

Hit a snag

Meaning: To encounter a problem or obstacle.

We hit a snag during the final stages of the product launch.

The tip of the iceberg

Meaning: A small, visible part of a larger issue.

The customer complaints we've received are just the tip of the iceberg.

Get the ball rolling

Meaning: To start something.

Let's get the ball rolling on the new campaign as soon as possible.

At the end of the day

Meaning: When all is said and done.

At the end of the day, the success of the project depends on teamwork.

Burn the midnight oil

Meaning: To work late into the night.

We had to burn the midnight oil to meet the project deadline.

Jump on the bandwagon

Meaning: To join a trend or popular activity.

Everyone seems to be jumping on the bandwagon with this new marketing approach.

Put your money where your mouth is

Meaning: To back up your words with actions.

If you believe in this idea, put your money where your mouth is and invest.

Take with a grain of salt

Meaning: To not take something too seriously.

You should take his suggestions with a grain of salt since he lacks experience.

Cry over spilled milk

Meaning: To be upset over something that cannot be changed.

There's no use crying over spilled milk; let's focus on fixing the issue.

Put your best foot forward

Meaning: To make a great first impression.

During the interview, make sure to put your best foot forward.

A piece of the pie

Meaning: A share or portion of something.

Everyone in the team wants a piece of the pie from the new project.

Pull someone's leg

Meaning: To tease or joke with someone.

I was just pulling your leg about the deadline being tomorrow; we have more time.

Put the cart before the horse

Meaning: To do things in the wrong order.

We're putting the cart before the horse by discussing marketing before finalizing the product.

Keep your eye on the ball

Meaning: To stay focused on the important task.

In this meeting, let's keep our eye on the ball and focus on the budget.

Off the record

Meaning: Something said privately or not intended for public knowledge.

He told me off the record that there may be some changes in the company.

In the same boat

Meaning: To be in the same situation or facing the same challenge.

We're all in the same boat, struggling to meet the deadline for the project.

Get a foot in the door

Meaning: To start gaining access to an opportunity or position.

This internship will help you get a foot in the door at the company.

Take the heat

Meaning: To accept blame or criticism.

I'll take the heat for the project delays; it was my responsibility.

Be on the same wavelength

Meaning: To have the same understanding or thoughts.

We need to ensure we're on the same wavelength before moving forward with this idea.

The elephant in the room

Meaning: A big issue that everyone is aware of but avoids discussing.

Let's address the elephant in the room and talk about the budget cuts.

Be in the driver's seat

Meaning: To be in control or in charge.

With the new project, you'll be in the driver's seat and lead the team.

Keep your chin up

Meaning: To remain positive or optimistic.

Even though we're facing setbacks, keep your chin up, and we'll get through this.

Make a long story short

Meaning: To summarize a long explanation.

To make a long story short, we're going to need more resources to complete this project.

Burn the bridges

Meaning: To destroy a relationship or opportunity.

Be careful not to burn the bridges with the client; we might need them again.

Sell ice to Eskimos

Meaning: Persuading someone to buy something they don't need

Her pitch was so convincing, she could sell ice to Eskimos.

Under the radar

Meaning: To go unnoticed or not attract attention.

Let's keep this initiative under the radar until we finalize the details.

Hit the jackpot

Meaning: To achieve great success or gain a large reward.

We really hit the jackpot with this new product; sales have exceeded expectations.

Get cold feet

Meaning: To become nervous or hesitant before an event.

She got cold feet before the presentation and had to take a moment to compose herself.

Take the bull by the horns

Meaning: To confront a difficult situation directly.

It's time to take the bull by the horns and address the ongoing team issues.

A penny for your thoughts

Meaning: To ask someone what they are thinking.

You've been quiet during the meeting; a penny for your thoughts?

In a nutshell

Meaning: To summarize something briefly.

In a nutshell, we need to improve communication between departments for better results.

Call the shots

Meaning: To make the decisions or be in charge.

You will be the one to call the shots during this project.

Up to speed

Meaning: To be fully informed or knowledgeable about something.

Let's get everyone up to speed on the new marketing strategy before we begin.

In the driver's seat

Meaning: To be in control of a situation.

With this new project, you're in the driver's seat and can guide the team.

By the book

Meaning: To follow rules or procedures exactly.

We have to handle this case by the book to avoid any potential issues.

On the table

Meaning: Under discussion or available for consideration.

