

IDONEITÀ DI ATENEO – INGLESE B2 – DIPARTIMENTO DI ECONOMIA – Glossario di riferimento

English Entry	Italian translation	Definition	Example
accounting course	corso di contabilità	a programme that teaches financial management skills	<i>She completed an accounting course last year.</i>
accounting department	ufficio/reparto contabilità	the department responsible for a company's financial records and reporting	<i>She sent the report to the accounting department.</i>
accounting error	errore contabile	a mistake in financial records or calculations	<i>The accounting error was corrected immediately.</i>
accounting records	registri contabili	the financial documents that record a company's transactions	<i>The auditor examined the accounting records.</i>
accounting software	software di contabilità	software used to record and manage financial information	<i>The company installed new accounting software.</i>
accounting test	test di contabilità	an examination that assesses accounting knowledge	<i>She passed the accounting test.</i>
accounts payable	debiti verso fornitori	money a company owes to suppliers	<i>Accounts payable increased this month.</i>
accounts receivable	crediti verso clienti	money owed to a company by its customers	<i>Accounts receivable were collected on time.</i>
advertising budget	budget pubblicitario	the amount of money spent on advertising	<i>The firm reduced its advertising budget.</i>
advertising campaign	campagna pubblicitaria	a planned series of advertisements to promote a product or service	<i>The advertising campaign increased sales.</i>
air travel	trasporto aereo	the business of transporting passengers by plane	<i>Air travel has grown rapidly in recent years.</i>
airline (company)	compagnia aerea	a business that provides air transport services	<i>The airline reduced ticket prices to attract customers.</i>
alternative fuels	carburanti alternativi	energy sources used instead of traditional fossil fuels	<i>Companies are investing in alternative fuels.</i>
annual report	relazione/bilancio annuale	a document describing a company's activities and financial results over a year	<i>The annual report was published in March.</i>

English Entry	Italian translation	Definition	Example
application form	domanda; modulo di candidatura	a document used to apply for a job or service	<i>Fill in the application form carefully.</i>
apply for a job	candidarsi per un posto di lavoro	to formally request a position in a company	<i>He decided to apply for a job in marketing.</i>
apply for a promotion	candidarsi per una promozione	to request a higher position at work	<i>She plans to apply for a promotion next year.</i>
asset	attività	something owned by a person or company that has financial value	<i>The company's main asset is its technology.</i>
auditor	revisore contabile	a professional who examines financial records	<i>The auditor checked the company's accounts.</i>
average incomes	redditi medi	the typical amount of money earned by people in a country	<i>Average incomes have increased slowly over the past decade.</i>
baggage	bagaglio	personal belongings carried when travelling	<i>Passengers must check their baggage.</i>
balance of trade	bilancia commerciale	the difference between a country's exports and imports	<i>The balance of trade improved this year.</i>
balance sheet	stato patrimoniale	a financial statement showing a company's assets, liabilities and equity	<i>The balance sheet showed a strong financial position.</i>
bank accounts	conti bancari	accounts used to store and manage money	<i>Criminals may target bank accounts through fraud.</i>
bankruptcy	fallimento	the legal situation in which a business cannot pay its debts	<i>The company avoided bankruptcy.</i>
batch	lotto	a group of products produced together	<i>The faulty items came from the same batch.</i>
board of directors	consiglio di amministrazione	the group of people responsible for directing a company	<i>The board of directors approved the strategy.</i>
book-keeping	tenuta della contabilità	the recording of financial transactions	<i>Book-keeping is essential for managing finances.</i>
brand awareness	notorietà del marchio	the extent to which consumers recognize a brand	<i>Advertising improved brand awareness.</i>
break-even point	punto di pareggio	the point at which total revenue equals total costs	<i>The business reached its break-even point in June.</i>

English Entry	Italian translation	Definition	Example
budget	bilancio preventivo	a plan listing the amount of available spending money	<i>They created a budget for the project.</i>
budget meeting	riunione di bilancio	a meeting to discuss budgets and financial planning	<i>The finance team held a budget meeting.</i>
budget report	relazione di bilancio	a document showing planned income and expenditure	<i>The directors discussed the budget report.</i>
business card	biglietto da visita	a small card with a person's business contact details	<i>She gave me her business card.</i>
business conference	conferenza economica; conferenza di settore	a meeting where professionals discuss business topics	<i>She attended a business conference in Frankfurt.</i>
business cycle	ciclo economico	the natural pattern of growth and decline in the economy	<i>The economy is entering a new business cycle.</i>
business dealings	rapporti commerciali	interactions between companies	<i>They had successful business dealings in the past.</i>
business environment	contesto imprenditoriale	the conditions in which a company operates	<i>The business environment is becoming more competitive.</i>
business ethics	etica aziendale	principles that guide responsible business behaviour	<i>Business ethics are essential for building trust.</i>
business expansion	espansione aziendale	the process of growing a business into new markets or activities	<i>Business expansion requires careful planning.</i>
business lunch	pranzo di lavoro	a meal where business matters are discussed	<i>They met investors over a business lunch.</i>
business objective	obiettivo aziendale	a goal that a company wants to achieve	<i>Increasing exports is a key business objective.</i>
business partner	partner commerciale	a person or company that works with another company	<i>She met an important business partner.</i>
business plan	piano aziendale	a document describing a company's objectives and strategy	<i>The investors reviewed the business plan.</i>
business proposal	proposta commerciale	a formal plan presented to gain approval or funding	<i>The client accepted our business proposal.</i>

