

in company Upper intermediate

■ Unit 10

headword	pronunciation	translation/notes	example sentence
absence (n) in the absence of ...	/ˈæbsəns/ /ɪn ðiː ˈæbsəns əv/	.....	In the absence of proof of contamination, Coca-Cola could have appealed to have the ban lifted.
agreement (n) (opposite = disagreement) be in agreement	/əˈɡri:mənt/ /biː ɪn əˈɡri:mənt/	.....	I take it we're all in agreement that the first priority is the safety of our personnel.
anti-globalisation (n) anti-globalisation protest	/ˌæntɪˌɡləʊbəlɪˈzeɪʃən/ /ˌæntɪˌɡləʊbəlɪˈzeɪʃən 'prəʊtest/	.....	Many large companies have been faced with anti-globalisation protests in recent years.
back up (phr v)	/ˌbæk ˈʌp/	.....	Always remember to back your work up at the end of the day.
backlog (n) backlog of orders	/ˌbæk lɒɡ/ /ˌbæk lɒɡ əv ˈɔːdəz/	.....	With the current backlog of orders a strike's the last thing we need!
boycott (n)	/ˈbɔɪkɒt/	.....	The firm was worried that rumours of contamination could lead to a widespread consumer boycott .
compensatory damages (n pl)	/kɒmpenˌseɪtəri 'dæmɪdʒəz/	.....	McDonald's was ordered to pay the woman \$200,000 in compensatory damages .
cool-headed (adj)	/kuːlˈhedəd/	.....	Rafferty, the new CEO of the company, has a reputation as a cool-headed decision maker.
course of action (n)	/kɔːs əv ˈækʃən/	.....	I'd like your input before committing us to a definite course of action .
crisis (n) a crisis unfolds	/ˈkraɪsɪs/ /ə ˌkraɪsɪs ʌnˈfəʊldz/	.....	A crisis unfolded when a customer spilt coffee on herself and suffered severe burns.
crisis management (n)	/ˌkraɪsɪs ˈmænɪdʒmənt/	Crisis management consultants help companies to deal with difficult situations.

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financial/image etc crisis (n)	/fəˈnænfəl/ɪmɪdʒ 'kraɪsɪs/	Buyers cancelled their orders after reading the report – for Mercedes this was a financial as well as an image crisis .
decision maker (n)	/dɪ'sɪʒən ˌmeɪkə/	.....	Are you a cool-headed decision maker or do you panic when you're under pressure?
delegate (v) delegate tasks/jobs/ duties etc	/ˈdeləgeɪt/ /ˈdeləgeɪt 'tɑːskz/dʒɒbz/djuːtɪz/	.....	It's important to learn to delegate tasks when you're a manager.
delivery (n) take delivery (of)	/dɪ'lɪvəri/ /teɪk 'dɪlɪvəri (əv)/	.....	The company was hit hard when hundreds of buyers, waiting to take delivery , cancelled their orders.
disaster (n) disaster strikes	/dɪ'zɑːstə/ /dɪˌzɑːstə 'straɪks/	.....	Disaster struck after the publication of an critical report in a Swedish auto magazine.
downsize (n)	/ˈdaʊnsaɪz/	.....	There's a rumour that the company is going to be downsized and people are worried about the threat of redundancy.
environmental disaster (n)	/ɪnˌvaɪrəˌmentl dɪ'zɑːstə/	.....	The oil spillage from a tanker off the coast of Spain was an environmental disaster of major proportions.
fraud (n) accusations of fraud	/frɔːd/ /ækjəˌzeɪʃənz əv 'frɔːd/	.....	The US corporation, Enron, faced accusations of fraud after irregularities in their accounting methods were discovered.
industrial dispute (n)	/ɪnˌdʌstriəl 'dɪspjuːt/	.....	An industrial dispute between senior management and union leaders is threatening to disrupt production.
input (n)	/ɪnpʊt/	.....	I'd appreciate the input of all team members before coming to any decision.
insider trading (n)	/ɪnsaɪdə 'treɪdɪŋ/	One of the most famous cases of insider trading was that of Nick Leeson, which caused the collapse of Barings Bank.

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launch (n)	/lɔ:ntʃ/	Disaster struck just before the December launch of the new 'A class' model.
lawsuit (n)	/lɔ:su:t/	.....	The company was faced with an expensive lawsuit when customer Stella Liebeck decided to sue for damages.
liable (adj)	/laɪəbəl/	.....	At the trial the jury found McDonald's liable and ordered them to pay over \$2.7 million in damages.
market (n)	/mɑ:kət/	.....	The markets directly involved in the crisis were France, Belgium, Luxembourg and the Netherlands.
monopolies commission (n)	/mənɒpəlɪz kə.mɪʃən/	.....	The monopolies commission is an organisation aimed at preventing companies having total control of a market.
objection (n) objection to	/əb'dʒekʃən/ /əb'dʒekʃən ,tu:/	.....	What's the nature of your objection to the proposal?
option (n) keep your options open	/ɒpʃən/ /ki:p jə 'ɒpʃənz ,əʊpən/	.....	It's more sensible to keep our options open at this stage.
out-of-court settlement (n)	/aʊtəv,kɔ:t 'setlmənt/	.....	Both parties in the McDonald's dispute eventually made an out-of-court settlement for an undisclosed sum.
overlook (v)	/əʊvə'lʊk/	.....	Can we really afford to overlook the fact that we'll be putting the local factory workers out of a job?
product recall (n)	/prɒdʌkt ,ri:kɔ:l/	.....	I think we should authorise a total product recall while we conduct further tests.
production plant (n)	/prə'dʌkʃən ,plɑ:nt/	We need to think carefully before closing down our biggest production plant .

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pros and cons (n pl) weigh up (all) the pros and the cons	/ˌprəʊz ən 'kɒnz/ /weɪ ʌp (ɔ:l) ðə ˌprəʊz ən 'kɒnz/	We need to weigh up all the pros and the cons before we reach a final decision.
punitive damages (n pl)	/ˌpju:nətɪv 'dæmɪdʒəz/	.....	McDonald's had to pay \$2.7 million in punitive damages because of their 'unacceptably dismissive attitude'.
put our/their/your heads together	/pʊt ˌaʊə/ðeə/jɔ: 'hedz təgeðə/	.....	Let's put our heads together and see what ideas we can come up with.
redundancy (n) mass redundancies (n pl)	/rɪ'dʌndənsɪ/ 'mæs rɪ'dʌndənsɪz/	.....	Mass redundancies were announced by the firm yesterday following a 43% drop in profits.
rush into sth (phr v)	/rʌʃ 'ɪntə ˌsʌmθɪŋ/	.....	We mustn't rush into anything – this issue requires long and careful consideration.
safeguard (v)	/ˈseɪfɡɑ:d/	.....	Our first priority is to safeguard the well-being of our personnel.
strike (n)	/straɪk/	.....	'The union might consider taking industrial action.' 'A strike ?' 'It's a possibility.'
sue (v)	/su:/	.....	When McDonald's refused to pay the woman's medical bills, she went to an attorney and sued the company.
time is short	/taɪm ɪz 'ʃɔ:t/	.....	Time is short – the deadline for completion of the project is in just three weeks.
an undisclosed sum (n)	/ən ˌʌndɪsˌkləʊzd 'sʌm/	.....	The parties eventually made an out-of-court settlement for an undisclosed sum .