All options are on the table until we finalize the budget for next year.

On the ball

Meaning: To be quick to understand or react to a situation.

We need someone who's always on the ball and can handle urgent requests.

Bite off more than you can chew

Meaning: To take on too much responsibility.

Don't bite off more than you can chew by committing to multiple projects at once.

Get the show on the road

Meaning: To begin an activity or project.

Let's get the show on the road and start the meeting.

In the loop

Meaning: To be kept informed or updated.

I'll keep you in the loop about any changes to the project timeline.

Run the show

Meaning: To be in charge or manage something.

As the team leader, you will run the show during the product launch.

Take it or leave it

Meaning: To accept something as it is or reject it.

This is the final offer, take it or leave it.

In a tight spot

Meaning: In a difficult or challenging situation.

We're in a tight spot with the project deadline approaching so quickly.

Touch base

Meaning: To briefly make contact or check in.

Let's touch base tomorrow to review the progress of the project.

Get down to business

Meaning: To focus on the essential task.

Let's get down to business and discuss the proposal details.

On the fence

Meaning: To be undecided about something.

I'm still on the fence about whether to approve the budget increase.

Off the cuff

Meaning: To speak or perform without preparation.

His off-the-cuff remarks during the meeting made everyone laugh.

Keep your nose to the grindstone

Meaning: To work hard and stay focused.

We need to keep our noses to the grindstone to meet the project deadline.

Throw someone under the bus

Meaning: To betray someone or sacrifice them to benefit yourself.

Don't throw your colleagues under the bus to save your own reputation.

Behind the scenes

Meaning: Unseen or hidden from the public view.

A lot of work is happening behind the scenes to ensure the event runs smoothly.

Put a spin on something

Meaning: To present something in a particular way, often to make it look better.

They tried to put a spin on the poor sales figures to avoid bad publicity.

Know the ropes

Meaning: To understand the details or how something works.

He's been with the company for years, so he knows the ropes better than anyone.

Blow off steam

Meaning: To release pent-up emotion or frustration.

Sometimes we just need to blow off steam after a stressful day at work.

Pencil in

Meaning: To schedule something tentatively.

Let's pencil in the meeting for Thursday, but we can confirm closer to the date.

Straight from the horse's mouth

Meaning: From the original or most reliable source.

I heard it straight from the horse's mouth that the project is getting extended.

Break the bank

Meaning: To use up all of one's money or exceed a budget.

We can't spend too much on this project; we don't want to break the bank.

Go the extra mile

Meaning: To do more than what is expected.

She's always willing to go the extra mile to ensure customer satisfaction.

In the long run

Meaning: Over a long period of time.

Investing in training now will pay off in the long run.

Keep your fingers crossed

Meaning: To hope that something will turn out well.

Let's keep our fingers crossed that the client approves the proposal.

Out of the blue

Meaning: Something that happens unexpectedly.

The new marketing strategy appeared out of the blue and surprised everyone in the office.

A tough nut to crack

Meaning: Something difficult to deal with or understand.

This client's requirements are a tough nut to crack, but we'll find a solution.

Bite the bullet

Meaning: To do something difficult or unpleasant.

We need to bite the bullet and address the budget cuts.

Call it a day

Meaning: To stop working for the day.

After finishing the presentation, we decided to call it a day.

Cut to the chase

Meaning: To get to the point without wasting time.

Let's cut to the chase and discuss the main issue.

Draw the line

Meaning: To set a limit on what is acceptable.

We have to draw the line at working overtime every weekend.

Easy does it

Meaning: To proceed with caution or slowly.

Easy does it; we don't want to rush and make mistakes on this project.

Every cloud has a silver lining

Meaning: There's something good in every bad situation.

Although we lost the bid, every cloud has a silver lining; we gained valuable experience.

Fall through the cracks

Meaning: To be neglected or overlooked.

We need to ensure no important tasks fall through the cracks during this transition.

Go with the flow

Meaning: To adapt to the situation without trying to control it.

In this meeting, it's better to go with the flow and listen to everyone's ideas.

Have a lot on your plate

Meaning: To be very busy with many tasks.

I can't take on another project right now; I already have a lot on my plate.

Hit the nail on the head

Meaning: To describe exactly what is causing a situation.

Your analysis hit the nail on the head; the real issue is lack of communication.

Keep an eye on

Meaning: To monitor something closely.

We need to keep an eye on the performance metrics during the next quarter.