English Entry	Italian translation	Definition	Example
business relationships	relazioni commerciali	connections between companies or professionals	<i>Strong business relationships help companies grow.</i>
business risk	rischio d'impresa	the possibility that a business may suffer losses	<i>Every investment involves some business risk.</i>
business school	business school; scuola di management	an institution that teaches business and management	<i>He attended business school.</i>
business setting	contesto aziendale	a professional working environment	<i>He gained experience in a business setting.</i>
business strategy	strategia aziendale	a plan for achieving business goals	<i>Successful business strategies often focus on innovation and efficiency.</i>
business textbook	manuale di economia aziendale	a book used to study business subjects	<i>She borrowed a business textbook.</i>
business trip	viaggio di lavoro	a journey made for work purposes	<i>He is on a business trip to Prague.</i>
business trip	viaggio di lavoro	a journey taken for work purposes	<i>He went on a business trip to Berlin.</i>
business ventures	iniziative imprenditoriali	new business activities or projects	<i>She has started several successful business ventures.</i>
capital gain	plusvalenza	the profit made from selling an asset for more than its purchase price	<i>The investor reported a capital gain.</i>
capital investment	investimento di capitale	money invested in a business to generate profit	<i>The firm reduced its capital investment during the crisis.</i>
car parts	componenti per auto	components used in the production of vehicles	<i>The factory produces car parts for international markets.</i>
career	carriera	a person's working life over time	<i>She has a successful career in finance.</i>
cash flow	flusso di cassa	the movement of money into and out of a business	<i>Healthy cash flow is essential for small firms.</i>
chain of stores	catena di negozi	a group of shops owned by the same company	<i>The company owns a chain of stores across the country.</i>
cheaper alternatives	alternative più economiche	products that cost less than others of the same type	<i>Many consumers choose cheaper alternatives when prices increase.</i>

English Entry	Italian translation	Definition	Example
chief executive officer (CEO)	amministratore delegato	the highest-ranking executive in a company	<i>The chief executive officer announced the merger.</i>
client	cliente	a person or company that receives services	<i>The consultant met a new client this morning.</i>
commercial bank	banca commerciale	a bank that provides financial services to individuals and businesses	<i>The company borrowed money from a commercial bank.</i>
company	azienda	an organisation that sells goods or services	<i>The company expanded into new markets.</i>
company car	auto aziendale	a vehicle provided by an employer for business use	<i>She uses a company car for client visits.</i>
company president	presidente dell'azienda	a senior executive responsible for managing a company	<i>The company president announced a new strategy.</i>
competitive advantage	vantaggio competitivo	a feature that makes a company stronger than its competitors	<i>Innovation created a competitive advantage.</i>
competitive salaries	stipendi competitivi	pay that is attractive compared to similar jobs	<i>Companies offer competitive salaries to attract talent.</i>
competitors	concorrenti	companies that offer similar products or services	<i>The company lowered prices to compete with competitors.</i>
complaints	reclami	statements expressing dissatisfaction	<i>The company received several complaints from customers.</i>
conduct a survey	condurre un'indagine	to collect information from people by asking questions	<i>The company will conduct a survey to understand customer needs.</i>
confirm in writing	confermare per iscritto	to officially approve something in written form	<i>Please confirm the agreement in writing.</i>
consumer behaviour	comportamento dei consumatori	the way people choose and buy goods and services	<i>Consumer behaviour changed during the crisis.</i>
consumer confidence	fiducia dei consumatori	the degree of optimism consumers feel about the economy	<i>Consumer confidence increased this quarter.</i>
consumer demand	domanda dei consumatori	the willingness of customers to buy goods and services	<i>Consumer demand increased after prices fell.</i>

