Topic 10.1

Increasing Sales - Describing Trading Performance



• rise (rises, rose, risen)

T VERB

If something **rises**, it it becomes greater in number, level, or amount.

Pre-tax profits <u>rose</u> from £842,000 to £1.82m.

Tourist trips in Britain <u>rose</u> by 10.5% between 1977 and 1987. The number of business failures <u>has risen</u>.

2 N-COUNT

If there is a **rise** in the number, level, or amount of something, it becomes greater.

...the prospect of another <u>rise</u> in interest rates. Book sales totalied £886 million, a <u>rise</u> of 1.6%.

Common Collocations

to rise sharply to rise rapidly to rise dramatically

increase (increases, increased, increased)
 decrease (decreases, decreasing, decreased)

III VERB

If something **increases** or if you **increase** it, it becomes greater in number, level, or amount. If something **decreases** or if you **decrease** it, it becomes less in quantity, size, or intensity.

Japan's industrial output <u>increased</u> by 2%.
The company <u>has increased</u> the price of its cars.
The <u>increased</u> investment will help stabilise the economy.
The number of independent firms <u>decreased</u> from 198 to 96.
Raw-steel production <u>decreased</u> 2.1% last week.

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If there is an **increase** in the number, level, or amount of something, it becomes greater. A **decrease** in the quantity, size, or intensity of something is a reduction in it.

We've got stable labor, decreasing interest rates, low oil prices.

...a sharp <u>increase</u> in productivity.
He called for an <u>increase</u> of 1p on income tax.
There has been a <u>decrease</u> in the number of people out of work.
...a <u>decrease</u> of 40 per cent.

Common Collocations

to increase <u>sharply</u> a <u>marked</u> increase to <u>significantly</u> increase/decrease a <u>dramatic</u> increase/decrease a <u>significant</u> increase/decrease

improve (improves, improving, improved) verb improvement (improvements) N-VAR

If something **improves** or if you **improve** it, it gets better. If there is an **improvement** in something, it becomes better. If you make **improvements** to something, you make it better.

The euro's rate against the dollar will also <u>improve</u>.
...a restructuring programme to <u>improve</u> its UK performance.
They were warned they were in danger of losing their franchises unless they made vast <u>improvements</u> to services.
If there is room for <u>improvement</u> in employment regulations or human resources, the software will show this.

fall (falls, falling, fell, fallen)
 drop (drops, dropping, dropped)

If something **falls**, it decreases in amount, value, or strength. If a level or amount **drops** or if someone or something **drops** it, it quickly becomes less.

As the service sector has grown, the importance of oil to the economy <u>has fallen</u>.

...a time of falling living standards.

The price of used cars <u>dropped</u> by 9.3 per cent.

He had dropped the price of his London home by £1.25m.

☑ N-COUNT

If there is a **fall** in something, it decreases in amount, value, or strength. If there is a **drop** in the level or amount of something, it decreases quickly.

There was a sharp <u>fall</u> in the value of the pound. He was prepared to take a <u>drop</u> in wages.

Common Collocations

to drop/fall sharply a significant drop/fall to drop/fall dramatically a dramatic drop/fall

level off (levels off, levelling off, levelled off)
PHRASAL VERB

stabilize (stabilizes, stabilizing, stabilized) VERB If a changing number or amount **levels off**, it stops increasing or decreasing at such a fast speed. If something **stabilizes** or is **stabilized**, it becomes stable.

There are predictions that prices will <u>level off</u> in the new year. Officials hope the move will <u>stabilize</u> exchange rates. Through this mechanism the price of the commodity can be <u>stabilized</u> over time, avoiding short-term fluctuations in price.

peak (peaks, peaking, peaked)

When something **peaks**, it reaches its highest value or its highest level.

British unemployment is likely to peak in the winter of 2002-03.

☑ N-COUNT

The **peak** of a process or an activity is the point at which it is at its strongest, most successful, or most fully developed.

In the North East, for example, there are twice as many vacancies as there were at the <u>peak</u> of the last boom in 1988. Skiing prices normally reach a <u>peak</u> at February half-term.

constant ADJ

If an amount or level is **constant**, it stays the same over a particular period of time.

Earnings have remained <u>constant</u> despite the strength of sterling. It says more than one-hundred-thousand immigrants would be needed annually to keep the workforce at a <u>constant</u> level.

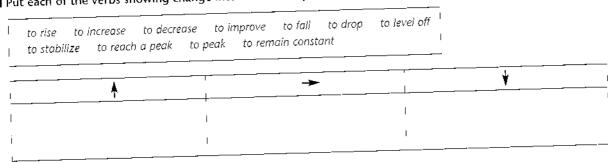
decline: Topic 9.2; grow: Topic 10.2; growth: Topic 10.2

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PRACTISE YOUR VOCABULARY

1 Put each of the verbs showing change into the correct place in the table.



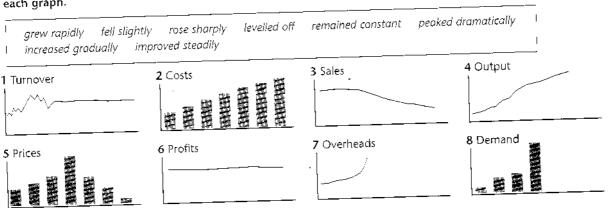
Wordbuilding:

a True or false? The following terms do not have a corresponding noun:

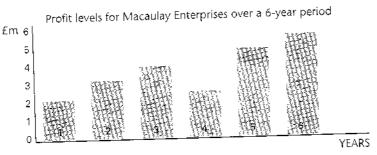
to remain constant to reach a peak

b Write the noun form, where appropriate, of the verbs in the table above (be careful with improve and grow!).

13 The eight graphs describe the trading performance of Manton Inc. Choose one of the terms in the box to describe each graph.



4 Look at the bar chart and circle the correct word in each sentence to describe it.



a Profit has increased/remained constant/decreased over the 6-year period.

b There was a levelling off/temporary fall/peak in profits in year 4.

c Profit over the period has increased steadily/slightly.