Learn the ropes

Meaning: To understand how things work in a particular field or role.

It will take her a few weeks to learn the ropes of her new position.

Lose your touch

Meaning: To lose a skill or ability.

He hasn't closed a deal in months; I think he's losing his touch.

Make ends meet

Meaning: To earn enough money to cover expenses.

The team is trying to make ends meet with the limited budget.

No pain, no gain

Meaning: Effort is required to achieve something worthwhile.

Remember, no pain, no gain; you need to work hard to see results.

On the back burner

Meaning: To delay or postpone something.

We'll put the redesign project on the back burner for now and focus on urgent tasks.

Out of your depth

Meaning: To be in a situation you cannot handle.

She felt out of her depth during the technical discussion but managed to contribute.

Pull the plug

Meaning: To stop something from continuing.

Management decided to pull the plug on the underperforming project.

Raise the bar

Meaning: To set higher standards.

This team always raises the bar for quality and innovation.

See eye to eye

Meaning: To agree on something.

The marketing and sales teams don't always see eye to eye on campaign strategies.

Stay ahead of the curve

Meaning: To remain more advanced than others.

Our goal is to stay ahead of the curve in digital marketing trends.

Take a rain check

Meaning: To postpone or reschedule.

I'll have to take a rain check on lunch; I have a meeting.

Test the waters

Meaning: To try something to gauge reactions or results.

Let's test the waters with a small-scale launch before the full rollout.

Think outside the box

Meaning: To think creatively or differently.

We need to think outside the box to solve this problem effectively.

Under the weather



Meaning: Feeling unwell.

She's a bit under the weather, so she'll join the meeting remotely.

Upset the apple cart

Meaning: To spoil a plan or arrangement.

Changing the timeline now could upset the apple cart and delay the project.

Walk the talk

Meaning: To act in a way that matches what you say.

Our CEO always walks the talk when it comes to promoting sustainability.

Wear many hats

Meaning: To have multiple roles or responsibilities.

In a startup, you often have to wear many hats to get things done.

Work like a charm

Meaning: To work very well or efficiently.

The new software update works like a charm, speeding up our processes significantly.

Add fuel to the fire

Meaning: To make a bad situation worse.

Criticizing their efforts now will only add fuel to the fire.

Back to the drawing board

Meaning: To start over.

Our first approach failed, so it's back to the drawing board for the marketing plan.

Between a rock and a hard place

Meaning: To be in a difficult situation.

We're between a rock and a hard place with these budget constraints.

Cut corners

Meaning: To do something cheaply or poorly to save time or money.

We can't cut corners on quality if we want satisfied customers.

Elephant in the room

Meaning: An obvious issue no one wants to discuss.

The lack of funding is the elephant in the room during these meetings.

Fit the bill

Meaning: To meet the requirements.

This candidate fits the bill perfectly for the team leader role.

Hold your horses

Meaning: To wait or be patient.

Hold your horses; we need to review the contract before signing it.

Keep your head above water

Meaning: To manage to survive difficult times.

The team is struggling to keep their heads above water with all the deadlines.

Make waves

Meaning: To create a significant impact or change.

The new product is making waves in the industry.

Play devil's advocate

Meaning: To argue the opposite side to provoke discussion.

I'll play devil's advocate to test the strength of your argument.

Read between the lines

Meaning: To understand the hidden meaning.

Reading between the lines, I think the client isn't satisfied with the current service.

Speak volumes

Meaning: To express something clearly without words.

His dedication to the project speaks volumes about his commitment.

Steer clear of

Meaning: To avoid something.

We should steer clear of risky investments during this uncertain period.

The ball is in your court

Meaning: It's your decision or responsibility.

We've done our part; now the ball is in your court.

Under your belt

Meaning: To have achieved something.

With five years of experience under his belt, he's ready for a leadership role.

Your guess is as good as mine

Meaning: To have no idea.

Your guess is as good as mine about when the server will be fixed.

A blessing in disguise

Meaning: Something good that initially seemed bad.

Losing that client was a blessing in disguise; it allowed us to focus on better opportunities.

Actions speak louder than words

Meaning: What you do is more important than what you say.

In leadership, actions speak louder than words when motivating the team.

At the drop of a hat

Meaning: Immediately, without hesitation.

She's always ready to help at the drop of a hat.

Back to square one

Meaning: To start again from the beginning.

After the deal fell through, we had to go back to square one.