English Entry	Italian translation	Definition	Example
consumer goods	beni di consumo	products bought by individuals for personal use	<i>Demand for consumer goods increased.</i>
consumer price index (CPI)	indice dei prezzi al consumo (IPC)	an index measuring changes in consumer prices over time	<i>The CPI is used to measure inflation.</i>
consumer spending	spesa dei consumatori	the money that people spend on goods and services	<i>Consumer spending usually rises during the holiday season.</i>
consumption	consumo	the use or purchase of goods and services	<i>Energy consumption tends to rise during the winter months.</i>
corporate culture	cultura aziendale	the values and practices shared within a company	<i>A positive corporate culture improves employee motivation.</i>
corporate governance	governo societario	the system by which a company is directed and controlled	<i>Good corporate governance attracts investors.</i>
corporate income tax	imposta sul reddito delle società	a tax paid on company profits	<i>Corporate income tax affects net profit.</i>
corporate restructuring	ristrutturazione aziendale	the process of changing a company's organisation	<i>Corporate restructuring reduced operating costs.</i>
corporation	società	a large company recognised by law	<i>The corporation operates globally.</i>
cost of living	costo della vita	the amount of money needed to pay for basic goods and services	<i>The cost of living has increased significantly.</i>
cost reduction	riduzione dei costi	the process of lowering business expenses	<i>Cost reduction improved profitability.</i>
credit rating	rating di credito	an assessment of a person's or company's ability to repay debt	<i>A strong credit rating reduced borrowing costs.</i>
customer loyalty	fedeltà del cliente	the tendency of customers to continue buying from the same company	<i>Excellent service encourages customer loyalty.</i>
customer satisfaction	soddisfazione del cliente	the degree to which customers are happy with a product or service	<i>Customer satisfaction remains our priority.</i>
customer service	servizio clienti	assistance provided to customers	<i>Good customer service improves satisfaction.</i>

English Entry	Italian translation	Definition	Example
customer service department	servizio clienti; assistenza clienti	the department that deals with customer enquiries and complaints	<i>The customer service department handled the complaint.</i>
customer service helpline	servizio telefonico di assistenza clienti	a telephone service that helps customers	<i>I called the customer service helpline.</i>
customer service manager	responsabile del servizio clienti	a person responsible for customer support in a company	<i>The customer service manager handled the complaint.</i>
decline in demand	calo della domanda	a decrease in the desire to buy goods or services	<i>There was a decline in demand for luxury products last year.</i>
delivery	consegna	the act of sending goods to customers	<i>The delivery arrived late.</i>
delivery date	data di consegna	the agreed date on which goods will be delivered	<i>The delivery date has been postponed.</i>
delivery service	servizio di consegna	a service that transports goods to customers	<i>The company offers a next-day delivery service.</i>
develop new products	sviluppare nuovi prodotti	to create new goods for the market	<i>The company is investing heavily to develop new products.</i>
developing countries	paesi in via di sviluppo	countries with lower levels of industrialisation and income	<i>Many developing countries depend on agriculture for economic growth.</i>
discount	sconto	a reduction in price	<i>Customers received a discount on travel.</i>
discretionary spending	spesa discrezionale	money spent on things that are not basic needs	<i>Travel and entertainment are typical forms of discretionary spending.</i>
distribution centre	centro di distribuzione	a facility where goods are stored and distributed	<i>The warehouse became a distribution centre.</i>
distribution channel	canale di distribuzione	the route through which products reach customers	<i>The company expanded its distribution channels.</i>
distribution network	rete di distribuzione	the system used to deliver products to customers	<i>The firm expanded its distribution network.</i>
distribution warehouse	centro di distribuzione	a warehouse where goods are stored before delivery	<i>The products were shipped from the distribution warehouse.</i>

English Entry	Italian translation	Definition	Example
dividend	dividendo	a payment made to shareholders from profits	<i>Investors received a dividend at the end of the year.</i>
dividend payment	pagamento dei dividendi	money distributed to shareholders from company profits	<i>The board approved the dividend payment.</i>
domestic market	mercato interno	the market within a country	<i>The domestic market is growing.</i>
domestic production	produzione nazionale	goods produced within a country	<i>The government is encouraging domestic production of energy.</i>
earn money	guadagnare denaro	to receive money for work or business	<i>She earns money as a consultant.</i>
economic downturn	flessione economica	a period of reduced economic activity	<i>The country experienced an economic downturn after the crisis.</i>
economic forecast	previsione economica	a prediction of future economic conditions	<i>The economic forecast suggests slower growth.</i>
economic growth	crescita economica	an increase in the production of goods and services	<i>Economic growth remained stable.</i>
economic growth	crescita economica	an increase in the production of goods and services	<i>Economic growth slowed last year.</i>
economic patterns	dinamiche economiche	typical ways in which economic activity develops over time	<i>Analysts study economic patterns to predict future trends.</i>
economic policy	politica economica	government actions that influence the economy	<i>The new economic policy aims to reduce inflation.</i>
economic recovery	ripresa economica	a period when an economy begins to grow again	<i>The country is showing signs of economic recovery.</i>
economic resilience	resilienza economica	the ability of an economy to recover from difficulties	<i>Economic resilience helped the country recover.</i>
economic shock	shock economico	a sudden event that has a negative impact on the economy	<i>The pandemic caused a severe economic shock in many regions.</i>
economic stability	stabilità economica	a condition in which an economy grows steadily without major fluctuations	<i>Economic stability encourages investment.</i>
economic state	situazione economica	the condition of a country's economy	<i>The economic state has improved.</i>

