BEC Word List

Vocabulary List

Vocabulary and example	Write it

revenue n. /ˈrevənjuː/

the money a company receives from selling goods or services

Family: revenues (pl.) **Use it with:** generate revenue · advertising revenue

Online **revenue** grew by 25% last year.
25%

profit n. /ˈprɒfɪt/

the money left after all costs have been paid

Family: profitable (adj.) · profitability (n.) **Use it with:** make a profit · net profit · gross profit **Tip:** You make a profit, not earn a profit.

The company made a **profit** of 3 million yuan.
300

loss n. /lɒs/

money lost when costs are higher than income

Family: lose (v.) **Use it with:** make a loss · heavy losses · loss-making (adj.)

The shop made a **loss** in its first year.

margin n. /ˈmɑːdʒɪn/

the difference between the cost of making something and its price

Use it with: profit margin · low margins

Luxury goods have high profit **margins**.

budget n. /ˈbʌdʒɪt/

a plan of how much money can be spent on something

Family: budget (v.) **Use it with:** over budget · within budget · cut the budget

The marketing **budget** for next year is 500,000 yuan.
500,000

forecast n./v. /ˈfɔːkɑːst/

a statement about what is likely to happen, based on information

Family: forecast (past and past participle) **Use it with:** sales forecast · forecast growth

The sales **forecast** for June looks good.

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Vocabulary and example	Write it

fixed costs phrase /fɪkst kɒsts/

costs that stay the same however much a company produces, such as rent

Tip: The opposite is variable costs.

Rent and salaries are our biggest **fixed costs**.

variable costs phrase /'veərɪəbl kɒsts/

costs that change with the amount a company produces

Materials and energy are **variable costs**.

overheads n. /ˌəʊvə'hedz/

the regular costs of running a business, such as rent and electricity

Family: overhead (AmE) **Use it with:** reduce overheads · high overheads

Moving to a smaller office cut our **overheads**.

break even phrase /breɪk 'i:vən/

to have income equal to costs, so there is no profit or loss

Family: break-even point (n.) **Use it with:** break-even point

The new café should **break even** after eighteen months.

cash flow phrase /kæʃ fləʊ/

the money coming into and going out of a business

Use it with: cash flow problems · positive cash flow

Late payments from customers hurt our **cash flow**.

investment n. /ɪn'vestmənt/

money put into a business or project to make a profit later

Family: invest (v.) · investor (n.) **Use it with:** make an investment · return on investment

The new machines were a good **investment**.

return n. /rɪ'tɜ:n/

the profit you get from an investment

Use it with: return on investment · a good return

The project gave a **return** of 12% in its first year.

12%

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Vocabulary and example	Write it

asset n. /'æset/

something valuable that a company owns, such as buildings or money

Family: assets (pl.) **Use it with:** fixed assets · sell assets

The company's **assets** include three factories.

debt n. /det/

money that is owed to another person or organisation

Family: debtor (n.) **Use it with:** pay off a debt · in debt

The firm is trying to reduce its **debt**.

expenses n. /ek'spensɪz/

money spent while doing your job, which your employer pays back

Family: expense (n.) **Use it with:** claim expenses · expense account

Keep your receipts so you can claim your travel **expenses**.

dividend n. /'dɪvɪdend/

a part of a company's profit paid to the people who own its shares

Use it with: pay a dividend · dividend payment

The company paid a **dividend** of 1.5 yuan per share.

1.5

gross adj. /grəʊs/

before tax or costs are taken away

Use it with: gross profit · gross income **Tip:** Gross is before; net is after.

His **gross** salary is 20,000 yuan a month.

20,000

net adj. /net/

after tax or costs are taken away

Use it with: net profit · net income

Net profit fell to 1.2 million yuan.

120

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Vocabulary and example	Write it

figures n. /ˈfɪgəz/

numbers, especially official numbers about money or sales

Family: figure (n.) **Use it with:** sales figures · latest figures

The sales **figures** for May are on page 3.
3

financial year phrase /faɪˈnænʃl jɪə/

a twelve-month period that a company uses to calculate its accounts

Family: fiscal year (AmE)

Our **financial year** ends on 31 March.
3 31

audit n./v. /ˈɔːdɪt/

an official check of a company's financial records

Family: auditor (n.) **Use it with:** carry out an audit · internal audit

An external **audit** takes place every year.

cut v./n. /kʌt/

to reduce something, especially an amount of money

Family: cut (past and past participle) **Use it with:** cut costs · cut prices · spending cuts

We need to **cut** costs by 10%.
10%

economise v. /ɪˈkɒnəmaɪz/

to spend less money by using things more carefully

Family: economical (adj.) **Use it with:** economise on **Tip:** AmE: economize. Economic = about the economy; economical = saves money.

We **economised** by printing on both sides of the paper.

cost-effective adj. /kɒst ɪˈfektɪv/

giving good results for the money spent

Online training is more **cost-effective** than classroom courses.

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Vocabulary and example	Write it
funding n. /ˈfʌndɪŋ/ money provided for a particular purpose **Family:** fund (v./n.) **Use it with:** raise funding · government funding The start-up received **funding** from two banks.	
venture capital phrase /ˈventʃə ˈkæpɪtl/ money invested in a new company that may grow fast but is risky **Family:** venture capitalist (n.) The app was paid for with **venture capital**.	

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