Journal of Positive School Psychology http://journalppw.com
2022, Vol. 6, No. 11, 3075-3081

The Issue Of Business Terms Used In English

Hasanov Elyorjon Odiljonovich

A teacher of Kokand State Pedagogical Institute, Uzbekistan Email: elyor_star@mail.ru

ABSTRACT: Business is one of the most urgent issues in the global world, and therefore the terms used in it are also necessary. This article provides an overview of some of the business terms that are still in use today. Also, several business terms are given and their definitions are cited.

KEY WORDS: term, lexicon, terminology, business terms, goods, selling.

INTRODUCTION

Language is the mirror of the nation. All aspects of a nation are expressed through language. While nation develops, its language also changes and develops. Over the time, many things, areas are changed. These used items are replaced by their equivalents. We can observe the changes of the language and its terms over the years. These changes represent not only a change in words, but also a change in the objects these words represent. Structural study of terms, it is studied by dividing them into simple, artificial and compound words style. The structural study of words is lexicology. It is very close to the study of the system of word formation. The origin of compound words and compound words is a certain word related to the methods of making. For example, affixation and composition methods, as well as absorption and contraction methods they cause the emergence of certain terms. Word methods of formation and their quantity are unique in all languages limited. These methods are used in different ways. If a language is unique to it methods are common, while other methods are common in other languages is used. This depends on the grammatical features of the language. However, there is no many grammatical changes when there is a change in the composition of the term.

Terminology formed on the basis of the laws of the lexicon of the Uzbek literary language lexical history of the Old Turkic language (VII-X) terminology, old Terminology of Turkic language (XI-XIV), old Uzbek literary language (XV-XX centuries beginning) terminology, terminology of the Uzbek language of the Shura era and independence Periodization in the style of Uzbek language terminology is about fourteen centuries old intralinguistic and extralinguistic in terminological lexical system over time, it allows to understand the process that happened on the basis of factors.

MTERIALS AND METHODS

Business term is a word or phrase which describes a concept that is used in a particular branch of business. Business terms are also very numerous these days and we can see that they are developing day by day. Due to the incomparable role of business in world development, it is necessary to pay special attention to the development, change or origin of these terms. The origins of some business terms go back a long way. Because humanity has been developing for centuries and laying foundations in various fields. Examples of such words are “trade, sale, customer, product, commodity” (Savdo, sotish, xaridor, mahsulot, tovar")and phrases such as “buy, sell, lend” (sotib olish, sotmoq, nasiyaga berish, qarzga berish") etc.

Currently, business is both an occupation, profession, or trade, and is a commercial activity that includes providing goods or services in exchange for profits. Profits are not necessarily money in business. It can be a benefit in any form which is acknowledged by a business entity involved in a business activity. Moreover, a business is defined as an organization or enterprising entity engaged in commercial, industrial, or professional activities. Businesses can be for-profit entities or non-profit organizations. Business types range from limited liability companies to sole proprietorships, corporations, and partnerships. Business terms of sale are essential for determining what the business is required to provide, making sure that your business gets paid and it is not obliged to continue supplying if it is not paid.

RESEARCH AND DISCUSSION

Here some terms which are common in business nowadays:

accounting period - it is the time for which profits are being calculated, normally months, quarters or years.

accounts - business is obligated to produce an annual set of accounts. if they are listed on the stock exchange, they must also show half-year profits (information regarding profits six months into the financial year).

accounts payable - amounts of money owed by your company to external suppliers.

accounts receivable - money owed to your company by customers.

acquisition - the purchase of one company or resources by another.

actuary - an actuary is a person employed by pension providers and insurance companies. their role is to calculate accident rates, life expectancy and the relevant payouts.

administration - there are two meanings relating to this word in business.

a) the organisation and running of a business.

b) a business going into administration, meaning that a business has gone bankrupt and its creditors can get in touch to try and claim any money they are owed.

affiliate marketing - a retailer or service provider advertising its goods or services via a third party in return for a commission on any sales.

annual equivalent rate (aer) - a quote of what interest paid on savings and investments would be. It is calculated by adding each interest payment to the original deposit, then working out the next interest payment, compounding the interest.

annual percentage rate (apr) - this is the rate of interest you agree to pay on money borrowed. The higher the amount, the more you will pay.

annuity - this is a type of insurance policy. upon retirement a lump sum is paid into it and the insurance company then provide a regular income.