English Entry	Italian translation	Definition	Example
economic uncertainty	incertezza economica	a situation in which future economic conditions are difficult to predict	<i>Economic uncertainty reduced investment.</i>
economic uncertainty	incertezza economica	a situation where future economic conditions are unclear or unstable	<i>Businesses are delaying investments due to economic uncertainty.</i>
economics	economia	the study of how money and resources are managed	<i>She studied economics at university.</i>
emerging economies	economie emergenti	countries that are developing rapidly and becoming more industrialised	<i>Emerging economies are attracting foreign investment.</i>
emerging market	mercato emergente	a market in a developing country with growth potential	<i>Investors are interested in emerging markets.</i>
employee benefits	fringe benefit; benefit per i dipendenti	additional advantages provided to employees besides salary	<i>Health insurance is a common employee benefit.</i>
employer	datore di lavoro	people or organisations that hire workers	<i>Employers look for skilled candidates.</i>
employment contract	contratto di lavoro	a legal agreement between an employer and an employee	<i>She signed her employment contract yesterday.</i>
employment rate	tasso di occupazione	the percentage of people who have a job	<i>The employment rate rose last year.</i>
energy costs	costi energetici	the amount of money required to produce or use energy	<i>Rising energy costs are affecting many businesses.</i>
environmental sustainability	sostenibilità ambientale	the practice of protecting the environment for the future	<i>Environmental sustainability is a key goal for many firms.</i>
exchange rate	tasso di cambio	the value of one currency compared with another	<i>A stronger exchange rate made imports cheaper.</i>
executive director	direttore esecutivo	a senior manager in a company	<i>The executive director leads the team.</i>
export market	mercato delle esportazioni	the market for goods sold to other countries	<i>The firm entered the Asian export market.</i>
export revenue	ricavi dalle esportazioni	income earned from selling goods abroad	<i>Export revenue reached a record level.</i>
extreme poverty	povertà estrema	a condition where people cannot meet basic needs	<i>Many organisations aim to reduce extreme poverty worldwide.</i>

English Entry	Italian translation	Definition	Example
figures	dati	numerical data or statistics	<i>The latest figures show economic growth.</i>
finance director	direttore finanziario	the executive responsible for a company's finances	<i>The finance director approved the investment.</i>
finance manager	responsabile amministrazione e finanza	the manager responsible for financial activities	<i>The finance manager approved the invoices.</i>
financial analyst	analista finanziario	a professional who analyses financial information	<i>She wants to become a financial analyst.</i>
financial consultant	consulente finanziario	a professional who advises clients about financial matters	<i>She works as a financial consultant.</i>
financial documents	documenti finanziari	official documents relating to finances	<i>Please bring your financial documents.</i>
financial performance	performance finanziaria	how well a company performs financially	<i>Investors were pleased with the firm's financial performance.</i>
financial planning	pianificazione finanziaria	the process of managing future income and spending	<i>Good financial planning reduces risks.</i>
financial report	relazione finanziaria	a document describing a company's financial performance	<i>The board reviewed the financial report.</i>
financial resources	risorse finanziarie	the money available to an organisation	<i>The project requires significant financial resources.</i>
firm's income	reddito dell'azienda	the money earned by a company	<i>The firm's income increased after expanding abroad.</i>
fixed costs	costi fissi	costs that do not change with production levels	<i>Rent is one of the company's fixed costs.</i>
flexible payment options	opzioni di pagamento flessibili	ways of paying that allow different conditions	<i>The company introduced flexible payment options to attract more customers.</i>
flexible roles	ruoli flessibili	jobs that allow adaptable working hours or conditions	<i>Flexible roles help employees balance work and life.</i>
flexible working arrangements	modalità di lavoro flessibili	work systems that allow different schedules or locations	<i>Flexible working arrangements can improve employee satisfaction.</i>

