Business Result

Upper-intermediate Czech Wordlist

Unit 1

acquaintance (n) /əˈkweɪntəns/ známý I saw an old acquaintance of mine today.

arrogant (adj) /'ærəgənt/ **arogantní** He's so **arrogant** – he thinks he's the best at everything.

banquet (n) /'bænkwit/ banket A state banquet was held in honour of the visiting President.

bargain (v) /'baːgɪn AmE 'baːr-/ smlouvat He wasn't prepared to bargain over the price.

bound (adj) /baund/ nucen She is **bound** to ask why the report is late.

build a relationship (phrase) / bild \circ ri'lei $\int n \int p/$ vybudovat vztah He has built good relationships with his clients.

cabinet (n) /ˈkæbɪnət/ skříňka We need some new kitchen cabinets.

caterer (n) /'keɪtərə(r)/ dodavatel jidla Have you booked a **caterer** for the conference?

come across (phr v) /knm ə'krps AmE -'krq:s/ udělat dojem She comes across well in interviews.

complex (adj) /'kpmpleks AmE kəm'pleks/ **složitý** It's a very **complex** problem.

confident (adj) /'kɒnfidənt AmE' 'kɑːn-/ **přesvědčený** I'm **confident** he'll do well in the job.

confirm (v) /kənˈfɜːm AmE -ˈfɜːrm/ **potvrdit** *She called to confirm our reservations.*

cover for (phr v) /'knvə fə(r) AmE 'knvər/ **zastoupit** I'm **covering for** Tom while he's on holiday.

create an impression (phrase) /kri_eit ən im'pre $\int n/$ vytvořit dojem The hotel lobby creates an impression of luxury.

creativity (n) /kriei'tiviti/ kreativita *Creativity* is more important to us than technical skill.

exhibition (n) / eksibiin výstava We visited an **exhibition** of technological products.

expensive (adj) /ɪkˈspensɪv/ drahý He wore an expensive watch.

extravagance (n) /1k'strævəgəns/ marnotratnost Getting taxis everywhere is an **extravagance**.

favourable (adj) /'feɪvərəbl/ **příznivý** She made a **favourable** impression on her new team.

forge (v) /fordʒ AmE forrdʒ/ **vybudovat** He **forged** a successful career in the music business.

functional (adj) /'f \label{finite} functional (adj) /'f \label{finite} functional rather than stylish.

gain (v) /gein/ **získat** We won't **gain** anything from delaying the decision.

glossy (adj) /'glosi AmE 'glo:si/ **tištěný na lesklém** papíře She handed me a **glossy** travel brochure.

have a reputation (phrase) /hæv ə repju'ter $\int n/m$ it pověst He has a reputation for never being on time.

ineffective (adj) /INI'fektIV/ neefektivní The problem was **ineffective** management.

innovation (n) /In \exists 'veI \int n/ inovace The company is known for technological **innovation**.

interpret (v) /In'ts:prit AmE -'ts:rp-/ tlumočit She couldn't speak much English so I interpreted for her.

maternity leave (n) /məˈtɜːnəti liːv AmE -ˈtɜːrn-/mateřská dovolená Sarah is on maternity leave for six months.

modest (adj) /'mpdist AmE 'maid-/ **prostý** They live in a **modest** apartment.

ostentatious (adj) / psten'tei s AmE arst-/ **okázalý** I don't like **ostentatious** gold jewellery.

phenomenon (n) /fi'nominən AmE -'naːm-/ jev Globalization is a 21st century **phenomenon**.

portfolio (n) /pɔːtˈfəʊliəʊ AmE pɔːrtˈfoʊlioʊ/ **soubor** She has put together a very impressive **portfolio**.

premises (n) /'premisiz/ **prostory** The company has grown and we need to find new **premises**.

principles (n pl) /'prinsəplz/ zásady He has strong moral principles.

professionalism (n) /prəˈfeʃənəlizm/ **professionalismus** We were impressed by the **professionalism** of the staff.

project an image (phrase) /project an 'midz/vzbudit dojem They want to project a more positive image of their company.

proof reading (n) /'proxf rixdin/ korektura The text is ready for **proof reading**.

provisionally (adv) /prəˈvɪʒənəli/ provizorně
The meeting has been provisionally arranged for Friday.

rapport (n) /ræ'px(r)/vztah It's important to build a close **rapport** with clients.

real estate (n) /'ri:əl isteit/ nemovitost This is a valuable piece of real estate.

recent (adj) /'rixsont/ nedávný Tell me about some of your recent successes.

recommend (v) / rekə'mend/ **doporučit** Can you recommend a good lawyer?

referral (n) /rɪˈfɜːrəl AmE -ˈfɜːr-/ reference We get a lot of referrals from other companies.

regarding (prep) /rɪˈgɑːdɪŋ AmE -ˈgɑːrd-/ co se týče Call me if you have any information regarding this matter.

represent (v) / repri'zent/ zastupovat Your business card should state your name, job title, and the company you represent.

reputation (n) /,repju'te1\(\text{n}\) povest She has a very good **reputation** among her fellow professionals.

standardized (adj) /'stændədaizd/ **jednotný** All our employees sign a **standardized** contract.

successful (adj) /səkˈsesfl/ úspěšný The project was very successful.

suspicious (adj) /səs'pı∫əs/ nedůvěřivý His sudden change in behaviour made me **suspicious**.

switch (v) /swit // přejít We're **switching** to a new system of invoicing.

synergy (n) /'sɪnədʒi AmE -nərdʒi/ **spolupráce** We aim to create a **synergy** between members of the team.

take a dislike to (phrase) / teik ə dis'laik tə/ pocítit averzi She took an instant dislike to her new boss.

text (n) /tekst/ sms zpráva You can send me the information by e-mail or **text**.

tradition (n) /trə'dr $\int n/$ tradice British people are said to love **tradition**.

trustworthy (adj) /'trastws:ði AmE -ws:rði/důvěryhodný She needs her assistant to be absolutely **trustworthy**.

wary (adj) /'weəri AmE 'weri/ opatrný Be wary of deals that look too good to be true.

word-of-mouth (adj) / ws:d əv ' $mau\theta$ / ústní Word-of-mouth marketing can be very powerful.

Unit 2

absenteeism (n) / æbsən'tixzəm/ absentérství We're looking at new ways to combat absenteeism.

achievement (n) /ə'tʃiːvmənt/ úspěch Finishing the course gave me a real sense of **achievement**.

acknowledged (adj) /ək'nplidʒd AmE -'nɑːl-/ uznávaný She is acknowledged as an expert in her field.

alignment (n) /əˈlaɪnmənt/ **soulad** My values were not in **alignment** with those of the company.

annual bonus (n) / anjuəl 'bəunəs AmE -'boun-/ roční prémie The annual bonus will be paid at the end of this month.

appreciation (n) /əprisi'ei n uznání They didn't show any **appreciation** for what we'd done.

attendance reward (n) /əˈtendəns rɪwɔːd AmE -wɔːrd/ odměna za účast We offer generous attendance rewards to our staff.

autonomy (n) /ɔː'tɒnəmi AmE ɔːtɑːn-/ samostatnost *I get a lot of autonomy in my work.*

better (yourself) (v) /'betə(r)/ polepšit si He went to college in an attempt to **better himself**.

boost morale (phrase) /buːst məˈrɑːl AmE -məˈræl/ **pozdvihnout morálku** Sales successes this quarter have really **boosted staff morale**.

break the ice (phrase) / breik ði 'ais/ prolomit ledy He told a few jokes to **break the ice**.

bump into (phr v) / bamp 'intə/ narazit na někoho náhodou I bumped into a friend at the station.

commission (n) /kəˈmɪʃn/ **provize** You get a 10% **commission** on everything you sell.

company car (n) / kampani kar(r) firemní auto With her new job she gets a **company car**.

compensation plan (n) / kompən'seisn plæn AmE ,ka:m-/ plat a všechny výhody od zaměstnavatele We offer a very attractive compensation plan.

dead-end job (n) /dedend 'dʒpb AmE -'dzaːb/ neperspektivní práce I don't want some **dead-end job** at the factory.

development (n) /di'velapmant/ rozvoj He takes an interest in the career **development** of all his staff.

discount (n) /'diskaunt/ **sleva** There's a 5% **discount** if you pay cash.

fare (n) /feə(r)/ jízdné Train fares have gone up again.

feel valued (phrase) / fiːl 'væljuːd/ cítit se doceněn She left her job because she didn't **feel valued**.

filter through (phr v) / filtə 'θru: AmE filtər-/
prosáknout na povrch More details about the crash are
filtering through.

foster loyalty (phrase) / fostə 'lərəlti AmE | foster/podporovat loajalitu | Bonuses and rewards help foster company loyalty.

fulfilment (n) /fulˈfɪlmənt/ naplnění Does your work give you a sense of **fulfilment**?

generous (adj) /'dʒenərəs/ **velkorysý** They made me a very **generous** offer.

gossip (n) /'gɒsɪp AmE 'gɑːsɪp/ **klepy** Don't believe all the **gossip** you hear.

hire (n) /'ha $\protect{nove p\'rijat\'y zam\'estnanec}$ New **hires** get raises after a set period of time.

horticulture (n) /'hoxtikalt $\int a(r)$ AmE 'hoxrt-/ zahradnictví *He went to a college of agriculture and horticulture*.

improve performance (phrase) /Imprux pəˈfəːməns AmE -pərˈfəːrməns/ **zlepšit výkon** The new management techniques aim to **improve performance**.

incentive scheme (n) /In'sentIv ski:m/ **motivační plán** Under the **incentive scheme** employees will earn prizes for good attendance.

intervene (v) /,Intə'vi:n AmE ,Intər-/ zasáhnout She intervened in a disagreement between two of her colleagues.

make the grade (phrase) / meik ðə 'greid/ uspět About 10% of trainees fail to make the grade.

misconception (n) /₁miskən'sep∫ən/ **mylná** představa There are a lot of **misconceptions** about this disease.

monopolize (v) /məˈnɒpəlaɪz AmE -ˈnɑːp-/ **ovládnout, dominovat** As usual, she completely **monopolized** the conversation.

motivate (v) /'məutiveit AmE 'mou-/ motivovat She's very good at motivating her staff.

non-cash rewards (n) / nonkæ∫ ri'wɔːdz AmE -'wɔːrdz/ nepeněžní odměny Employees appreciate non-cash rewards such as free gifts or travel vouchers.

non-contributory pension plan (n) /non kənˌtrɪbjətəri 'pen∫n plæn/ bezpříspěvkové penzijní pojištění hrazené zaměstnavatelem We offer a non-contributory pension plan.

on-time bonus (n) /pn taim 'bounes AmE ain taim 'bounes/ pravidelná prémie You are entitled to an on-time bonus

perceived (adj) /pəˈsiːvd/ vnímaný The **perceived** benefits of the changes are high.

perk (n) /psik AmE psirk/ výhoda Perks include a car and free health insurance.

positive feedback (n) /ppzitiv 'fixdbæk AmE pazz-/ **pozitivní zpětná vazba** We need both negative and **positive feedback** from our customers. **praise** (n) /preiz/ chvála His manager is full of **praise** for his work

private medical insurance (n) /praivet 'medikl insurance ns AmE -'sur-/ soukromé zdravotní pojištění All senior employees get private medical insurance.

profit-sharing scheme (n) /'profit ∫eərin ski:m AmE 'prɑːfit ∫erin/ systém podílnictví na zisku We offer a profit-sharing scheme.

recognition (n) / rekag'nɪʃn/ uznání Teachers deserve more **recognition** for their work.

remark (n) /rɪˈmɑːk, AmE -ˈmɑːrk/ poznámka He made a remark about the weather.

remuneration package (n) /rɪˌmjuːnəˈreɪʃn pækɪdʒ/baliček odměn Your remuneration package will consist of salary plus cash bonuses.

satisfaction (n) /sætis'fæk $\int n$ / spokojenost We are trying to improve customer **satisfaction**.

staff discount (n) /staːf 'dɪskaunt AmE stæf-/ **zamestnanecká sleva** Everyone who works for the store gets a generous **staff discount**.

staff retention (n) /sta:f rı'ten∫n AmE stæf-/ udržení zaměstnanců The company needs to improve its staff retention

subsidiary (n) /səb'sidiəri AmE -dieri/ **pobočka** She's working for an overseas **subsidiary**.

time in lieu (phrase) / taɪm ɪn 'luː/ náhradní volno If we work Sundays we get **time in lieu** during the week.

various (adj) /'veəriəs AmE 'ver-/ různý She left her job for various reasons.

vary (v) /'veəri AmE 'veri/ lišit se House prices vary in
different parts of the country.

voucher (n) $/ \text{'vaut} \mathfrak{Io}(r) / \text{ poukaz}$ They gave me a **voucher** for a free meal.