arbitrage - the process by which a person or business takes advantage of the difference in price of a share or a currency.

assets - property that has value owned by a company.

audit - an official inspection of a company’s, or individual’s, accounts.

b2b - business to business.

b2c - business to consumer.

balance sheet - a ‘snapshot’ of a company’s assets, liabilities and capital at a particular point in time.

base rate - set each month by the bank of England, this is the country’s base rate of interest. This influences financial products and services when they set their own cost of borrowing.

benchmarking - checking your company’s standards by comparing them with certain criteria, e.g., a competitor’s activities.

bid-offer spread - the buying (offer) and selling (bid) price of shares, bonds or currency. the ‘spread’ is the difference between those two prices.

black swan - financial events that are difficult to predict. It is called this because before people ventured to Australia, swans were assumed to only be white. No one had seen a black one until then.

blue chip - this term originates from poker as blue chips are traditionally the highest-valued. Therefore, a blue-chip company is one that is large and considered to be safe or prestigious.

bond - an agreement made when money is borrowed from an investor at a set rate of interest. It is repaid over a set period of time. Bonds are rated from the safest (aaa) to the riskiest (d), also known as “junk bonds”.

bootstrapping - (1) building a start-up company with very little money, often relying on personal savings and pushing for the lowest possible operating costs, while implementing cost-saving systems such as fast inventory turnaround. (2) making a forecast beyond a certain period by using the forecasted data for that period.

break-even point - the point in time when you will have paid back all your debts, or when revenues exactly match expenses.

bridging loan - this loan is taken out by people who need access to finance while their property is being sold.

business angel - also known as an angel investor. An individual who provides capital for a business start-up in return for a stake in the company.

business cycle - the tendency for economies to experience peaks and troughs that follows a cyclical pattern – known colloquially as 'boom and bust'. Governments are tasked with smoothing the peaks and troughs and limiting the effect of these cycles on consumers and businesses.

capital - money invested into a company or project by its owners.

capital expenditure (capex) - money spent to create future benefits. Capital expenditure is money spent by a company either to buy fixed assets or to add to the value of existing fixed assets with a useful life that extends beyond the taxable year. With regard to tax, capital expenditure cannot be deducted in the year the money is paid. Compare with operating expenditure (opex), which refers to ongoing costs to run a product, service or system.

cash flow - the movement of cash into and out of a business

collateral - collateral is something lenders can use to give security against a loan. often this is a major asset such as a house.

commodity - this is any item which can be freely bought and sold. Examples include gold, food products and coffee beans.

copyright - the exclusive legal right, owned by the individual or group who created a work, or by an individual or group assigned by the originator, to use certain material and to allow others the right to use the material.

corporate social responsibility - corporate social responsibility (csr) is a form of self-regulation, where companies integrate social, environmental and ethical policies into their overall business strategy. companies embracing csr should take responsibility for their actions and take a proactive approach to having a minimal negative impact on the world.

creditor - a person or firm that has lent your business money or to whom you owe money.

critical success factor - a critical success factor is an element that must occur in order for a business to achieve its ultimate goal.

debtor - a person or firm that owes money to you or your business.

depreciation - the reduction in value of assets over time, usually due to wear and tear.

diversification - when new products, services, customers or markets are added to your company's portfolio. Diversification usually occurs as a risk reduction strategy.

dividend - money paid regularly by a company to its shareholders.

economic growth - this is the term used to describe an increase in the amount of goods and services produced by the county, known as gross domestic product (gdp).

economies of scale - the cost advantages obtained by a business when buying an item in bulk. The price of an item usually decreases as the amount bought increases.

enterprise value - this is the market value of a business. it is calculated by market capitalisation times current share price, minus cash, plus debt.

equity - equity is used by analysts to work out how financially "healthy" a company is. It also represents what would be left if all of a business' assets were liquidated and the debt paid off.

ethical investment - investments made in companies that are specifically chosen for their environmental or moral credentials. Defence contractors, or companies known to use contentious labor practices, will generally be avoided by ethical investors.

export - selling your goods or services overseas.

fairtrade - an organised movement enabling producers in developing countries to receive a fair price for the items they produce. Fairtrade certification is becoming much more common in many sectors, particularly food, with several large brands now stating that their products are 'certified fairtrade' on their packaging.

financial management - planning, analysing, monitoring, organising, reviewing and controlling an organisation's monetary resources. Responsibility for financial management often falls to the finance director, and by extension the financial department.

