

BUSINESS

IDIOMS

I. Common idioms in business

Match the underlined idiomatic expressions with their correct meaning below.

1. David lost the deal because of his poor communication skills. He really blew it.
2. Our new product did very well in our home market, but it really bombed abroad.
3. Joanne is very bullish about the company's future. She thinks we'll eventually dominate the market.
4. The manager is the one who calls the shots around here. The workers' opinions don't count.
5. Their accountant tried to cook the books but he got caught. He might go to prison.
6. Rachel runs a tight ship. She has no time for people who try to avoid work.
7. Dean always drives a hard bargain during negotiations.
8. Even during the worst economic crises, some businessmen are able to make a killing.

- a. alter facts or figures dishonestly or illegally
- b. confident, optimistic
- c. controls a business firmly and effectively
- d. expects a lot in exchange for something
- e. failed
- f. failed to take advantage of an opportunity by doing or saying something wrong
- g. have great financial success

- h. is in the position of being able to make the decisions that will influence a situation

II. Talking point

Think over and answer the following questions:

1. Was there an occasion in the past when you felt you blew it?
2. Can you think of any products or services that bombed in your country?
3. Are you bullish about the future of your economy?
4. Who do you think should call the shots in a large company?
5. Do accountants cook the books in your industry sector?
6. Are many people able to make a killing in your country?

III. More business idioms

Match the following expressions to their definitions on the right.				
1	an uphill battle	a	conversation about unimportant topics that do not offend people	
2	the big picture	b	difficult to achieve because of obstacles and difficulties	
3	in the loop	c.	everything that is involved with a particular situation	
4	small talk	d	part of a select group with knowledge that others do not have	
5	up in the air	e	undecided	

Now complete the sentences below:

1. I think winning that contract is going to be _____. Our competitors are offering much better prices than we are.
2. Even though we all have very specific tasks to do, our manager always makes sure we see _____.
3. We usually make about 10 minutes of _____ before negotiating.
4. Please keep me _____ while I'm away. I want to know what's going on in the company.
5. We want to add new features to our website, but nothing has been decided yet. Everything's still _____.

Iv. Talking point

Answer the following questions thinking about your studying:

1. Do you make a lot of small talk in your studying?
2. Are there many uphill battles in your studying?
3. Is there anything in your studying that is still up in the air?
4. Why is it important to always see the big picture?

