	deklassieren, über- treffen, an die Wand spielen	The team was completely outclassed by the opposition.
overlook (v)	<i>/əʊvə'lʊk/</i>	missachten	Accidents happen when safety checks are overlooked .
pass over (phr v)	<i>/pɑ:s 'əʊvə/</i>	übergehen	Bill was upset about being passed over for the marketing job.
personnel (n)	<i>/pɜːsə'nel/</i>	Personal	Several of our personnel are still in Mumbai.
phase in (phr v)	<i>/feɪz 'ɪn/</i>	stufenweise einführen	The new regulations can be phased in over a

(opposite = phase out)		(Gegenteil = stufenweise auslaufen lassen / abbauen)	number of months.
plunge into sth (phr v)	/plʌndʒ 'ɪntə ˌsʌmθɪŋ/	in etw. hineinstürzen	The country is plunging into recession once more.
plus (n) (opposite = minus)	/plʌs/	plus (Gegenteil = minus)	They'll weigh the pluses and minuses and decide whether the product is right for them.
pool (v)	/pu:l/	bündeln, konzentrieren	It seemed sensible for us to pool our resources.
postpone (v)	/pəʊst'pəʊn/	zurückstellen	Our exam has been postponed until next Monday.
prepared (adj)	/prɪ'peəd/	bereit / willens sein	I'm not prepared to drive more than two hundred miles just to see them for an hour or so.
proceedings (n pl)	/prəʊ'si:diŋz/	Verfahren, Vorgänge	The couple has started divorce proceedings .
pros and cons (n pl)	/prəʊz ən 'kɒnz/	das Für und Wider	We need to look at the pros and cons of each system.
pull sb out (phr v)	/'pʊl ˌsʌmbədi aʊt/	jdn. abziehen aus / von	The UN has started pulling troops out of the area.
punitive damages (n pl)	/'pjʊ:nətɪv ˌdæmɪdʒəz/	verschärfter Schadenersatz	Punitive damages are extra money that a court of law makes someone pay for causing harm to someone.
recall (n)	/'ri:kɔ:l/	Rückruf	The company ordered a recall of all 2,600 cars already sold.
recommendation (n)	/rekəmen'deɪʃən/	Empfehlung	The bill incorporates a number of recommendations made by the committee.

resist (v)	rə'zɪst/	widerstehen	I will resist the temptation to go into detail here.
restore (v)	/rɪ'stɔː/	wiederherstellen	The government is trying to restore confidence in the country's economy.
retail outlet (n)	/'riːteɪl ˌaʊtlet/	Einzelhandelsgeschäft	The chain has closed down several of its European retail outlets .
retailer (n)	/'riːteɪlə/	Einzelhändler	Retailers have been forced to slash prices.
ruin (v)	/'ruːɪn/	ruinieren, in den Ruin treiben	It was a scandal that totally ruined the company.
rumour (n)	/'ruːmə/	Gerücht	He denied rumours that staff would lose their jobs.
rush into sth (phr v)	/'rʌʃ ɪntə ˌsʌmθɪŋ/	etw. überstürzen	Try not to rush into a decision you may later regret.
sabotage (n)	/'sæbətɑːʒ/	Sabotage	Was the explosion an act of sabotage ?
safeguard (v)	/'seɪfɡɑːd/	schützen, Schutzmaßnahmen treffen	The company was blamed for failing to safeguard workers against dangerous chemicals.
scenario (n) worst-case scenario	/sə'naːrɪəʊ/ /ˌwɜːstkeɪs sə'naːrɪəʊ/	Szenario schlimmster Fall	The worst-case scenario is that the company will be forced to close.
serious (adj)	/'sɪərɪəs/	ernsthaft	We'll have to give the situation some serious thought.
settle (v) settle out of court	/'setəl/ /'setəl aʊt əv ˌkɔːt/	regeln, beilegen außergerichtlich beilegen	The case was settled out of court for an undisclosed amount.