Unit 3

accurate forecast (n) / ækjərət 'fɔːkɑːst AmE - 'fɔːrkæst/ přesná předpověď It is difficult to make accurate forecasts for a fast-growing industry.

ahead of schedule (phrase) /ə,hed əv 'ʃedjuːl AmE 'skedʒuːl/ v předstihu The new bridge was completed six months ahead of schedule.

allocate resources (phrase) / wlokeit ri'zoisis AmE 'riisoirsis/ přidělit prostředky He is in charge of allocating resources to our IT projects.

battery (n) /'bætəri/ baterie The camera uses a rechargeable battery.

behind schedule (phrase) /bi haind 'fedju:l AmE 'skedzu:l/ se zpožděním The project has fallen behind schedule

budget constraints (n pl) /'bAd3It kənstreInts/ omezení rozpočtem *Budget constraints* mean that we will be unable to appoint anyone new to the team.

capture (v) /'kæpt $\int \mathfrak{I}(r)/$ **ovládnout** The company has **captured** 90% of the market.

check progress (v) /tʃek 'prougres AmE 'prou-/ dohlížet na postup My manager calls regularly to check progress.

collate (v) /kə'leɪt/ shromáždit *I'll collate* the figures and get back to you.

compile (v) /kəmˈpaɪl/ sestavit We are **compiling** a list of possible buyers.

handset (n) /'hændset/ **sluchátko** He picked up the **handset** and dialled.

keep track of spending (phrase) /kiːp ˌtræk əv ˈspendɪŋ/dohlížet na výdaje It's important to keep track of spending so you don't go over budget.

lack of planning (phrase) / læk əv 'plænin/ nedostatečné plánování All these problems have been caused by a lack of planning.

life span (n) /ˈlaɪfspæn/ životnost The light bulb has a lifespan of 1,000 hours.

maintain (v) /meɪn'teɪn/ udržet We will maintain prices at their current level for another six months.

make contingency plans (phrase) /meik kənˈtindʒənsi plænz/ připravit nouzový plán Let's make contingency plans in case it rains.

make the launch date (phrase) /meik ðə 'lɔ:nʃ deit/ splnit termín uvedení výrobku na trhu Everyone worked hard to make the launch date.

man-hours (n pl) / mæn auə(r)z/ člověkohodiny It will take them 2,000 man-hours to get the aircraft flying again.

miss the deadline (phrase) /mis อ้อ

'dedlam/ propásnout termín I sent my application in too late and missed the deadline.

out of control (phrase) /aut av kan'traul AmE -'troul/mimo kontrolu The department's spending was out of control.

over budget (phrase) /,əuvə 'bʌdʒɪt AmE ˌouvər-/
nad rozpočtem He was criticized because the project was
over budget.

plumbing (n) /'pl\min/ instalatérské práce We need someone to take care of the **plumbing**.

press release (n) /'pres rili:s/ tisková zpráva The company issued a **press release** about the merger.

prioritize tasks (phrase) /prai prətaiz 'taisks AmE prai 'əirətaiz tæsks/ **určit priority jednotlivých úkolů Prioritizing tasks** helps you to work more efficiently.

resolve conflict (phrase) /rɪˌzɒlv 'kɒnflıkt AmE rɪˌsɑ:lv 'kɑ:nflıkt/ vyřešit spor The government has done nothing to resolve the conflict over nurses' pay.

roofing (n) /ˈruːfɪŋ/ pokrývačské práce He runs a roofing business.

run out of money (phrase) /rʌn ˌaut əv 'mʌni/ vyčerpat peníze There's a danger we'll run out of money before the project is completed.

site (n) /saɪt/ **místo** We've chosen a **site** for the new office block.

stay on track (phrase) /stei pn 'træk/ **pokračovat se** stejným nasazením If we **stay on track**, we will finish by the end of the month.

tariff (n) /'tærɪf/ tarif Our tariffs are very competitive.
unrealistic budget (phrase) /ʌnrɪəˌlɪstɪk 'bʌdʒɪt/
nereálný rozpočet This was an unrealistic budget from
the beginning.

upfront planning (phrase) / Apfrant 'plænin/ plánování předem They didn't realize the importance of good upfront planning.

vital (adj) /'vaɪtəl/ nezbytný Accurate financial accounts are vital.

within budget (phrase) /wi,ðin 'bʌdʒit/ v rámci rozpočtu She managed to complete the project on time and within budget.

Unit 4

appropriate (adj) /əˈprəupriət AmE -ˈprou-/ **vhodný** Now that the problem has been identified, we can take **appropriate** action.

bring (sth) about (phr v) /brin ə'baut/ způsobit What brought about the change in his attitude?

bring (sth) down (phr v) / brin 'daun/ snížit We aim to bring down prices on all our computers.

canvas (n) /'kænvəs/ plátno The bag was made of canvas. carry (sth) out (phr v) / kæri 'aut/ provádět We carried out a survey of our customers.

cement (n) /si'ment/ cement They covered the floor with cement.

come up with (phr v) / kam 'ap wið/ přijít s něčím She came up with a new idea for increasing sales.

commercially-viable proposition (phrase) /kəmɜːʃəli' vaɪəbl prɒpəˈzɪʃn AmE mɜːrʃəli prɑːp-/ obchodně realizovatelný návrh It's very creative, but it's not a commercially-viable proposition.

concrete (adj) /'kpnkrixt AmE 'kaxn-/ **betonový** The garage has a **concrete** floor.

contract (n) /'kpntrækt/ **smlouva** They signed a **contract** with the supplier.

cutting-edge technology (phrase) /kʌtɪŋ ˌedʒ tekˈnɒlədzi AmE -ˈnɑːl-/ nejnovější technologie Our labs are full of cutting-edge technology.

delicious (adj) /dɪˈlɪʃəs/ **vy**nikající The soup was **delicious**.

demonstrate (v) /'demonstrett/ projevit He demonstrated great qualities of leadership.

dung (n) /dΛŋ/ hnůj They use cow dung as fertilizer. earthquake (n) /ˈɜːθkweɪk AmE ˈɜːrθ-/ zemětřesení Their village was destroyed in an earthquake.

enable (v) /1'neɪbl/ umožnit The device **enables** you to access the Internet anywhere.

enhanced (adj) /In'ha:nst AmE -'hænst/ zdokonalený The new system has brought **enhanced** efficiency.

fertilizer (n) /'faːtɪlaɪzə(r) AmE 'faːrt-/ **hnojivo** We do not use chemical **fertilizers**.

get round (phr v) / get 'raund' vyřešit His lawyer found a way of **getting round** the issue.

impressive (adj) /Im'presIV/ působivý Her performance at the meeting was very **impressive**.

inflatable (adj) /in'fleitəbl/ nafukovací He slept on an **inflatable** mattress.

innovative concept (phrase) / inovotiv 'konsept AmE - 'kaːns-/ novátorská myšlenka She's come up with a very innovative concept for the design.

inspire (v) /in'spaiə(r)/ inspirovat He inspired us all with his determination.

insulation (n) / \inf izolace Good insulation will save money on your heating bills.

key feature (phrase) /ki 'fixt∫ə/ **klíčový znak** Teamwork is a **key feature** of the training programme.

major advantage (phrase) /'meidʒər əd'vɒːntidʒ AmE -'vænt-/ hlavní výhoda The major advantage of working from home is you don't waste time travelling.

patent (n) 'pertant' patent He applied for a **patent** on his invention.

pay off (phr v) / pei 'of AmE - 'aːf/ vyplatit se We took a risk, and it paid off.

pitch (n) /pitʃ/ snažit se udat (prodat) He's making an important sales **pitch** today.

policy (n) /'ppləsi AmE 'paː/ **politika**, **postoj** What is the government's **policy** on road taxing?

potential benefit (phrase) /pəˌtenʃl 'benəfit/ potenciální výhoda Encouraging employees to stay healthy has many potential benefits.

practical solution (phrase) / præktikl səˈluːʃn/ praktické řešení Can anyone suggest a practical solution?

R & D (n) / arr ənd 'diz/ oddělení výzkumu a rozvoje He's a researcher working in **R & D**.

radical (adj) /ˈrædɪkl/ radikální Some of her ideas sounded a little too radical.

raise awareness (phrase) / reiz ə'weənəs AmE -'wɜːr-/zvýšit povědomí We are keen to raise awareness of environmental issues among our staff.

refrigeration (n) /rɪˌfrɪdʒəˈreɪ \int n/ chlazení These products need refrigeration.

refugee (n) / refju'dʒi:/ uprchlik Thousands of **refugees** are arriving across the border.

remote (adj) /rɪˈməʊt AmE -ˈmoʊt/ vzdálený They live in a remote part of Canada.

revolutionary idea (phrase) /revə,luː∫ənri aıˈdıə/ revoluční nápad He had a simple, but revolutionary idea.

rigid (adj) /'rɪdʒɪd/ **pevný** The poles form a **rigid** support for the tent.

sealed (adj) /siːld/ **zalepený** The samples are kept in **sealed** plastic bags.

set up (phr v) / set 'Ap/ založit She set up a catering company.

specification (n) / specifikel n specifikace These are the technical **specifications** of the new computer.

state-of-the-art design (phrase) /steit av ði art di zam AmE - airt-/ moderní design The ads emphasized the car's state-of-the-art design.

sustainable (adj) /səsˈteɪnəbl/ udržitelný We are researching the use of **sustainable** energy.

take (sth) **forward** (phr v) / teik 'fo:wəd AmE - 'fo:rwərd/ posunout kupředu We are looking for a new manager to take the business forward.

take (sth) **up** (phr v) / teik 'Ap/ chopit se něčeho She was offered a promotion and decided to **take up** the challenge.

tank (n) /tænk/ cisterna This is the hot water tank.

technological breakthrough (n) /teknəˌlɒdʒɪkl 'breikθru: AmE -ˌlɑːdʒ-/ **průlom v technologii** We made a **technological breakthrough** that allowed us to work twice as fast.

turbines (n pl) /'ta:bainz AmE 'ta:rb-/ turbiny The engine is powered by wind **turbines**.

unique (adj) /juː'niːk/ jedinečný Every one of our products is hand-made and **unique**.

vaccine (n) /'væksi:n/ vakcína There is currently no vaccine against HIV.

vibration (n) /vai'brei\in/ **vibrace** We have managed to reduce the level of **vibration** in the engine.

