

The company

L'entreprise

Nouns

agenda	ordre du jour
articles	statuts
boss	patron
brilliant idea	idée géniale
business	affaires (ies)
business (concern) ..	entreprise
business circles ..	milieu des affaires
business connection ..	relation d'affaires
businessman	homme d'affaires
business name ...	raison sociale
businesswoman .	femme d'affaires
capital	capital/capitaux
deal	affaire
department	service
employee	employé
employer	employeur
executive	cadre
expertise/skill ...	compétence
factory/plant	usine
(annual) general meeting	assemblée générale (annuelle)
head office	siège social
head (a) for business	sens des affaires
initial outlay	investissement initial
know-how	savoir-faire
liability	responsabilité
loan	prêt
loss	perte
minutes	procès-verbal
organization chart .	organigramme
output	rendement
overheads	frais généraux
patent	brevet
performance	résultats

Verbs

profitability	rentabilité
profitable firm ...	affaire rentable
profit margin	marge bénéficiaire
profits	bénéfices
rate/pace	rythme/cadence
running costs	frais de gestion
staff turnover	rotation du personnel
success (story)	réussite
subsidiary	filiale
turnover	chiffre d'affaires
venture	projet d'entreprise
warehouse	entrepôt
to attend a meeting ..	assister à une réunion
to be	
in great demand ..	être très demandé
to be over/under-staffed	être en sur/sous-effectif
to be reluctant ...	être peu disposé à
to be self-employed ..	être à son compte
to clinch a deal	conclure un marché
to do business	traiter des affaires
to expand	étendre (s')
to go from rags to riches	passer de la misère à la richesse
to hire	embaucher
to make a profit	faire des bénéfices
to merge	fusionner
to rank	classer (se)
to run/to manage	diriger
to start/to set up a company	créer une entreprise
to streamline	dégausser
to wind up	liquider une affaire
to work	marcher/produire

Exercise 1

Match the following words and translate the expressions.

1. business 2. running 3. wind 4. staff 5. head 6. clinch
7. make 8. organization 9. do 10. attend
a. turnover b. deal c. a profit d. chart e. circles f. business
g. up h. a meeting i. office j. costs

Exercise 2

Match the following nouns with the adjectives used in the list to qualify them.

1. firm 2. idea 3. outlay 4. meeting 5. demand

Exercise 3

Find the corresponding verbs, using the dictionary if necessary, and translate them.

1. deal 2. cost(s) 3. organization 4. know-how 5. loan
6. performance 7. employer/ee 8. loss 9. venture 10. staff

Exercise 4

Entraînement au résumé et au compte rendu

Faites un résumé en anglais (50 mots ± 10 %) puis un compte rendu de l'extrait ci-dessous (autobiographie de Beatrice Jones).

A story of success: all's well that ends well

One day, my uncle had a brilliant idea for a product – laces that did not come undone. So he decided to set up his own company and become rich! The first problem he had was finding the necessary capital. As he was young, the banks were very reluctant to help him but he managed to persuade his grandfather to provide the initial outlay by promising him enormous profits.

Well, his ingenious idea worked and his output could not keep pace with demand. So, he decided to look for employees with the necessary skills and know-how to help him expand the business. In next to no time, his venture turned into a big profitable company and of course his grandfather shared in the profits.

Uncle Tom had done what he had set out to do, much to the surprise of a large number of his friends and family.