English Entry	Italian translation	Definition	Example
foreign correspondent	corrispondente estero	a journalist working in another country	<i>She works as a foreign correspondent.</i>
foreign investment	investimento estero	money invested in a country by overseas investors	<i>Foreign investment created new jobs.</i>
foreign trade	commercio estero	the exchange of goods and services between countries	<i>Foreign trade supports economic growth.</i>
funding	finanziamento	money provided for a project or business	<i>The startup received funding from investors.</i>
funding campaign	campagna di finanziamento	an organised effort to raise money for a project	<i>The funding campaign exceeded expectations.</i>
global economic growth	crescita economica globale	the increase in economic activity worldwide	<i>Global economic growth has slowed in recent years.</i>
global market	mercato globale	the worldwide market for goods and services	<i>The company competes in the global market.</i>
Gross Domestic Product (GDP)	PIL (prodotto interno lordo)	gross domestic product measuring a country's economic output	<i>GDP is used to compare economic performance between countries.</i>
Gross National Product (GNP)	PNL (prodotto nazionale lordo)	gross national product measuring total economic output	<i>GNP increased last year.</i>
gross profit	utile lordo	sales revenue minus the direct cost of producing goods	<i>Gross profit increased despite higher costs.</i>
head office	sede centrale	the main office of a company	<i>The head office is located in London.</i>
hiring manager	responsabile delle assunzioni	the person responsible for recruiting staff	<i>The hiring manager conducted the interview.</i>
housing markets	mercati immobiliari	the system of buying selling and renting houses	<i>Housing markets are changing as more people move to smaller towns.</i>
human capital	capitale umano	the skills and knowledge possessed by workers	<i>Investment in human capital improves productivity.</i>
human resources (HR)	risorse umane	the department responsible for recruiting and managing employees	<i>HR organised the interviews.</i>
import duties	dazi all'importazione	taxes paid on imported goods	<i>Higher import duties increased prices.</i>
imported goods	beni importati	products brought into a country from abroad	<i>Imported goods can sometimes be cheaper than local ones.</i>

English Entry	Italian translation	Definition	Example
in business	in attività	operating as a company	<i>He has been in business for ten years.</i>
income tax	imposta sul reddito	a tax paid on personal or business income	<i>Income tax rates changed this year.</i>
inflation	inflazione	a general increase in prices over time	<i>Inflation has reduced people's purchasing power this year.</i>
inflation figures	dati sull'inflazione	data showing the rate of inflation	<i>Inflation figures were higher than expected.</i>
inflation rate	tasso di inflazione	the percentage increase in prices over time	<i>The inflation rate fell below 2%.</i>
innovation contest	concorso per l'innovazione	a competition encouraging new ideas or products	<i>Many startups took part in the innovation contest.</i>
instruction leaflet	foglietto di istruzioni	a document explaining how to use a product	<i>Read the instruction leaflet carefully.</i>
interest rate	tasso di interesse	the percentage charged for borrowing money or paid on savings	<i>The central bank raised interest rates.</i>
inventory management	gestione delle scorte	the process of controlling stock levels	<i>Good inventory management reduces waste.</i>
investment fund	fondo di investimento	a pool of money invested on behalf of investors	<i>He invested in an international investment fund.</i>
investment project	progetto di investimento	a planned activity involving the use of money to generate future returns	<i>The investment project created new jobs.</i>
investor	investitore	a person or organisation that invests money	<i>Foreign investors supported the project.</i>
invoices	fatture	documents requesting payment	<i>The company sent invoices to clients.</i>
job applicant	candidato	a person applying for a job	<i>Each job applicant was interviewed.</i>
job application	candidatura	a formal request for employment	<i>He submitted a job application online.</i>
job creation	creazione di posti di lavoro	the process of creating new employment opportunities	<i>The project supported job creation.</i>
job interview	colloquio di lavoro	a meeting to assess a candidate for a job	<i>He prepared carefully for the job interview.</i>
job opportunity	opportunità di lavoro	a chance to get a job	<i>The company offered a job opportunity to graduates.</i>
job vacancy	posto vacante	an available job position	<i>The company advertised a job vacancy.</i>
labour costs	costo del lavoro	the total cost of employing workers	<i>Higher labour costs reduced profits.</i>