Unit 5

accounts (n pl) /əˈkaonts/ účtárna She works in accounts.
agitated (adj) /ˈædʒɪteɪtəd/ nervózní Calm down! Don't get so agitated.

approval (n) /əˈpruːvəl/ schválení The plan will be submitted to the committee for **approval**.

attentive (adj) /ə'tentiv/ **pozorný** The hotel staff are friendly and **attentive**.

attitude (n) /'ætɪtjuːd AmE -tuːd/ přístup *The receptionist did not have a very helpful* **attitude**.

blame (v) /bleim/ vinit Everyone blames the project manager when things go wrong.

bulb (n) /b Λ lb/ žárovka We need a new bulb in the corridor. bulk (n) /b Λ lk/ velký objem Buying in bulk is often cheaper. cashier (n) /k \mathfrak{E}' $\int I\mathfrak{I}(\Gamma)/$ pokladní The cashier gave him his receipt.

confectionery (n) /kən'fekʃənəri/ cukrářství **Confectionery** is a multimillion-pound business.

count for (phr v) /'kaont for(r)/ **znamenat** The fact that she apologized **counts for** nothing with him.

courteous (adj) /'ks:ttəs AmE 'ks:rt-/ **zdvořilý** The airport staff were very **courteous**.

deducted (v past participle) /dI'dAktId/ odečteno The cost of your uniform is **deducted** from your wages.

discontinued (adj) /diskənˈtinjuːd/ výrobky, které se už nebudou dále vyrábět There are big reductions on our discontinued products.

discourteous (adj) /dis'kartiəs AmE -'kart-/ **neslušný** There's no excuse for being **discourteous** to a customer.

dissatisfied (adj) /disˈsætisfaid/ nespokojený A dissatisfied customer called to complain.

efficient (adj) /1'f1\font/ **efektivní** We offer a fast, friendly, and **efficient** service.

encounter (n) /In'kauntə(r)/ setkání I had an unpleasant **encounter** with a pushy salesman.

exceed customers' expectations (phrase) /ik,si:d kastəməz ekspek'tei\nz/ překonat očekávání zákazníků We aim to not only meet but to exceed customers' expectations.

existing (adj) /Ig'zISTIIJ/ stávající Under **existing** rules this is not allowed.

existing customer (n) /Ig',ZIStII] 'kAstəmə(r)/ stávající zákazník We need to keep existing customers as well as attract new ones.

find your feet (phrase) / faind 'fixt' zorientovat se I only recently joined the firm so I'm still finding my feet.

get feedback (phrase) /get 'fixdbæk/ mít zpětnou vazbu I'd like to get some feedback on my work.

high-quality (adj) / hai 'kwpliti' **vysoce kvalitní** We are known for our **high-quality** products.

literally (adv) /'lɪtərəli/ doslova There are literally hundreds of prizes to win.

lose customers (phrase) /ˌluːz ˈkʌstəmə(r)z/ přijít o zákazníky We have lost too many customers to our competitors.

loyal (adj) /lɔɪəl/ loajální His clients have all been very loyal to him.

measure customer satisfaction (phrase) /me3e(r) ,kastəmə(r) sætis'fæk \int n/ zjistit spokojenost zákazníků We are looking at new ways to measure customer satisfaction

meet customers' needs (phrase) /mixt kastəmə(r)z 'nixdz/ naplnit potřeby zákazníků Stores are opening longer hours to meet customers' needs.

negotiation (n) /nɪgəʊʃɪ'eɪʃn AmE -goʊ-/ **vyjednávání** Management and unions are involved in pay **negotiations**.

originate (v) /əˈrɪdʒɪneɪt/ vzniknout The word originated as a term used in marketing.

quibble (v) /'kwibl/ hašteřit se It isn't worth **quibbling** over such a small amount of money.

reassure (v) / $rið' \int x(r) / znovu$ ujistit *They reassured her, telling her it was normal to find things difficult at first.*

receipt (n) /rɪ'siːt/ příjmový doklad Can I have a receipt, please?

refund (v) /rɪˈfʌnd/ **proplatit** zpět We will **refund** your money if you are not satisfied.

repeat (adj) /II'pi:t/ opakovaný We got a repeat order for more of the bags.

responsive (adj) /ri'sponsiv/ vnímavý Firms have to be responsive to consumer demand.

rule of thumb (phrase) / ruxl $\exists v \ \theta \land m$ podle zkušeností As a rule of thumb, allow half a bottle of water per person.

satisfied (adj) /'sætisfaid/ **spokojený** We are confident you will be **satisfied** with our service.

specifically (adv) /spəˈsɪfɪkli/ speciálně I specifically told you not to touch those files.

stuff (n) /stAf/ **věci** You can put your **stuff** on my desk for now.

sub-standard (adj) /snb'stændəd AmE -dərd/ **podřadný** The goods were returned because they were **sub-standard**.

superb (adj) /su 'p3:b AmE - 'p3:rb/ skvělý The car is in superb condition.

sympathize (v) /'simpə θ aiz/ soucítit *I sympathize*, but *I* don't know what *I* can do to help.

take notice (phrase) / teik 'nouts AmE - 'nout-/ dbát něčeho I made a suggestion but they took no notice.

tills (n pl) /tɪlz/ pokladna There was a long queue at the tills.

tough (adj) $/t \Lambda f/smula$ If you miss the plane, that's just **tough** – you won't get a refund.

turn (sb) away (phr v) / ts:n ə'wei AmE ts:rn-/odmítnout They were turning away customers because the place was so full.

uncaring (adj) /An'keərin AmE -'ker-/ necitlivý She came across as cold and uncaring.

unpublicized rule (n) /An,pAblisaizd 'ruil/ nepsané pravidlo It's a kind of unpublicized rule that we finish work early on Fridays.

upset (adj) /Λp'set/ rozčilený He got very **upset** because I was late.

Unit 6

act responsibly (phrase) / ækt rɪˈspɒnsɪbli AmE - ˈspɑːns-/ chovat se zodpovědně Businesses must act responsibly when it comes to the environment.

affiliated (adj) /əˈfilieɪtɪd/ **přidružený** The institute is **affiliated** to the university.

bribery (n) /'braɪbəri/ **podplácení** He was accused of **bribery** of government officials.

by-product (n) /'baɪprɒdʌkt AmE -prɑːd-/ **vedlejší produkt** When burnt, plastic produces dangerous **by-products**.

cheer (n) /t \int IP AmE t \int Ir/ **veselí** There was a **cheer** as she came out.

claim (v) /kleim/ **tvrdit** *He claims* to be an expert in the subject.

combat (v) /'kpmbæt AmE 'kaːm-/ potírat, bojovat proti něčemu We are introducing measures to **combat** inflation.

comply with regulations (phrase) /kəm,plai wið regju'lei nz/ řídit se pravidly The new offices must comply with safety and fire regulations.

contributor (n) /kənˈtrɪbjutə(r)/ přispívatel *Sulphur dioxide is a major contributor to acid rain.*

corroded (adj) /kəˈrəʊdɪd AmE -ˈroʊ-/ **zrezivělý** The metal was badly **corroded** in places.

corruption (n) $/k \vartheta' r \Lambda p \int n / korupce$ He promised to fight police **corruption**.

counteract (v) / kauntər'ækt/ potlačit Exercise can help counteract stress.

credibility (n) /kredı'bılıti/ důvěryhodnost The company has lost **credibility** because of the scandal.

deception (n) $/dr'sep \int n/podvod$ He was accused of obtaining property by **deception**.

discreet (adj) /dɪˈskriːt/ diskrétní I made some discreet enquiries about him with his former colleagues.

discrimination (n) /diskrimi'nei $\int n/$ diskriminace *Discrimination* on the grounds of race or sex is illegal.

donate time (phrase) /dəʊˌneɪt 'taɪm AmE doʊ-/ věnovat čas Our employees are encouraged to **donate time** to charity.

dye (v) /dai/ barvit They dye the fabric using natural substances.

ethics (n pl) /'e θ Iks/ etika Our profession has a strong code of ethics.

ethos (n) /'i: θ DS AmE - θ a:s/ étos She grew up with an ethos of public service.

Exotic (adj) /Ig'zptik AmE -'za:t-/ exotický She travels to all kinds of exotic locations.

exploit (v) /Ik'splo:It/ vykořisťovat What is being done to stop employers from **exploiting** young people?

fairness (n) /'feə:nəs AmE 'fer-/ **spravedlnost** She defended the **fairness** of the judicial system.

feature (n) $/ \operatorname{fixt} \mathfrak{f} \mathfrak{g}(r) / \operatorname{report} \mathfrak{a} \tilde{\mathbf{z}}$ I saw a special **feature** on education in India.

generosity (n) /dʒenəˈrɒsɪti AmE -ˈrɑːs-/ velkorysost He behaved with great generosity towards us.

greed (n) /gri:d/ nenasytnost He acted out of pure **greed**. initiative (n) /r'nrsotiv/ podnět We have come up with a new initiative for tackling youth unemployment.

itinerary (n) /aı'tınərəri/ **itinerář** Her **itinerary** includes visits to several suppliers in the region.

livelihood (n) /'larvlihod/ **živobytí** Communities on the island depend on fishing for their **livelihood**.

methane (n) /'mi:θeɪn/ metan Natural gas consists mainly of methane.

organic (adj) /ɔːˈgænɪk AmE ɔːr-/ **organický** All the ingredients used in our cakes are **organic**.

paddling (n) /'pædlin/ pádlování He likes paddling and rafting in his spare time.

pesticide (n) /'pestisaid/ pesticid Our vegetables are grown without the use of **pesticides**.

poverty (n) /'ppvəti AmE 'parvəerti/ chudoba They live in conditions of extreme **poverty**.

prejudice (n) /'predʒədɪs/ **předsudek** He felt he was the victim of racial **prejudice**.

pretend (v) /prr'tend/ předstírat Don't pretend you don't know anything about this!

rare (adj) /reə(r) AmE rer/ vzácný It is very rare for it to snow here.

reduce the impact (phrase) /rɪˌdjʊːs ði 'ɪmpækt/ snížit dopad We aim to reduce the impact of tourism on this beautiful wilderness.

reforestation (n) /rixforr'stersn AmE -faxr-/ **znovuzalesnění** She worked for a **reforestation** project in Costa Rica.

responsibility (n) /risponsə'biliti AmE -spains-/odpovědnost *I think we have a moral responsibility to help people in these countries.*

sample (v) /'saxmpl AmE 'sæmpl/ ochutnat We sampled some of the local cooking while we were there.

share a strong commitment (phrase) / ser ə strong kə'mitmənt AmE ser ə strong-/ sdilet pevný závazek vůči něčemu All our stores share a strong commitment to quality and value.

source (v) /SDIS AME SDITS/ **mít dodavatele** We **source** all our meat from local farms.

spontaneous (adj) /spon'teiniəs AmE spain/ **spontánní** She made a **spontaneous** offer of help.

stay true to (its) **principles** (phrase) /stei tru to 'prinsəplz/ zůstat věrný principům Many were jailed for **staying true to their principles** and refusing to fight.

take an active part (phrase) /teik ən ˌæktiv 'paːt AmE - 'paːrt/ aktivně se zapojit He still owns shares, but no longer takes an active part in the business.

turtle (n) /'taːtl AmE 'taːrtl/ želva Many species of turtles are endangered.

values (n pl) /'vælju:z/ hodnoty She's very sure of her **values**.