Ballpark figure

Meaning: An approximate estimate.

Can you give me a ballpark figure for the project costs?

Burning the midnight oil

Meaning: Working late into the night.

We've been burning the midnight oil to meet the deadline.

Cost an arm and a leg

Meaning: To be very expensive.

The new marketing campaign will cost an arm and a leg, but it's worth it.

Devil is in the details

Meaning: Small details can cause big problems.

The proposal looks good, but the devil is in the details; we must review it carefully.

Easier said than done

Meaning: Something is easier to talk about than to do.

Improving productivity is easier said than done in a high-pressure environment.

Get your act together

Meaning: To organize yourself better.

You need to get your act together if you want to lead this project.

Hit the ground running

Meaning: To start something successfully and effectively.

We expect the new manager to hit the ground running from day one.

In hot water

Meaning: In trouble.

He found himself in hot water after missing several important deadlines.

Jump the gun

Meaning: To act too soon.

Let's not jump the gun and announce the product before it's ready.

Keep the ball rolling

Meaning: To maintain progress.

We need everyone's effort to keep the ball rolling on this initiative.

Let the cat out of the bag

Meaning: To reveal a secret.

He let the cat out of the bag about the merger during the meeting.

Miss the boat

Meaning: To miss an opportunity.

If we don't act now, we'll miss the boat on this emerging market.

Not rocket science

Meaning: Something simple to understand.

Creating a basic marketing plan is not rocket science.

Off the hook

Meaning: No longer in trouble.

The vendor is off the hook now that we've fixed the issue internally.

Once in a blue moon

Meaning: Rarely.

This type of opportunity comes along once in a blue moon.

On the same page

Meaning: To agree or understand something in the same way.

Before we proceed, let's ensure we're on the same page regarding the strategy.

Over the moon

Meaning: Extremely happy.

The team was over the moon when they heard about the promotion.

Piece of cake

Meaning: Something very easy to do.

For someone with your experience, this project will be a piece of cake.

Put all your eggs in one basket

Meaning: To risk everything on one plan or idea.

It's risky to put all your eggs in one basket by relying on a single client.

See the big picture

Meaning: To understand the overall perspective.

To make effective decisions, you need to see the big picture.

Sitting on the fence

Meaning: To be undecided.

We can't keep sitting on the fence; a decision needs to be made today.

Spill the beans

Meaning: To reveal a secret.

Don't spill the beans about the new product before the official announcement.

Take it with a grain of salt

Meaning: To view something with skepticism.

Take his feedback with a grain of salt; it's not always accurate.

The ball is rolling

Meaning: Something has started and is in progress.

The ball is rolling on the marketing campaign after months of preparation.

Throw in the towel

Meaning: To give up.

We can't throw in the towel now; we're so close to finishing this project.

Under your nose

Meaning: Clearly visible but not noticed.

The solution was right under your nose the entire time.

Up in the air

Meaning: Uncertain or undecided.

The budget for the next quarter is still up in the air.

Work against the clock

Meaning: To work under time constraints.

We're working against the clock to complete the project before the deadline.

You can't judge a book by its cover

Meaning: Appearances can be deceiving.

The candidate seemed unqualified, but you can't judge a book by its cover.

Your hands are tied

Meaning: Unable to act freely.

I'd like to help, but my hands are tied by company policies.

A dime a dozen

Meaning: Something very common.

These ideas are a dime a dozen in the tech industry.

All ears

Meaning: Ready to listen.

I'm all ears; please share your feedback on the proposal.

Barking up the wrong tree

Meaning: To pursue the wrong course of action.

If you think marketing is the issue, you're barking up the wrong tree.

Break the ice

Meaning: To initiate conversation in a relaxed manner.

Let's break the ice with a quick team-building activity.

Couch potato

Meaning: Someone lazy and inactive.

Being a couch potato on weekends won't help you meet your fitness goals.

Cut the mustard

Meaning: To meet expectations or standards.

The new hire didn't quite cut the mustard during the probation period.

Down to the wire

Meaning: Almost at the deadline.

We're down to the wire, but I'm confident we'll complete the task.

Face the music

Meaning: To confront the consequences.

You'll have to face the music if the project isn't delivered on time.

Give someone the cold shoulder

Meaning: To ignore someone.

The client gave us the cold shoulder after the pricing disagreement.

Head over heels

Meaning: Completely in love or passionate.

She's head over heels about the new marketing strategy she developed.