English Entry	Italian translation	Definition	Example
labour market	mercato del lavoro	the system in which workers and employers interact	<i>The labour market is becoming more flexible.</i>
logistics centre	centro logistico	a place where goods are stored and transported	<i>The old factory became a logistics centre.</i>
lower wages	salari più bassi	smaller amounts of money paid to workers for their job	<i>Some factories move abroad to take advantage of lower wages.</i>
low-income countries	paesi a basso reddito	countries where average income is relatively low	<i>Low-income countries often face challenges in accessing education and healthcare.</i>
management team	team dirigenziale	the group of managers responsible for running a company	<i>The management team approved the proposal.</i>
market analysis	analisi di mercato	the study of market conditions and customer demand	<i>A market analysis was carried out before the launch.</i>
market conditions	condizioni di mercato	the economic situation affecting buying and selling	<i>Market conditions have improved.</i>
market crash	crollo del mercato	a sudden and significant fall in market prices	<i>Investors feared a market crash.</i>
market demand	domanda di mercato	the total demand for a product in a market	<i>Market demand remained strong.</i>
market makers	operatori di mercato	financial institutions that buy and sell securities	<i>Market makers ensure liquidity in markets.</i>
market penetration	penetrazione di mercato	the extent to which a product is sold in a market	<i>The firm increased market penetration through discounts.</i>
market report	rapporto di mercato	a report analysing market conditions	<i>I read the latest market report.</i>
market research	ricerca di mercato	the collection and analysis of information about customers and markets	<i>The firm carried out market research before the launch.</i>
market share	quota di mercato	the percentage of a market controlled by a company	<i>The company increased its market share.</i>
market value	valore di mercato	the current price or worth of an asset or company	<i>The firm's market value increased.</i>

English Entry	Italian translation	Definition	Example
marketing campaign	campagna di marketing	a planned set of activities to promote a product	<i>The company launched a marketing campaign.</i>
marketing department	ufficio marketing	the department responsible for promoting products and services	<i>The marketing department launched the campaign.</i>
marketing events	eventi di marketing; eventi promozionali	events organised to promote products or services	<i>She enjoys attending marketing events.</i>
marketing strategy	strategia di marketing	a plan for promoting products and reaching customers	<i>The company revised its marketing strategy.</i>
mortgage	mutuo	a loan used to buy property	<i>They took out a mortgage to buy their house.</i>
multinational companies	multinazionali	companies that operate in more than one country	<i>Many multinational companies have offices in both Europe and Asia.</i>
national economy	economia nazionale	the system of production trade and consumption in a country	<i>The national economy grew steadily after the government introduced new policies.</i>
net profit	utile netto	the profit remaining after all costs and taxes have been paid	<i>Net profit exceeded expectations.</i>
non-essential purchases	acquisti non essenziali	things people buy that are not necessary	<i>During difficult periods people reduce non-essential purchases.</i>
office	ufficio	a place where business activities are carried out	<i>She works in an office in London.</i>
online payment system	sistema di pagamento online	a system used to make payments over the internet	<i>The online payment system was unavailable.</i>
online shop	negozio online	a website where goods are sold	<i>She bought the product from an online shop.</i>
operating costs	costi operativi	the regular costs of running a business	<i>Operating costs fell last year.</i>
operating expenses	spese operative	the day-to-day costs of running a business	<i>Operating expenses fell after the restructuring.</i>
operating income	risultato operativo	profit earned from a company's core business activities	<i>Operating income rose in the second quarter.</i>
operating profit	utile operativo	profit earned from normal business activities	<i>Operating profit increased by 12%.</i>

English Entry	Italian translation	Definition	Example
order number	numero d'ordine	a code used to identify a purchase	<i>Please include your order number in the email.</i>
part-time roles	posizioni part-time	jobs that require fewer working hours than full-time jobs	<i>Many students prefer part-time roles.</i>
part-time work	lavoro part-time	a job with limited hours	<i>She is looking for part-time work.</i>
pension scheme	regime pensionistico	a system for saving money for retirement	<i>The company offers a pension scheme.</i>
planning groups	gruppi di pianificazione	teams responsible for organising activities	<i>Planning groups meet regularly to discuss projects.</i>
poor performance	scarso rendimento	work that does not meet expected standards	<i>Employees may lose their jobs because of poor performance.</i>
price competition	concorrenza sui prezzi	competition based mainly on offering lower prices	<i>Price competition reduced profit margins.</i>
price increase	aumento dei prezzi	a rise in the price of goods or services	<i>Price increases have affected the cost of everyday items.</i>
price volatility	volatilità dei prezzi	frequent changes in prices over time	<i>Price volatility makes planning difficult for businesses.</i>
pricing strategy	strategia dei prezzi	the method used to set the prices of products or services	<i>The new pricing strategy attracted customers.</i>
printing company	tipografia	a business that provides printing services	<i>The brochures were produced by a printing company.</i>
private investment	investimento privato	money invested by individuals or companies rather than the government	<i>Private investment is essential for economic development.</i>
private sector	settore privato	the part of the economy owned by individuals and companies	<i>Most graduates found work in the private sector.</i>
product launch	lancio di un prodotto	the introduction of a new product to the market	<i>The product launch attracted media attention.</i>
production costs	costi di produzione	the costs of manufacturing goods or providing services	<i>Production costs increased this year.</i>
production costs	costi di produzione	the expenses involved in producing goods	<i>High production costs can reduce profits.</i>