Unit 7

abstract (adj) /'æbstrækt/ **abstraktní** The challenge is to apply **abstract** concepts to real-life situations.

actual (adj) /'ækt \int uəl/ skutečný The actual cost was higher than we expected.

apparent (adj) /əˈpærənt/ zjevný She was worried by his apparent lack of interest.

argue (v) /'aːgjuː AmE aːrg-/ **obhajovat** *They argued for the right to strike*.

associated (adj) /əˈsəʊsieɪtɪd AmE -ˈsoʊ-/ **spojený** There are a lot of costs **associated** with employing someone.

cashflow (n) /'kæ∫fləʊ AmE -floʊ/ cashflow, hotovostní tok *Many companies fail through poor cash-flow*.

compliment (v) /'kpmpliment AmE 'ka:m-/ složit poklonu, udělat kompliment She complimented him on his excellent English.

concern (n) /kənˈsəːn AmE -ˈsəːrn/ starost *We share a great concern for the environment.*

consider all the options (phrase) /kənˌsɪdər ɔːl ði ˈɒpʃənz AmE -ˈɑːpʃənz/ zvážit všechny možnosti After considering all the options, we decided to extend the deadline. conventional (adj) /kənˈvenʃənl/ konvenční He's very conventional in his views.

courtroom (n) /'kɔːtruːm AmE 'kɔːrt-/ **soudní síň** *Everyone stood as the judge entered the courtroom.*

creative (adj) /krr'eɪtɪv/ kreativní She has lots of very creative ideas.

decide between (v) /dɪˈsaɪd bɪtwiːn/ rozhodnout se mezi čím *It was difficult to decide between the two candidates.*

deficit (n) /'defisit/ deficit The department has a serious budget **deficit**.

detached (adj) $/dr'tat \int t/$ **nestranný** Doctors have to remain **detached** from their patients.

determined (adj) /dɪˈtɜːmɪnd AmE -ˈtɜːrm-/ **odhodlaný** I'm determined to succeed.

emerge (v) /I'ms:d3 AmE -'ms:rd3/ **vynořit se** The truth is slowly **emerging** about what happened.

emotion (n) /I'mə $U \int n$ AmE -'moU-/ cit *The decision was based on emotion rather than careful thought.*

evidence (n) /'evidens/ důkaz There is convincing **evidence** that he knew about the documents.

expenditure (n) /Ik'spendIt(r)/ **výdaje** The budget allowed for an **expenditure** of \$27 million.

expressive (adj) /ik'spresiv/ **výrazný** She has wonderfully **expressive** eyes.

extrovert (n) /'ekstrəva:t AmE -va:rt/ extrovert She describes herself as an extrovert.

flexible (adj) /'fleksibl/ **flexibilní** He's very **flexible** about how we get the job done.

focused (adj) /'fəʊkəst AmE 'foʊ-/ cílevědomý She should do well - she's very **focused**.

freeze on recruitment (phrase) /frizz on ri'kru:tmənt/zastavení náboru nových zaměstnanců We are now able to end our freeze on recruitment.

get a different perspective (phrase) /get ə ˌdɪfrənt pəˈspektɪv AmE -pər-/ ziskat jiný pohled na něco Travel can help you **get a different perspective** on your own country.

have confidence in (your) judgment (phrase) /hæv konfidens in 'dʒʌdʒmənt/ důvěřovat vlastnímu úsudku As a manager, you need to have confidence in your own judgment.

impulsive (adj) /Im'pʌlsɪv/ **impulzivní** *She's very* **impulsive** and unpredictable.

indecisive (adj) /Indi'saisiv/ **nerozhodný** The problem was we had a weak and **indecisive** manager.

innate (adj) /I'neIt/ **vrozený** He has an **innate** sense of fairness.

instinctive (adj) /In'stinktiv/ **instinktivní** She's an **instinctive** saleswoman.

introvert (n) /'Introva:t AmE -va:rt/ introvert He was described as an introvert.

intuition (n) /,ıntju'ı∫n AmE -tu-/ intuice He was guided by intuition.

judge (v) /d3Ad3/ soudit Schools should not be judged only on their exam results.

lay-off (n) /'leid AmE -axf/ propuštění z práce There may be **lay-offs** at the factory.

make up (your) **mind** (phrase) /meik Δp 'maind/ **rozhodnout se** I couldn't **make up my mind** whether to accept the offer.

methodical (adj) /məˈθɒdɪkl AmE -ˈθɑːd-/ **metodický** She is slow, but **methodical** in her work.

overheads (n pl) /'əuvəhedz AmE 'ouvər-/ režijní náklady The overheads in running a hotel are very high.

pragmatic (adj) /præg'mætik/ **pragmatický** She takes a **pragmatic** approach to management.

provider (n) /prə'vaidə(r)/ poskytovatel We are one of the largest training **providers** in the country.

rational (adj) /'ræʃənl/ rozumný He is the rational choice for the job.

reject (v) /rɪ'dʒekt/ zamítnout The committee **rejected** all his arguments.

rely on feelings (phrase) /rɪˌlaɪ ɒn ˈfiːlɪŋz/ spoléhat na dojmy When making decisions, do you tend to rely on your feelings?

self-contained (adj) / self kən'temd/ **soběstačný** She's very **self-contained**.

sensor (n) /'sensə(r)/ **vnímavý** člověk I would describe him as a **sensor** rather than someone who is intuitive.

stick with (phr v) /'stik wið/ držet se čeho They decided to **stick with** their original plan.

stock (n) /stok AmE sta:k/ zásoby We don't carry a large stock of furniture.

subsidy (n) /'sAbsədi/ **podpora** The government wants to cut agricultural **subsidies**.

tactful (adj) /ˈtæktfl/ taktní I tried to find a tactful way of saying I didn't like it.

thorough (adj) /' θ arə AmE ' θ 3:rou/ důkladný He was very thorough in his research.

thoughtful (adj) /'0xtfl/ přemýšlivý She was a very thoughtful person.

trouble-shooter (n) / trabl juitə(r)/ poradce pro odstraňování problémů He works as a freelance trouble-shooter.

trust your instincts (phrase) / trast joir 'instinkts/ důvěřovat instinktům I just **trusted my instincts** and offered him the job.

ultimately (adv) /'Altimətli/ nakonec *Ultimately*, you'll have to make the decision yourself.

unconventional (adj) /\nhkən'ven\sinl/ nezvykl\(\psi\) She dressed in a very unconventional way for a businesswoman.

USP (n) / ju es 'piː/ jedinečná prodejní vlastnost What's the **USP** of this product?

vertical (adj) /'vɜːtɪkl AmE 'vɜːrt-/ **vertikální** The hard disk can be placed in a **vertical** position.

weigh up information (phrase) /wei ˌAp ɪnfə'mei∫n AmE -ınfər-/ zhodnotit informace Take a few moments to weigh up the information you've been given.

wisdom (n) /'wizdəm/ moudrost I respected her **wisdom**.

Unit 8

achieve lower overheads (phrase) /əˌtʃiːv ləʊər ˈəʊvəhedz/ dosáhnout nižších režijních nákladů By changing premises, we can achieve lower overheads.

Afford (v) /əˈfɔːd AmE -ˈfɔːrd/ moci si dovolit We cannot **afford** to lose any more staff.

booming (adj) /'buːmɪŋ/ prosperující Business is booming.

buoyant (adj) /'bɔɪənt AmE 'buːjənt/ rostoucí Demand for new homes is **buoyant**.

business process outsourcing (n) / biznəs process autsoxsin/ najímání externích pracovníků Business process outsourcing is a growth area.

competitive edge (phrase) /kəmˌpetətɪv 'edʒ/ **konkurenční výhoda** We can get a **competitive edge** by cutting our prices.

controversial (adj) /ˌkɒntrəˈvɜːʃl AmE kɑːntrəˈvɜːrʃl/kontroverzní There are controversial plans to build a new road.

core activity (phrase) / kor æk'tiviti/ hlavní činnost We need to focus on our core activities.

cost-cutting measures (phrase) /ˈkɒstkʌtɪŋ ˌmeʒəz/opatření pro snížení výdajů The company has taken cost-cutting measures to improve profitability.

create jobs (phrase) /krɪˌeɪt 'jɒbz AmE -'jɑːbz/ vytvářet pracovní příležitosti The government plans to **create more jobs** for young people.

cultural affinity (phrase) / kaltʃərəl əˈfɪnəti/ příslušnost k určité kultuře Most European countries share a basic cultural affinity.

develop strategies (phrase) /di_velop 'strætodziz/
rozvíjet strategie We are **developing strategies** for dealing
with unemployment.

distinguish (v) /dis'tingwis/ rozlišit Can you distinguish what sense of the word 'train' is meant?

establishment (n) /Is'tæbli∫mənt/ **založení** The speaker announced the **establishment** of a new institute.

expertise (n) / ekspə'ti:z AmE ekspər-/ odborná znalost They have a lot of expertise in high-tech areas.

export growth (n) /'ekspo:t ,grou θ AmE 'ekspo:rt ,grou θ / rust export **Export growth** has helped the country's balance of payments.

free up human resources (phrase) /ˌfri ʌp ˌhjuːmən rɪˈzɔːsɪs/ uvolnit lidské zdroje Automation frees up human resources.

fuel by (v) /fjo:əl bai/ zvýšit Inflation is fuelled by pay increases.

get through (phr v) / get 'θrux' zvládnout I got through a lot of work this morning.

graduate (n) /'grædju:ət/ absolvent Employment prospects for science **graduates** are good.

indirect employment (n) /indai,rekt im'ploiment/ nepřímá zaměstnanost *Indirect employment* has increased rapidly.

infrastructure (n) /' \inf rəstrakt \int ə(r)/ infrastruktura The country needs to invest in infrastructure.

job losses (n pl) /'dʒpb lossz AmE 'dʒɑːb lɑːsɪz/ ztráty pracovních míst *The closure of the plant will lead to hundreds of job losses.*

knock-on effect (n) / npkpn i fekt AmE na:ka:n-/řetězová reakce The increase in the price of oil had a knock-on effect on the cost of many other goods.

legal (adj) /ˈliːgəl/ právní You should get legal advice about the contract.

nickname (n) /'nɪkneɪm/ **přezdívka** Her determination earned her the **nickname** 'The Iron Lady'.

offshore (adj) /,pf'∫⊃:(r) AmE ,a:f-/ zahraniční (ve smyslu zámořský) India has become the largest offshore supplier of software to US organizations.

payroll (n) /'peɪrəʊl AmE -roʊl/ **výplatní páska** Support services include legal, human resources, and **payroll**.

productivity (n) / prodvk'tiviti AmE productivity.
poduktivita Better training leads to greater productivity.

protectionism (n) /prəˈtekʃənɪzəm/ **protekcionismus** *The president denied he was practising protectionism.*

pursue (v) /pəˈsjuː AmE pərˈsuː/ věnovat se něčemu *She* wishes to **pursue** a medical career.

quality of life (n) / kwaliti əv laif AmE kwa:-/ kvalita života Their quality of life improved when they moved out to the countryside.

recruit (v) /rɪˈkruːt/ nabírat (zaměstnance) We are currently **recruiting** new administrative staff.

repeal (v) /rr'pi:l/ zrušit The ban was repealed in 2006. sector (n) /'sektə(r)/ sektor Many jobs have been lost in the manufacturing sector.

shortfall (n) /'ʃɔːtfɔːl AmE 'ʃɔːrt-/ **schodek** *There was a* **shortfall** of over 500,000 tonnes in the grain supply.

skilled worker (n) / skilld 'wsikə(r) AmE 'wsirk-/kvalifikovaný pracovník The company employs 10,000 skilled and unskilled workers.

spill (v) /spil/ rozlit I spilled coffee on my skirt.

streamline (v) /'strixmlam/ **zefektivnit** We are going to **streamline** our operation.

subsequently (adv) /'sʌbsəkwentli/ **následně Subsequently**, new guidelines were issued to all employees.

threefold (adv) / θ ri:fould AmE -fould/ třikrát Prices have gone up threefold.

training facilities (n pl) /'treɪnɪŋ fəsɪlətɪz/ školicí prostory Teaching hospitals also serve as **training facilities**.

treble (v) /'trebl/ **ztrojnásobit** se Average earnings have **trebled** in fifteen years.

volume of work (phrase) / volju:m əv 'wɜːk/ množství práce She gets through a huge **volume of work** in a week.

work ethic (n) /'w3:k eθik AmE 'w3:rk-/ pracovní morálka He was brought up by his parents with a strong work ethic.