settlement (n)	/ˈsetəlmənt/	Übereinkunft, Vergleich, Vereinbarung	At the last minute, Ms Diaz accepted an out-of-court settlement .
sluggish (adj)	/ˈslʌɡɪʃ/	stagnierend	The economy is sluggish and job prospects remain poor.
spectacular (adj)	/spekˈtækjələ/	sensationell, spektakulär	The newspapers charted every moment of his spectacular fall from grace.
squeeze (v)	/skwi:z/	ausquetschen, -pressen, -nehmen	Supermarkets are accused of squeezing both customers and suppliers.
stand by sth (phr v)	/stænd ˈbaɪ ˌsʌmθɪŋ/	zu etw. stehen	The doctors are standing by their claim that they are not at fault.
stick to sth (phr v)	/ˈstɪk tə ˌsʌmθɪŋ/	sich an etw. halten	We said we'd give her the cash, and we must stick to our agreement .
store (n) in store for sb	/stɔ:/ /ɪn ˈstɔ: fə ˌsʌmbədi/	Vorrat, Speicher, Lager jdm. bevorstehen	None of us knew what lay in store for the passengers .
storm (n)	/stɔ:m/	Sturm	A storm blew up over health and safety lapses.
strategy (n)	/ˈstrætədʒi/	Strategie, Vorgehen	The countries hope to devise a common strategy to provide aid.
subliminal advertising (n)	/səˈblɪmɪnəl ædvəˌtaɪzɪŋ/	unterschwellige Werbung	Television programmes are full of subliminal advertising .
succumb to sth (phr v)	/səˈkʌm tə ˌsʌmθɪŋ/	einer Sache erliegen	First they said no, but eventually they succumbed to his offer .
sue (v)	/su:/	verklagen, prozessieren	Burnett sued the newspaper for libel and won.

survival (n)	/sə'vaɪvəl/	überleben	In these jungle areas, every day is a fight for survival .
take (v)	/teɪk/	(an-)nehmen	I take it that you've decided to stay.
take on (phr v)	/teɪk 'ɒn/	aufnehmen mit	This evening Manchester United take on Barcelona.
target (v)	/'tɑ:gət/	(ab)zielen auf, sich richten an	Police are specifically targeting criminal gangs.
tax evasion (n)	/'tæks ɪ'veɪʒən/	Steuerhinterziehung	Tax evasion is the use of illegal methods to pay less tax or to pay no tax at all.
temptation (n)	/temp'teɪʃən/	Versuchung	She nearly gave in to the temptation to open the letter.
think (v)	/θɪŋk/	denken	Don't even think about asking if you can borrow any money.
thrive (v)	/θraɪv/	gedeihen	This type of plant thrives in cool conditions.
time (n) time is short buy time take your time	/taɪm/ /'taɪm ɪz ʃɔ:t/ /baɪ 'taɪm/ /teɪk jə 'taɪm/	Zeit die Zeit ist knapp Zeit gewinnen lass dir / lassen Sie sich Zeit	Time is short. I need your decision by tomorrow. We hope this new drug might buy him some time . Take your time , we don't need to send the report until Friday.
trust (n)	/trʌst/	Vertrauen	This incident has shaken my trust in the backup system.
turn sth down (phr v)	/tɜ:n ʃʌmθɪŋ 'daʊn/	etw. ablehnen	How could you turn down such a fantastic

			job?
unanimous (adj)	/ju:'næniməs/	einstimmig, einmütig	The board made a unanimous decision to reject the recommendations.
unanimously (adv)	/ju:'næniməsli/	einstimmig, einmütig	The court ruled unanimously in her favour.
undisclosed (adj)	/ʌndis'kləuzd/	nicht veröffentlicht, ungenannt	The company was sold for an undisclosed sum.
unfold (v)	/ʌn'fəʊld/	sich entfalten / entwickeln	The scandal is still unfolding , but there may be a resolution soon.
unpredictable (adj) (opposite = predictable)	/ʌnpri'diktəbəl/	unberechenbar (Gegenteil = berechenbar)	The weather here is really unpredictable .
unthinkable (adj) the unthinkable	/ʌn'θɪŋkəbəl/ /ðə ʌn'θɪŋkəbəl/	undenkbar das Udenkbare	An agreement between the two countries was unthinkable . Could they do the unthinkable and actually win a match?
upside (n) (opposite = downside)	/'ʌpsaɪd/	Vorteil (Gegenteil = Nachteil)	We didn't win the contract but the upside is I don't have to go back there again.
verdict (n)	/'vɜ:dɪkt/	Urteil	The jury returned a verdict of not guilty.
volatile (adj) (opposite = stable)	/'vɒlətaɪl/	unbeständig, instabil, labil (Gegenteil = stabil)	In a volatile stock market there's a lot of money to be made ... and lost.
weigh up (phr v)	/'weɪ ʌp/	abwägen	Before buying weigh up the advantages and disadvantages of each type.

well (adv)	/wel/	gut	It is all very well to apologise for losing £2 million, but that doesn't make everything all right.
well-being (n)	/'welbi:ɪŋ/	Wohlergehen	The company looks after the well-being of its employees.
wholesaler (n)	/'həʊlseɪlə/	Großhändler	All the local hotels buy fruit and vegetables from the same wholesaler .
wholly (adv)	/'həʊli/	völlig, gänzlich	The government is not wholly to blame for the current crisis.
worsen (v) (opposite = improve)	/'wɜ:sən/	sich verschlechtern (Gegenteil = sich verbessern)	The weather worsened , and temperatures fell.