English Entry	Italian translation	Definition	Example
profit	profitto	money earned after costs are removed	<i>The company reported a high profit.</i>
profit margin	margin di profitto	the difference between sales income and costs expressed as profit	<i>Higher costs reduced the profit margin.</i>
profitability	redditività	the ability of a business to make profit	<i>The company is working to improve profitability.</i>
public finances	finanza pubblica	the management of a government's income and spending	<i>High debt can create problems for public finances.</i>
public sector	settore pubblico	the part of the economy controlled by the government	<i>She works in the public sector.</i>
purchase price	prezzo di acquisto	the amount paid for a product	<i>The purchase price was refunded.</i>
purchasing power	potere d'acquisto	the amount of goods and services money can buy	<i>Inflation reduced purchasing power.</i>
quality control	controllo qualità	the process of checking that products meet standards	<i>Quality control reduced production errors.</i>
rail transport	trasporto ferroviario	the system of transporting goods or people by train	<i>Rail transport is an important part of the economy.</i>
receipts	ricevute	documents showing proof of payment	<i>Keep all receipts for your records.</i>
recession	recessione	a period of economic decline	<i>The country entered a recession after the financial crisis.</i>
record business	attività discografica	a company activity related to selling music records	<i>He made his fortune in the record business.</i>
record label	etichetta discografica	a company that produces and sells music	<i>The artist signed a contract with a major record label.</i>
recruitment process	processo di selezione	the series of steps used to hire employees	<i>The recruitment process took six weeks.</i>
reduce costs	ridurre i costi	to make expenses lower	<i>The company is trying to reduce costs by using digital tools.</i>
refund	rimborso	money returned to a customer after a purchase	<i>He asked for a refund after receiving a faulty item.</i>

English Entry	Italian translation	Definition	Example
regional office	ufficio regionale	a company office serving a particular area	<i>She has moved to the regional office.</i>
remote work	lavoro da remoto	working from home or outside a traditional office	<i>Remote work has become more common in many industries.</i>
representative	rappresentante	a person acting on behalf of a company	<i>The company representative visited the client.</i>
research and development (R&D)	ricerca e sviluppo (R&S)	activities aimed at creating new products or improving existing ones	<i>The company invested heavily in research and development.</i>
resign	dimettersi	to leave a job officially	<i>He decided to resign from his position.</i>
retail price	prezzo al dettaglio	the price paid by the final customer	<i>Retail prices remained stable.</i>
retail sector	settore del commercio al dettaglio	the part of the economy that sells goods directly to consumers	<i>The retail sector faces strong competition.</i>
retail sector	settore del commercio al dettaglio	the part of the economy that sells goods directly to consumers	<i>The retail sector is adapting quickly to online shopping trends.</i>
retail store	punto vendita; negozio al dettaglio	a shop that sells goods directly to consumers	<i>She works in a retail store.</i>
return on investment (ROI)	rendimento dell'investimento (ROI)	a measure of the profit earned from an investment	<i>The project delivered a high return on investment.</i>
revenue(s)	ricavi	income generated by a business	<i>The company increased its revenue. / Revenues increased this quarter.</i>
rising cost of food	aumento del costo dei prodotti alimentari	an increase in the price of food over time	<i>Families are spending more money due to the rising cost of food.</i>
sale	vendita	the act of selling goods	<i>The sale of products increased last month.</i>
sales assistant	addetto alle vendite	a person who sells goods in a shop	<i>The sales assistant helped the customer.</i>
sales forecast	previsione delle vendite	an estimate of future sales	<i>The sales forecast was optimistic.</i>
sales manager	direttore vendite	the manager responsible for a company's sales activities	<i>The sales manager presented the results.</i>
sales meetings	riunioni di vendita	regular meetings to discuss sales performance	<i>Sales meetings are held every month.</i>