Unit 9

ability (n) /ə'biləti/ **schopnost** *Someone of her* **ability** will easily find a new job.

abroad (adv) /əˈbrɔːd/ **v** zahraničí She worked **abroad** for a year.

acquire (v) $/\vartheta'kwai\vartheta(r)/z$ iskat They have acquired a very good reputation.

appoint (v) /əˈpɔɪnt/ jmenovat We have **appointed** a new head of Human Resources.

challenge (n) /'t∫ælɪndʒ/ **výzva** Managing this project will be the biggest **challenge** of her career.

change of direction (phrase) /,tseind3 əv dai'reksn/změna I'm ready for a change of direction.

coincide (v) / kəun'said AmE kou-/ **konat se ve stejnou dobu jako** *His visit was timed to coincide with the annual conference.*

commodity (n) /kəˈmɒdəti AmE -ˈmɑːd-/ komodita *Crude oil is the world's most important commodity*.

compromise (n) /'kompromaiz AmE 'kaimp-/kompromis After talks the two sides finally reached a compromise.

consultant (n) /kən'sʌltənt/ **poradce** *I work for a firm of management consultants*.

corporate culture (n) / ko:pərət 'kaltʃə(r) AmE ko:rp-/podniková kultura She's an original thinker who doesn't really fit in with **corporate culture**.

deployment (n) /dr'ploiment/ rozmístění pracovních sil We need to rethink the **deployment** of our resources.

expendable (adj) /Ik'spendəbl/ nahraditelný They seem to regard human lives as **expendable**.

get on (phr v) /,get 'pn AmE -'ain/ dařit se Parents are always anxious for their children to get on.

glass ceiling (n) / glass 'sixlin AmE glæs-/ skleněný strop Part-time workers are the victims of a glass ceiling in many companies.

incompetent (adj) /in'kompitent AmE -'kaːm-/ nekompetentní He's incompetent and should be sacked.

invest (v) /In'vest In/ **investovat** The company has **invested** \$2 million in new equipment.

job mobility (n) / dʒɒb məˈbɪləti AmE dʒɑːb-/ pracovní mobilita People today have more **job mobility** than in the past.

key vacancy (n) / ki 'veɪkənsi/ **uvolněná klíčová** pracovní pozice We have a **key vacancy** in the marketing department.

laid off (adj) / leid 'pf AmE - 'dːf/ dočasně propuštěný pro nedostatek práce 100 workers at the factory were laid off.

living expenses (n pl) /'livin ikspensəs/ **životní náklady** The charity pays a small salary plus **living expenses**.

make (sb) **redundant** (phrase) /meik ri'dandənt/ propustit z práce pro nadbytečnost As a result of the reorganization ten managers were **made redundant**.

monotonous (adj) /məˈnɒtənəs AmE -ˈnɑːt-/ **monotónní** The work is easy, but very **monotonous**.

native (adj) /'neitiv/ **rodný** He longed to return to his **native** land.

no-no (n) /ˈnəʊ nəʊ AmE ˈnoʊ noʊ/ zakázaný Jeans at work were a definite no-no.

opportunity for advancement (phrase) /ppəˌtjuːnəti fɔːr æd'vɑːnsmənt/ možnost kariérního postupu I left because I felt there was no **opportunity for advancement**.

opt (v) /ppt AmE a:pt/ **vybrat si** They **opted** for a pay cut rather than lose their jobs.

personal development (n) / passanl dr'velapmant AmE pass-/ osobní rozvoj *Personal development* is more important to her than making money.

promote (v) /prəˈməʊt AmE -ˈmoʊt/ **povýšit někoho** She worked hard and was soon **promoted**.

prospects (n pl) ''prospekts AmE 'prass-/ vyhlídky At 25 he was unemployed with no qualifications and no career prospects.

recurring (adj) /rɪˈkɜːrɪŋ/ opakující se This is a recurring problem in our industry.

red tape (n) / red 'teip/ úřední šiml You have to go through so much red tape when taking on new staff.

redeploy (v) /,ri:di'ploi/ přeřadit Most of the employees will be **redeployed** to other parts of the company.

regret (v) /rɪˈgret/ litovat If you make a hasty decision, you may regret it.

relocation (n) / rilə σ 'keI $\int n$ / přeložení (zaměstnance) The firm will pay the costs of your **relocation**.

resource (v) /rɪ'zɔːs AmE -'zɔːrs/ **mít zdroje** The business is inadequately **resourced**.

restless (adj) /restləs/ **netrpělivý** After five years in the job, he was beginning to feel **restless**.

retain (v) /rɪ'teɪn/ udržet si We are looking at ways to retain staff.

retirement (n) /rɪ'taɪəmənt AmE -'taɪər-/ důchod At 60, he was approaching retirement.

repatriation (n) / ri:pætri'er n AmE -pert-/ repatriace, návrat do vlasti The insurance will cover repatriation costs if you are ill abroad.

roster (n) /'rpstə(r) AmE 'raːs-/ **rozpis služeb** I've drawn up the duty **roster** for this week.

secondment (n) /sɪˈkɒndmənt AmE -ˈkɑːnd-/ dočasné přeložení She's here on secondment from head office.

sideways move (n) / saidweiz 'muːv/ přeložení v rámci tarifní skupiny *It's not a promotion for him – more a sideways move*.

staff development (n) / starf dr'veləpmənt AmE staf/další rozvoj pracovních sil *Staff development* is an important part of a manager's job.

staff turnover (n) / starf 'tarnouvə(r) AmE staff 'tarnouvər/ fluktuace zaměstnanců Our staff turnover is too high.

stretch (v) /stret \int / vyčerpat We are stretched to the limit and can't take on any more work.

suitable (adj) /'suxtəbl/ **vhodný** Do you think she is a **suitable** candidate for the post?

take early retirement (phrase) / teik 3:li ri'taiəmənt AmE -3:rli ri'taiər-/ odejít předčasně do důchodu She took early retirement in order to travel the world.

team spirit (n) /,tirm 'spirit/ týmový duch We did some exercises to build team spirit.

temporary secondment (phrase) / temprəri sı'kondmənt/dočasné přeložení I got a temporary secondment to our offices in Paris.

tentative (adj) /'tentətiv/ **provizorní** We made a **tentative** arrangement to meet on Friday.

training (n) /'treɪnɪŋ/ **školení** Few employees had received any **training** in management.

transferable skills (phrase) /tra:ns,fs:rəbl 'skilz AmE træns-/ **přenositelné znalosti** He wanted to learn **transferable skills** such as IT skills.

unemployed (adj) / \nım'ploid/ nezaměstnaný He had been unemployed for six months.

update skills (phrase) /up,deit 'skilz/ **doplňovat si** znalosti o nejnovější poznatky Teachers have regular training days to **update their skills**.

vast (adj) /vaːst AmE væst/ obrovský Your help made a vast amount of difference.

Unit 10

absolutely (adv) / æbsə'luxtli/ **absolutně** She's an **absolutely** brilliant organizer.

bagel (n) /'beɪgəl/ druh slaného pečiva We had coffee and bagels.

borrow (v) /'bɒrəʊ AmE 'bɑːroʊ/ **vypůjčit si** How much did you **borrow** to start your business?

bow to (phr v) /'bav tu/ ustoupit She **bowed to** public pressure and resigned.

branch out (phr v) / $braint \int aut AmE braint / pustit se do něčeho nového <math>I$ decided to **branch out** on my own.

business angel (n) /'biznəs 'eindzəl/ business angel, investor, obchodní anděl The project received £300,000 from the Wellcome Trust and £100,000 from a business angel.

business model (n) /'biznəs ˌmɒdəl AmE - ˌmɑːdəl/ obchodní model We have to decide on a **business model** for using electronic commerce.

business plan (n) /'biznəs ˌplæn/ obchodní plán The bank wanted to see our business plan.

collapsible (adj) /kəˈlæpsɪbl/ **skládací** He takes his **collapsible** bike on the train to work.

commuter (n) /kəˈmjuːtə(r)/ dojíždějící The morning trains are packed with **commuters**.

completely (adv) /kəm'plixtli/ zcela *I'm* completely fed up.

crunchy (adj) /'kr∧nt∫i/ křupavý The apples were lovely and **crunchy**.

day's leave (phrase) / deiz 'lixv/ den volna He took a day's leave to visit his mother.

differentiate (v) / difə'ren seri/ odlisit We need something that **differentiates** our product from others on the market.

drawback (n) /'drɔːbæk/ nevýhoda The main drawback of the plan is its cost.

extremely (adv) /ik'stri:mli/ nesmírně It's extremely important that you listen to these instructions.

favour (n) /'feIVa(r)/ laskavost $Can\ I$ ask a **favour** - would you check this for me?

fee (n) /fiː/ **poplatek** Users pay a monthly subscription **fee** for the service.

financial backing (phrase) /fai,nænʃəl 'bækiŋ/ finanční krytí We asked a group of investors for financial backing.

gap in the market (phrase) / gæp in ða 'maːkit AmE - 'maːrk-/ díra na trhu We think we've identified a gap in the market.

get (sb) on board (phrase) / get pn 'boxd AmE -dxn 'boxrd/ přidat někoho ke spolupráci We've got Tim on board to design the website.

go public (phrase) /,gəʊ 'pʌblɪk AmE ,goʊ-/
nabídnout akcie ke koupi na burze Since the company
went public, its stock price has soared.

gradual (adj) /'grædʒuəl/ **postupný** The upturn in the economy has been very **gradual**.

grant (v) /'graint AmE 'grænt/ **poskytnout** All his requests were **granted** immediately.

head hunter (n) /'hed hantə(r)/ lovec mozků, konzultant pro nábor pracovníků A head hunter called her about a job in Paris.

hectic (adj) /'hektīk/ hektický I've had a very hectic week.

hugely (adv) /hju:dʒli/ **ohromně** Their new product has been **extremely** popular.

incredibly (adv) /In'kredəbli/ **neuvěřitelně** The software is **incredibly** hard to use.

insurance (n) /In'∫υərəns AmE -'∫υr-/ pojištění *Our company sells household insurance*.

loan (n) /ləun AmE loun/ půjčka He took out a loan to start a restaurant business.

network of contacts (phrase) / netwa:k əv 'kontækts/ síť obchodních kontaktů Over the years she has built up a large network of contacts.

on-call shift (phrase) / nn ko:l 'ʃift AmE ˌd:n-/ služba na telefonu I'm doing the on-call shift tonight.

outrageous (adj) /əʊtˈreɪdʒəs AmE oʊt-/ **přemrštěný** The prices they charge are **outrageous**.

put (sb) in touch (phrase) /,put in 'tʌtʃ/ dát kontakt na někoho We'll put you in touch with your nearest supplier.

quote (n) /kwəut AmE kwout/ cenová nabídka Their quote for the job was far too high.

rave review (phrase) / reiv ri'vju:/ nadšená recenze The new restaurant got rave reviews from food critics.

really (adv) /ˈriːəli/ skutečně He was really friendly.

reputable (adj) /'repjətəbl/ renomovaný They are a reputable company that has been running for many years.

resign (v) /rɪˈzaɪn/ rezignovat He resigned as chairman after eight years.

retailer (n) /'rixterlə(r)/ maloobchodník She works for one of the country's largest food **retailers**.

return on investment (phrase) /rɪˌtɜːn ɒn ɪn'vestmənt AmE rɪˌtɜːrn ɑːn-/ návratnost investic They are looking for a good return on their investment.

reunion (n) /ri 'juːniən/ setkání We are holding a school reunion for the class of '95.

ridiculous (adj) /rɪˈdɪkjələs/ směšný It's **ridiculous** to charge £10 for a cup of coffee.

scooter (n) /'scuːtə(r)/ skútr **Scooters** are a good way of getting around town.

shareholder (n) /'ʃeəhəʊldə(r) AmE 'ʃerhoʊld-/akcionář The company has called a meeting of its shareholders.

solicitor (n) /səˈlɪsɪtə(r)/ právní poradce We asked a **solicitor** to look over the contract.

stake (n) /steik/ podíl She has a 20% stake in the business. start-up capital (n) /'staitap ,kæpitl AmE 'stairt-/ počáteční kapitál He borrowed the start-up capital from his father.

stock taking (n) /'stokterkin AmE 'stack-/ inventura *The shop was closed for stock taking*.

struggle (v) /'stragl/ potýkat se s něčím *They struggled* to pay their bills.

sweep (v) /'switp/ zametat Every morning he **sweeps** the floor.

tight (adj) /taɪt/ **těsný** The deadline for finishing the project is very **tight**.

totally (adv) /'təʊtəli AmE 'toʊt-/ zcela They come from totally different cultures.

tough (adj) /t\lambdaf/ **obtížný** It can be **tough** trying to juggle a career and a family.

turnover (n) /'tɜːnəʊvə(r) AmE 'tɜːrnoʊvər/ **obrat** *The company has an annual turnover* of \$75 million.

venture capitalist (n) / vent $\int a(r) \, k \exp(r) \, dr$ investor We raised the money from venture capital investors.

viable (adj) /'vaɪəbl/ realizovatelný His proposals did not seem financially **viable**.

Unit 11

access (n) /'ækses/ **přístup** You need a password to get **access** to the computer system.

according to (prep) /əˈkəːdɪŋ tə/ **podle** You've been absent six times **according to** our records.

analyse (v) /'ænəlaiz/ analyzovat The job involves collecting and analysing data.

chaos (n) /'keids AmE -a:s/ **chaos** Heavy snow caused **chaos** on the roads.

collaborate (v) /kəˈlæbəreɪt/ **spolupracovat** *She agreed to collaborate with him on the report.*

communication (n) /kəˌmjuːniˈkeɪʃn/ **komunikace** There is regular email **communication** between the departments.

connect (v) /kə'nekt/ připojit se Click 'Continue' to
connect to the Internet.

connection (n) /kə'nek $\int n/$ připojení I'm having problems with my Internet **connection**.

consultation (n) / kddsəl'tei \int n AmE kdsh-/ konzultace A 30-minute consultation will cost £50.

counterpart (n) /ˈkaʊntəpaːt AmE -tərpaːrt/ **protějšek** The Foreign Minister held talks with his Chinese **counterpart**.

crowded (adj) /'kraudid/ **přeplněný** The train was very **crowded**.

demo (n) /'deməʊ AmE -moʊ/ **demo** Can you give us a **demo** of the software?

development (n) /dr'veləpmənt/ **vývoj** He keeps us informed about the latest **developments** in the market.

devise (v) /dɪ'vaɪz/ **vyvinout** A new system has been **devised** to control traffic in the city.

diagnosis (n) /daɪəg'nəʊsɪs AmE -'noʊs-/ diagnóza They are waiting for the doctor's diagnosis.

economy (n) /I'knnəmi AmE -'ka:n-/ **ekonomika** We are all part of the world **economy**.

excluded (adj) /Ik'sklu:dId/ **vyloučený** Women have been **excluded** from certain professions in the past.

faint (adj) /femt/ slabý The radio signal was very faint.

filtering (n) /'filtərin/ filtrace The test is used for **filtering** during the interview process.

flag (v) /flæg/ označit I've flagged the paragraphs that we need to look at in more detail.

fleet (n) /flixt/ flotila A fishing fleet left the harbour.

focus on (phr v) /'faukas on AmE 'foukas oin/ zaměřit se na něco The discussion **focused on** three main problems.

hang up (phr v) / hæŋ 'Ap/ zavěsit (telefon) After I hung up I remembered what I'd wanted to say.

have an impact (phrase) / hæv ən 'mpækt/ mít dopad na něco Tourism has had a profound impact on the region.

innovative (adj) /'məvətɪv/ **novátorský** *There will be a prize for the most innovative design.*

integrated (adj) /'IntəgreItId/ integrovaný We have an integrated recruitment and training strategy.

interact (v) /,Intər'ækt/ vzájemně se ovlivňovat The website allows users to interact with each other.

involved (adj) /In'vplvd AmE -'va:lvd/ zapojený He was involved in setting up the company's Hong Kong office.

landline (n) /ˈlændlam/ pevná telefonní linka I'll call you later on the landline.

microscope (n) /ˈmaɪkrəskəup AmE -skoup/ mikroskop The bacteria were viewed under a microscope.

obligatory (adj) /əˈblɪgətri/ **povinný** It is **obligatory** for all employees to wear protective clothing.

participation (n) /par,tist'pei∫n AmE parr-/ účast A back injury prevented any **participation** in active sports.

procedure (n) /prəˈsiːdʒiər/ **postup** There are security **procedures** in place that we all follow.

regardless (adv) /rɪˈgɑːdləs AmE -ˈgɑːrd-/ bez ohledu na něco The bonus will be paid to all employees regardless of grade.

rotate (v) /rəʊˈteɪt AmE roʊ-/ střídat se We rotate the night shift so no one has to do it all the time.

run over (phr v) / rAn 'əʊvə(r) AmE - 'oʊv-/ protáhnout se (časově) I'm sorry I'm late – my meeting ran over.

rural (adj) /ˈrʊərəl AmE ˈrʊr-/ venkovský Rural areas often lack adequate public transport.

seldom (adv) /'seldəm/ **zřídka** I **seldom** leave work before 7 o'clock.

speculation (n) / spekjəˈletʃn/ spekulace There was a lot of **speculation** that she might resign.

spread (v) /spred/ rozšířit se His confidence quickly **spread** to the rest of the team.

subscribe (v) /SAb'skraIb/ **předplatit** si *We subscribe* to several cable TV sports channels.

surgeon (n) /'sɜːdʒən AmE 'sɜːrd-/ **chirurg** She is a heart surgeon.

tissue (n) /'tɪʃuː/ tkáň They took a sample of his skin tissue.
tool (n) /tuːl/ nástroj Questionnaires are a valuable
research tool.

transferable (adj) /trains'fairabl AmE træns-/přenositelný We aim to provide our trainees with transferable skills.

tremendous (adj) /trɪˈmendəs/ nesmírný A tremendous amount of work has gone into the project.

urgent (adj) /ˈsɪdʒənt AmE ˈsɪrd-/ okamžitý This problem requires urgent attention.

volunteer (n) /vplən'tɪə(r) AmE va:lən'tɪr/ **dobrovolník** Schools need **volunteers** to listen to children read.

wider (adj) /'waɪdə(r)/ širší Let's discuss the **wider** aims of the project.

Unit 12

accept (v) /ək'sept/ přijmout He accepted all the changes we proposed.

adapt (v) /ə'dæpt/ přizpůsobit se We had to **adapt** quickly to the new system.

affect (v) /ə'fekt/ **ovlivnit** How will these new rules **affect** us?

against (prep) /əˈgeɪnst/ **proti** Are you for or **against** the death penalty?

ambivalent (adj) /æm'bivələnt/ rozpolcený She seems to feel **ambivalent** about her new job.

antagonistic (adj) /æantægo'nıstık/ **nepřátelský** I don't know why he was so **antagonistic** towards me.

anxious (adj) /'æŋk $\int 98$ / **zneklidněný** *He seemed anxious* about the meeting.

apathy (n) /'æpəθi/ apatie There is widespread apathy among voters.

apprehensive (adj) / æprɪ'hensɪv/ znepokojený I was a little apprehensive about the presentation.

assure (v) $/3 \int \Sigma(r) / ujistit$ They **assured** us they would do everything possible to solve the problem.

bottom-up (adj) /,botəm 'Ap AmE ,bo:t-/ přístup zdola nahoru We favour a bottom-up approach to decision making. bring (sth) in (phr v) /,brin 'In/ zavést We're bringing in limits on overtime.

committed (adj) /kəˈmɪtɪd/ **oddaný** She showed herself to be a **committed** member of the team.

concerned (adj) /kənˈsɜːnd AmE -ˈsɜːrnd/ znepokojený We are deeply **concerned** about the impact of air travel on the environment.

considerably (adv) /kənˈsɪdərəbli/ **značně** Interest rates on bank loans have increased **considerably**.

count (sth) **out** (phr v) / kaont 'aot/ **vyloučit** This is not our preferred solution, but we haven't **counted it out**.

critical (adj) /'kritikəl/ kritický Cost is a **critical** factor in deciding which plan to adopt.

crucial (adj) /'kruːʃəl/ rozhodující Winning this contract is crucial to the success of the company.

deal with (phr v) /'dirl wið/ zabývat se He deals with customer complaints.

distraction (n) /dis'træk $\int n/$ rozptýlení I find it hard to work at home because there are too many **distractions**.

doubt (n) /daut/ pochyba I have some **doubts** about how effective a manager she is.

drop out (phr v) / drop 'aut AmE dra:p-/ **nedokončit** He **dropped out** of college after one year.

empowerment (n) /Im'pavəmənt AmE -'pavər-/zplnomocnění We are working towards the greater **empowerment** of our employees.

enthusiastic (adj) /ɪn,θjuːzɪˈæstɪk/ nadšený You don't sound very enthusiastic about the idea.

genuinely (adv) /'dʒenjuɪnli/ skutečně I'm genuinely sorry about what happened.

get rid of (phr v) /, get "rid əv/ **zbavit** se I tried to think of an excuse to **get rid of** my visitors.

hostile (adj) /'hostail AmE 'haistl/ **nevlídný** The speaker got a **hostile** reception from the audience.

keen (adj) /kiːn/ **dychtivý** *I'm not very keen on the idea of a breakfast meeting.*

loose ends (phrase) / lois 'endz/ nedořešená situace There are still a few loose ends to tie up with the contract.

majority (adj) /məˈdʒɒrɪti AmE -ˈdʒɑːr-/ většinový It was a majority decision.

modify (v) /'mpdifai AmE 'maid-/ **pozměnit** We **modified** the software to make it more suitable for our purposes.

natural wastage (n) /¬næt∫rəl 'weistidʒ/ přirozený úbytek pracovních sil Savings will be made through natural wastage.

nervous (adj) /'n3:vəs AmE 'n3:rv-/ **nervózní** Consumers are very **nervous** about the future.

nominate (v) /'npmineit AmE 'ngim-/ **nominovat** She has been **nominated** for the presidency.

oppose (v) /əˈpəʊz AmE -ˈpoʊz/ oponovat We oppose any change to the existing regulations.

optimistic (adj) / optimistik AmE orpt-/ optimistický He's optimistic about the outcome of the talks.