English Entry	Italian translation	Definition	Example
sales representative	rappresentante commerciale	an employee who sells products or services	<i>The sales representative visited the client.</i>
sales revenue	ricavi da vendite	the money earned from selling goods or services	<i>Sales revenue exceeded expectations.</i>
sales target	obiettivo di vendita	the amount of sales a business aims to achieve	<i>The team exceeded its sales target.</i>
serious misconduct	grave condotta scorretta	unacceptable or illegal behaviour at work	<i>He was dismissed for serious misconduct.</i>
services	servizi	activities provided for customers	<i>The company offers financial services.</i>
share price	prezzo dell'azione	the price of one share in a company	<i>The share price reached a record high.</i>
shareholders	azionisti	people who own shares in a company	<i>Shareholders expect regular dividends.</i>
shareholders' meeting	assemblea degli azionisti	a formal meeting of a company's shareholders	<i>The proposal was approved at the shareholders' meeting.</i>
skilled workforce	forza lavoro qualificata	employees with specialised knowledge and abilities	<i>The region has a highly skilled workforce.</i>
space tourism	turismo spaziale	the business of travelling into space for non-professional purposes	<i>Space tourism is becoming more popular among wealthy individuals.</i>
startup founder	fondatore di una startup	a person who creates a new business	<i>The startup founder presented the new app.</i>
stock market	mercato azionario	the market where shares are bought and sold	<i>The stock market crashed yesterday.</i>
supply and demand	domanda e offerta	the relationship between the availability of goods and consumers' desire to buy them	<i>Prices are determined by supply and demand.</i>
supply chain	catena di fornitura	the network involved in producing and delivering goods	<i>The pandemic disrupted the supply chain.</i>
supply shortage	carenza dell'offerta; insufficienza dell'offerta	a situation in which available supply is insufficient	<i>The supply shortage delayed production.</i>
sustainable growth	crescita sostenibile	economic growth that can continue without harming future development	<i>Innovation supports sustainable growth.</i>
target market	mercato di riferimento	the group of customers a business wants to reach	<i>Young adults are the target market.</i>

English Entry	Italian translation	Definition	Example
tax authorities	autorità fiscali	government bodies responsible for collecting taxes	<i>The tax authorities started an investigation.</i>
telecoms market	mercato delle telecomunicazioni	the sector related to communication services	<i>The telecoms market is expanding rapidly.</i>
trade agreement	accordo commerciale	an agreement between countries to encourage trade	<i>The new trade agreement reduced tariffs.</i>
trade balance	bilancia commerciale	the difference between a country's exports and imports	<i>The trade balance improved this year.</i>
trade exhibition	fiera commerciale	an event where companies present products and services	<i>The company launched its product at a trade exhibition.</i>
trade fair	fiera di settore	a large exhibition where companies promote products	<i>The company exhibited at an international trade fair.</i>
trade surplus	surplus commerciale	a situation in which exports exceed imports	<i>The country recorded a trade surplus.</i>
training course	corso di formazione	a programme designed to develop knowledge and skills	<i>All new staff attend a training course.</i>
transport expenses	spese di viaggio	the costs of travelling for business	<i>Employees can claim transport expenses.</i>
turn a profit	realizzare un profitto	to start making more money than is spent	<i>The business took two years to turn a profit.</i>
unemployed	disoccupati	people without a job but able to work	<i>Government programs support the unemployed.</i>
unemployment	disoccupazione	the situation in which people do not have a job but are able to work	<i>High unemployment can lead to social and economic problems.</i>
unemployment rate	tasso di disoccupazione	the percentage of people without a job	<i>The unemployment rate fell steadily.</i>
unsold goods	merci invendute	products that have not been sold	<i>The company returned unsold goods.</i>
value chain	catena del valore	the sequence of activities that add value to a product or service	<i>The company analysed its value chain.</i>
value-added tax (VAT)	imposta sul valore aggiunto (IVA)	a tax added to the price of goods and services	<i>VAT is included in the final price.</i>
variable costs	costi variabili	costs that change according to production levels	<i>Raw materials are variable costs.</i>

English Entry	Italian translation	Definition	Example
venture capital	capitale di rischio	money invested in new businesses with growth potential	<i>The startup obtained venture capital.</i>
waste management	gestione dei rifiuti	the handling of waste materials	<i>He works in waste management.</i>
wholesale price	prezzo all'ingrosso	the price charged when goods are sold in large quantities to retailers	<i>Wholesale prices fell last quarter.</i>
work placement	tirocinio	a period of work experience in a company	<i>The student completed a work placement in finance.</i>
workforce	forza lavoro	the total number of people working in a country or company	<i>The workforce is ageing in many developed countries.</i>
workforce productivity	produttività della forza lavoro	the efficiency with which employees produce goods or services	<i>Training improved workforce productivity.</i>
working arrangements	modalità di lavoro	the way work is organised, including hours and location	<i>Flexible working arrangements improve satisfaction.</i>
working capital	capitale circolante	the money available for a company's daily operations	<i>The company improved its working capital.</i>
working conditions	condizioni di lavoro	the environment and terms in which people work	<i>Poor working conditions can discourage workers.</i>
workplace culture	cultura aziendale	the environment and values within a company	<i>A positive workplace culture improves productivity.</i>
world market prices	prezzi del mercato mondiale	the prices of goods determined at an international level	<i>Oil companies adjust their costs according to world market prices.</i>
yield	rendimento	the income produced by an investment	<i>Government bonds offer a low yield.</i>