outweigh (v) /aut'wei/ převážit nad něčím The advantages outweigh the disadvantages.

petty theft (n) / peti 'θeft/ drobná krádež She was sacked for **petty theft** from the stockroom.

positive (adj) /'ppzətiv AmE 'pazz-/ **pozitivní** *I'm trying to be positive* about my new job.

put (sth) on (phr v) / put 'pn AmE - 'q:n/ nasadit We are putting on special buses to take delegates to the conference hall.

query (n) /'kwixri/ dotaz Our assistants will be happy to answer your **queries**.

react (v) /rɪˈækt/ reagovat He reacted angrily to the news. rebellious (adj) /rɪˈbelɪəs/ vzdorovitý As a child he was difficult and rebellious.

receptive (adj) /rɪˈseptɪv/ vnímavý She was always receptive to new ideas.

resentful (adj) /rɪˈzentful/ rozzlobený She was resentful at having been left out of the team.

resist (v) /rɪ'zɪst/ bránit se They are **resisting** pressure to change the rules.

resistant (adj) /rt'zIstənt/ **odporující** Older people are not necessarily **resistant** to change.

rumoured (adj) /'ruːməd AmE -mərd/ **probiraný v pomluvách a domněnkách o statnéch** He left the company after a **rumoured** love affair with a colleague.

run into (phr v) / ran 'Intu/ zabřednout do něčeho. Be careful not to run into debt.

sabotage (v) /'sæbətɑːʒ/ sabotovat He accused management of trying to **sabotage** the talks.

sceptical (adj) /'skeptikl/ **skeptický** I am **sceptical** about whether this method will work.

take (sth) on (phr v) / teik 'on AmE - 'din/ příbrat I can't take on any new clients at the moment.

try (sth) out (phr v) / trai 'aut/ vyzkoušet After the training he was eager to try out what he had learned.

work out (phr v) /,ws:k 'aot AmE ,ws:rk-/ dopadnout dobře My first job didn't work out.

worried (adj) /'WATId/ ustaraný I'm a bit worried about this test I have to take.

Unit 13

about (adv) /əˈbaʊt/ přibližně The tickets cost about \$10. affordable (adj) /əˈfɔːdəbl AmE -ˈfɔːrd-/ cenově dostupný There is a desperate need for more affordable housing.

approximately (adv) /əˈprɒksɪmətli/ **přibližně** The journey should take **approximately** two hours.

blow up (phr v) /,blow 'Ap AmE ,blow-/ vybuchnout If it gets too hot the whole engine could blow up.

childish (adj) /'tʃaɪldɪʃ/ dětinský I got sick of his **childish** behaviour.

crash (v) /kræf/ spadnout Share prices crashed to an all-time low.

drop slightly (phrase) /'drop slattli AmE 'dra:p-/lehce poklesnout Sales often **drop slightly** during the summer months.

entire (adj) /In'taia(r)/ celý I wasted an entire morning trying to print out the report.

excuse (n) /ik'skju:s/ **omluva** What's your **excuse** for being late?

exposure (n) /iks'pougo(r) AmE -'pougo-/ publicita The new product has had a lot of **exposure** in the media.

fractionally (adv) /'fræk∫ənəli/ nepatrně He finished fractionally ahead of his rival.

front runner (n) / frant 'ranə(r)/ hlavní kandidát Heis one of the front runners in the election.

great deal (n) / great 'dixl/ hodně They spent a great deal of money.

grow gradually (phrase) / grəv 'grædzəli AmE grov-/postupně růst The business has grown gradually into a multinational organization.

grow rapidly (phrase) / grəv 'ræpidli AmE grov-/rapidně narůstat Profits grew rapidly during our first six months.

hepatitis (n) /,hepə'taɪtɪs/ žloutenka Hepatitis A can be caught from infected food.

internal combustion engine (n) /Im taxnal kam'bastsan endzin/ motors vnitřním spalováním Who invented the internal combustion engine?

just over (adv) / d3Ast 'əUVə(r) AmE - 'OUV-/ lehce přes We had to wait for **just over** an hour.

just under (adv) /,dʒʌst 'ʌndə(r)/ lehce pod She earns **just under** £300 a week.

level off (phr v) / levəl 'pf AmE - 'aːf/ ustálit se Sales have **levelled off** after a period of rapid growth.

(a) little more than (phrase) / litl 'mɔ ðən AmE - 'mɔːr-/ trochu více než The total came to a little more than £25.

marginally (adv) /'maːdʒɪnəli AmE 'maːrdz-/ jen o málo It's marginally quicker this way.

noticeable rise (phrase) / noutsəbl 'raiz AmE nout-/znatelný nárůst There has been a noticeable rise in the number of days' sick leave taken by staff.

overriding (adj) /,əuvəˈraɪdɪŋ AmE ˌouv-/ převažující The overriding aim is to keep costs low.

P2P (n) / pi tə 'pi:/ P2P The music industry is very worried about **P2P** and piracy.

plummet (v) /'plamit/ prudce poklesnout Share prices plummeted after the announcement of his resignation.

pop-up (n) /'pppAp AmE 'pq:p-/ vyskakovací okno You can get software that blocks all those irritating **pop-ups**.

predecessor (n) /'prixdisesə(r)/ předchůdce This computer has a larger memory than its **predecessor**.

revenue (n) /'revənju:/ tržba The company's annual revenue rose by 30%.

ring tone (n) /ˈrɪŋtəʊn AmE -toʊn/ vyzváněcí tón Now you can get your favourite songs as ring tones.

rise substantially (phrase) / raiz səb'stænʃəli/ narůst podstatně The number of unemployed has risen substantially. rocket (v) /'rɒkit AmE 'rɑːk-/ vyletět Sales rocketed by 250%.

roughly (adv) /rnfli/ **zhruba** Roughly speaking, we receive about 50 calls a week from new customers.

RSS feed (n) / arr es 'es fixd/ RSS dávka You can get Business Weekly directly on your desktop with our RSS feeds.

screensaver (n) /'scri::nseivə(r)/ **spořič obrazovky** I downloaded a new **screensaver**.

shoot up (phr v) / \under \u

significant drop (phrase) /signifikənt 'drop AmE -'dro:p/ značný propad There has been a **significant drop** in the number of complaints.

significant increase (phrase) /sig,nifikənt 'inkri:s/ značný nárůst We have seen a significant increase in new business.

slight fall (n) / slart 'fo:l/ mírný pokles Unemployment showed a **slight fall** this month.

slightly less than (phrase) / slattli 'les ðən/ o něco méně než Three miles is slightly less than five kilometres.

somewhere in the region of *(phrase)* / samwear in ða 'ri:dʒan av/ okolo *He earns somewhere in the region of* £50,000.

standstill (n) /'stændstil/ **odstávka** A security alert brought the airport to a **standstill**.

stay the same (phrase) / stei ðə 'seim/ neměnit se Our number of employees has **stayed** the same for several years.

substantial drop (phrase) /səbˌstænʃl 'drop AmE - 'drɑːp/ **značný propad** We anticipate a **substantial drop** in house prices.

threat (n) $/\theta ret/$ **hrozba** Computer viruses are a real **threat** to business.

transistor (n) /træn'zIsta(r)/ tranzistor He was the co-inventor of the **transistor**.

trend (n) /trend/ trend We have seen an upward trend in sales over two years.

vineyard (n) /'vɪnjaːd AmE -jaːrd/ **vinice** He owns a small **vineyard** in the South of France.

Unit 14

accepting (adj) /əkˈseptɪŋ/ **přátelský, vstřćný** My parents were very **accepting** of all my friends.

accumulation (n) /əˌkjuːmjəˈleɪʃn/ hromadění Accumulation of wealth was the most important target in his life.

adjust to (phr v) /ə'dʒʌst tə/ **zvyknout si** It took me a while to **adjust to** working from home.

admit (v) /əd'mɪt/ připustit Don't be afraid to **admit** you've made a mistake.

approach (n) /əˈprəʊt∫ AmE -ˈproʊt∫/ **přístup** *She* decided to try a different **approach** to the problem.

assertiveness (n) /ɔ'sɜːtɪvnəs AmE -'sɜːrt-/ asertivita She finds assertiveness difficult.

assumption (n) $/\vartheta'snmp \int n/$ **předpoklad** She challenges some of the basic **assumptions** that underlie Western business culture.

aware (adj) /ə'weə(r)/ vědomý si něčeho I don't think people are **aware** of how much it costs.

caste (n) /ka:st AmE cæst/ kasta Hindus traditionally have a caste system.

cautious (adj) /kɔːʃəs/ opatrný He was very **cautious** about committing himself to anything.

collectivist (adj) /kə'lektīvīst/ **kolektivistický** *Members of collectivist cultures highly value their place in the social group.*

commence (v) /kəˈmens/ zahájit The meeting is scheduled to **commence** at noon.

confront (v) /kən'frʌnt/ konfrontovat He confronted her with the mistakes she had made.

confusing (adj) /kənˈfjuːʒɪŋ/ matoucí The instructions on the box are very **confusing**.

deal (n) /di:1/ **dohoda** If you can offer another £500, then we have a **deal**.

disappointed (adj) / disə pointid/ **zklamaný** *I was* **disappointed** with the quality of the product.

egalitarian (adj) /Iˌgælɪ'teəriən AmE -'ter-/rovnostářský We live in a fairly egalitarian society.

familiar with (phrase) /fəˈmɪliə wið AmE -ˈliər-/
obeznámený s čím Are you **familiar with** this type of spreadsheet?

formal (adj) /'fɔːml AmE 'fɔːrm-/ formální The dinner was very formal.

hierarchical (adj) /haɪərˈɑːkɪkl AmE -ˈɑːrk-/ hierarchický It's a very traditional, hierarchical organization.

host (n) /həust AmE houst/ **pořadatel** London was chosen as the **host** of the 2012 Olympic Games.

individualistic (adj) /ɪndɪˌvɪdjuːəˈlɪstɪk/ individualistický Anglo-American culture is very individualistic.

informed (adj) /In'formd AmE -'formd/ **obeznámený** She is very well **informed** about business practices in India.

issue (n) $'i \int u \cdot / \Delta e$ záležitost She has written a lot about environmental issues.

liaise (v) /li'eIZ/ udržovat styk I liaise with colleagues in our offices all over the world.

liberal (adj) /ˈlɪbərəl/ **liberální** The company has a very **liberal** attitude towards employees' dress.

mentor (v) /'mentox(r)/ radit a pomáhat She mentored him and later appointed him as her successor.

mortgage (n) /'mɔːgɪdʒ AmE 'mɔːr-/ hypotéka They took out a mortgage of £250,000 to buy the house.

neutrality (n) /njux'træliti/ **neutralita** A manager has to show **neutrality** when dealing with staff.

norms (n pl) /nɔːmz AmE nɔːrmz/ **normy** We all observe certain cultural **norms** without realizing it.

offend (v) /əˈfend/ urazit někoho They'll be **offended** if you don't go to their wedding.

open (adj) /ˈəʊpən AmE ˈoʊpən/ **přístupný čemu** *I'm* **open** to suggestions for ways we can improve.

partition (n) /pq:'tIfn AmE pq:r-/ příčka (zeď) His desk is surrounded by **partitions**.

phrase (v) /freiz/ formulovat It was a criticism, but she **phrased** it as a question.

refreshment (n) /rɪˈfre∫mənt/ občerstvení Can we offer you some **refreshment**?

respectful (adj) /ri'spektful/ uctivý We were brought up to be respectful of authority.

sensitive (adj) /'sensitiv/ **vnímavý vůči něčemu** She is very **sensitive** to other people's needs.

strict (adj) /strikt/ **striktní** There are very **strict** rules about locking up the building.

taboo (adj) /tæ'bu:/ tabu Discussing how much you earn is taboo for many people.

tolerant (adj) /'tolerant AmE 'to:l-/ tolerantní He is very tolerant of other people's beliefs.

twist (n) /twist/ **zvrat** There's a brilliant **twist** in the plot about halfway through the book.

tyre (n) /'taiə(r)/ **pneumatika** Your **tyres** need pumping up. **unwind** (v) /vn'waind/ **uvolnit** se Music helps me **unwind** after a busy day.

Unit 15

address issues (phrase) /ə,dres 'Isuzz/ pojmenovat a vypořádat se s problémy The meeting did not address the real issues.

agree objectives (phrase) /ə,gri əb'jektīvz/ odsouhlasit cile He had a meeting with his manager to **agree objectives**.

appraisal (n) /əˈpreɪzl/ hodnotící schůzka s nadřízeným I have my annual **appraisal** today.

assessment criteria (n pl) /əˈsesmənt kraɪˌtɪəriə/ hodnotící kritéria What assessment criteria are used in grading an employee's performance?

base (sth) on (phr v) / beis on AmE -ain/ založit na něčem What are you basing this assessment on?

carry on (phr v) / kæri 'pn AmE - 'aːn/ pokračovat Just carry on working until someone tells you to stop.

column (n) /'kpləm AmE 'kaːl-/ **sloupek** He writes a financial **column** for a national newspaper.

come over as (phr v) / kam 'əuvər əz AmE 'ouvər-/ udělat dojem He's very confident, but he can **come over as** arrogant.

concoction (n) /kən'kɒk∫n AmE -'kɑ:k-/ směs They served us a delicious **concoction** of cream and rum.

conduct an appraisal (phrase) /kənˌdʌkt ən əˈpreɪzl/ vést hodnotící schůzky She conducts twiceyearly appraisals for everyone on her team.

confidential (adj) /ˌkɒnfɪˈden∫l AmE ˌkɑːn-/ důvěrný Your pay slips are completely **confidential**.

constraint (n) /kənˈstreɪnt/ omezení We are operating under tight time **constraints**.

constructive feedback (phrase) /kənˌstrʌktɪv ˈfiːdbæk/konstruktivní zpětná vazba A manager should always give constructive feedback.

cope with (phr v) /'cəup wið AmE 'coup-/ zvládnout vypořádat se s něčím We didn't have enough staff to **cope** with all the phone calls.

counselling (n) /'kaunsəliŋ/ **poradenství** We offer a careers **counselling** service.

counter-productive (adj) /,kauntəprə'daktıv AmE ,kauntər-/ **kontraproduktivní** Increases in taxation would be **counterproductive**.

customer base (n) /'kastəmə beis AmE -mər-/klientela We need to appeal to a wider **customer base**.

delegate (v) /'delegest/ **delegovat**, svěřit úkoly Some managers find it difficult to **delegate**.

delicatessen (n) / delikə 'tesən/ lahůdkářství I got a picnic lunch from the **delicatessen**.

development tool (n) /dr'veləpmənt tuːl/ nástroj rozvoje Self-appraisal can be a useful **development tool**.

domineering (adj) / domi'niərin AmE | daimənir-/ despotický His domineering manner upset many of his colleagues.

editorial (adj) / edi'tɔːrɪəl/ redakční She called a meeting of the magazine's editorial staff.

end up with (phr v) / end 'Ap WIŎ/ skončit, dopadnout We ended up with more data than we really needed.

ensure (v) /m'\sigma: zajistit Please ensure that all lights are switched off before you leave the building.

exponentially (adv) /ekspəˈnenʃəli/ **exponenciálně** The company grew **exponentially**.

express views (phrase) /Ik,spres 'vju:z/ vyjádřit mínění This meeting is an opportunity for you to **express your views** about the company.

get the sack (phrase) / get ðə 'sæk/ dostat vyhazov Her work was so poor that she **got the sack**.

go through (phr v) / gəυ 'θru: AmE goυ-/ **pročíst** důkladně Let's **go through** the report and discuss the main points.

hand (sth) out (phrv) /,hænd 'aut/ rozdat Could you hand these minutes out, please?

monitor performance (phrase) / monito po'formons/monitorovat výkon It's important to monitor performance and give regular feedback.

morale booster (n) /məˈrɑːl buːstə(r)/ morální vzpruha Genuine praise is a real morale booster.

move on (phr v) / muːv 'on AmE -'ɑːn/ posunout se dál He had had enough of his job and was ready to **move on**.

muscle (n) /'masl/ sval This exercise will strengthen the back muscles.

nutrition (n) /nju'tr $I \int n / v \acute{y} \check{z} iva$ We give free advice on diet and **nutrition**.

peer rating (n) /'piə reitin AmE 'pir-/ hodnocení kolegů We use many assessment tools including **peer rating**.

penny (n) /'peni/ halíř He ate out with us several times and never paid a **penny**.

performance management (n) /pəˈˌfɔːməns ˈmænɪdʒmənt/ řízení výkonu Appraisals are an important part of performance management.

proficient (adj) /prəˈfɪ∫ənt/ **zběhlý** She's **proficient** in several languages.

quit (v) /kwit/ dát výpověď If I don't get more money I'll quit. raise (n) /reiz/ zvýšení platu I'm going to ask for a raise.

rate objectives (phrase) / reit əb'jektivz/ posoudit a ohodnotit cíle We rate our objectives on a scale of 1 to 5.

recognize good performance (phrase) / rekəgnaiz gud pəˈfɔːməns/ ocenit dobrý pracovní výkon It's important to recognize good performance.

retail outlet (n) /'rixteil autlet/ maloobchodní prodejna The development includes offices and retail outlets.

scholarship (n) /ˈskɒləʃɪp AmE ˈskɑːlər-/ stipendium She won a scholarship to study at Stanford.

scrap (v) /skræp/ **zrušit** They had been forced to **scrap** plans for a new office building.

shelf life (n) /'ʃelf laɪf/ **skladovatelnost** *The product has a guaranteed shelf life of 60 days.*

short-staffed (adj) /, <code>fort</code> 'stæft AmE <code>,fort-/</code> mající nedostatek pracovníků We're short-staffed at the moment because a lot of people are off sick.

speak (your) **mind** (phrase) / spirk 'maind/ mluvit upřímně She never hesitates to **speak** her mind.

staff appraisal (n) / stæf əˈpreɪzl/ schůzka s hodnocením pracovníků I am responsible for carrying out staff appraisals.

take off (phr v) / teik 'pf AmE - 'a:f/ **prorazit** The new magazine has really **taken off**.

top-down (adj) / top 'daun AmE ta:p-/ řízený z nejvyšší úrovně They have a traditional **top-down** management style.

trigger (n) /'trɪgə(r)/ příčina The **trigger** for the strike was the closure of another factory.

underestimate (v) /, Ander'estiment/ **podhodnotit** They seriously **underestimated** the cost of the project.

value judgement (n) /'valju jAdʒmənt/ hodnotní soud I had to make a value judgement about the quality of his work.
van (n) /væn/ dodávka (vůz) He drives a bread delivery van.

Unit 16

accompany (v) /əˈkʌmpəni/ doprovázet His wife accompanied him on the trip.

appeal (v) /əˈpiːl/ libit se The design of the product appeals to all ages.

appreciate (v) /ə'pri: $\int IeII/O$ ocenit, uvítat I'd appreciate some help.

book keeping (n) /'bok kirpin/ účetnictví We need an assistant to help with **book keeping**.

broaden (your) horizons (phrase) / broaden ho'raizənz/rozšířit si obzory She wanted to travel to broaden her horizons.

career development (n) /kəˈrɪə dɪˌveləpmənt AmE kəˈrɪr-/ kariérní rozvoj He takes an interest in the career development of all his staff.

catalyst (n) /'kætəlist/ katalyzátor I see my role in the company as being a **catalyst** for change.

charity (n) /'tʃærɪti/ **charitativní organizace** Many **charities** sent money to help the victims of the famine.

common practice (n) / komən 'præktis AmE ka:m-/běžná praxe It's now common practice for companies to employ outside consultants.

company policy (n) / kampəni 'pplisi AmE - 'paːl-/ strategie společnosti It's company policy to pay relocation expenses.

contented (adj) /kən'tentid/ **spokojený** She's very **contented** with her job.

ex-pat (n) /'eks pæt/ emigrant He was part of a community of American **ex-pats** in Madrid.

grateful (adj) /'greitful/ vděčný I feel **grateful** for all the opportunities my job has given me.

head off (phr v) / hed 'pf AmE - 'aːf/ odvrátit se After teacher training college her career **headed off** in an unexpected direction.

hesitate (v) /'heziteit/ váhat I didn't hesitate for a moment about accepting the offer.

literacy (n) /'lɪtərəsi/ gramotnost We launched a campaign to improve adult literacy.

media exposure (phrase) / mixdiə ik spəuzə(r) AmE - spouz-/ medialní pozornost Her new movie has had a lot of media exposure.

misgivings (n pl) /mis'givinz/ **pochybnosti** *I had grave misgivings* about making the trip.

numeracy (n) /'njuːmərəsi/ znalost základních matematických úkonů Too many adults have problems with basic numeracy.

official (adj) /ə'fɪʃl/ **oficiální** We had no **official** company policy on paternity leave.

outlook (n) /'autluk/ názor He had a practical outlook on life.

pace of life (phrase) / peis əv 'laif/ životní tempo We moved out of the city because we wanted a slower pace of life.

perspective (n) /po'spektiv/ perspektiva Try to look at the problem from a global **perspective**.

piece of advice (phrase) / pis əv æd'vass/ rada Let me give you a piece of advice.

pilot (adj) /'paɪlət/ **pilotní** We set up a **pilot** project to test a new computerized safety system.

postpone (v) /pəˈspəʊn AmE poʊˈspoʊn/ **odložit** *We'll* have to **postpone** the meeting until next week.

precedent (n) /'president/ precedens The ruling set a
precedent for future unfair dismissal cases.

presumably (adv) /pri'zju:məbli AmE -'zu:-/
pravdĕpodobnĕ Presumably you have other people working
with you on this?

put (sth) off (phr v) / put 'pf AmE - 'a:f/ oddálit Don't
keep putting off speaking to your boss about it.

recharged (adj) /ri 'tʃaːdʒd AmE -'tʃaːrdʒð/ nabitý energií I came back from holiday recharged and ready for anything.

renewed enthusiasm (phrase) /rɪˌnjuːd ɪnˈ θ juːzɪæsm/ obnovený elán If you let people have a break they return with a renewed enthusiasm for work.

retention rate (n) /rɪ'ten \int n reɪt/ procento udržení si zaměstnanců We need to address our poor retention rate.

revitalize (v) /rɪ'vaɪtəlaɪz/ revitalizovat These measures are designed to revitalize the local economy.

sabbatical (n) /səˈbætɪkl/ vědecká dovolená He plans to take a year's sabbatical.

scuba dive (v) /'skuːbə daɪv/ **potápění s akvalungem** At the resort you can **scuba dive**, wind-surf and water-ski.

soft skills (n pl) / spft 'skilz AmE 'saift-/ **osobnostní a** společenské dovednosti He needs to develop his **soft skills**.

tip (n) /tip/ **tip** Do you have any **tips** on buying a new computer?

voluntary organization (n) /ˌvɒləntri ɔ:gənaɪˈzeɪ∫n AmE ˌvɑːlənteri ɔ:rg-/ dobrovolnická organizace She spent two years in Africa working for a voluntary organization.