fiscal year - also known as a financial year, the fiscal year is a set period used to calculate financial statements. the period used differs between countries and between businesses, although in the UK the year between 6th april and 5th april is most often used for personal taxation. The ‘official’ period for corporation tax runs from 1st April to 31st march, however companies can adopt any yearly period for corporation tax.

fixed cost - any cost that remains the same in the short-term, despite changes in volume. Fixed costs usually include, for example, rent, interest and salaries.

golden hello - an attractive package (typically a bonus, or stock options) that are offered to a senior employee as an incentive to join the company.

golden share - a golden share in a company is able to outvote all other shares in a specified circumstance.

grey knight - during a business takeover, this is a bidder who has no clearly stated intentions.

gross - the total amount of money you have earned in a period of time before deductions such as taxes.

hedge funds - these investments are only open to professional investors, pension funds and insurance companies. They are considered risky bets although their aim is to beat falling markets.

market-neutral or relative value. These attempt to exploit market inefficiencies.

event-driven. Invested on anticipated mergers, bankruptcy or corporate reorganisations.

long/short. allow fund managers to buy some assets but sell others they do not yet own.

tactical trading - speculation on the future direction of markets.

horizontal merger - when two companies within the same industry and at the same stage in production merge together.

hostile takeover - this is a takeover bid of a company that is deemed unacceptable or has unwelcome terms as deemed by the company’s board.

hyperinflation - this is inflation that is rapid or out of control. It usually only occurs during wars or during severe political instability.

import - buying goods or services from overseas and bringing them into the country.

income statement - determines the net income/profit of a business. An annual summary of both income and expenses.

industrial output - this is an indicator of future economic growth as it is the manufacturing output of the nation.

inflation - the term used when prices rise.

insider trading - the trading of shares based on knowledge that no one else has. it was made illegal in the UK in 1980.

insolvency - when a company becomes unable to pay off its creditors, or its liabilities exceed its assets.

institutional investor - a professional money manager who works for private investors and invests via pension and life insurance funds.

intellectual property - any works or inventions that are original creative designs. the individual or company responsible for the designs will be entitled to apply for a copyright or trademark on the designs.

interim profit statement - these updates shareholders on a company’s unaudited profits for the first half of the financial year.

investment trust - a company on the stock exchange that only invests in other companies.

invoice factoring - invoice factoring involves a business selling its invoices on to a third party, who will then add their own fee to the charges and seek the money from the debtor.

key performance indicator - a key performance indicator (kpi) is a measure of performance to assess the success of a company or a certain activity the company is taking part in.

leveraged buyout - when a company is acquired using borrowed funds. the debt is usually repaid by money made by the acquired company.

libor rate - libor stands for the London interbank offered rate and provides the average interest rate at which major global banks borrow from one another.

macroeconomics - this is a part of economics that seeks to simplify and show the progress of whole economies rather than focus on individuals or groups (which is microeconomics).

managed fund - there are two ways in which a fund can be controlled:

actively. a fund manager buys and sells to maximise gains and minimise losses.

passively. a computer programme tracks the performance of a market.

margin - a profit margin is how much money a company made. For example, a gross profit of £1m on sales of £10m is a 10% profit margin. Companies can compare profit margins with others to see how they are doing.

market segmentation - a market segment is a division of a market with similar characteristics (e.g. age, gender, religion) that cause them to demand similar products and/or services. For example, in an area with a large jewish community, kosher foods are likely to be in greater demand.

market share - the percentage or portion of the overall market controlled by one company.

marketing mix - the combination of marketing elements used by a company to encourage consumers to purchase its product or service. Also known as the seven ps: product, price, promotion, place, people, process, physical evidence.

merger - when two or more companies are combined into one.

microeconomics - this is a part of economics that concentrates on the actions of individuals and groups, rather than of whole economies (which is macroeconomics).

national insurance - national insurance is a form of tax which everyone currently employed must pay in order to qualify for benefits, including the state pension.

nominal values - these values do not take inflation into account.

non-executive director - this is a director who helps the company and offers an independent view on strategies and performance but is not actively involved in the day-to-day running.

offshore account - funds which are managed outside of the uk.

oligopoly - a market where only a few firms control the percentage of total sales.

operating expenditure (opex) - on-going costs for running a business, service or system that includes day-to-day expenditure such as sales and administration. compare with capital expenditure, which is money spent on fixed assets or extensions to already-owned fixed assets. a photocopier, for example, would involve capital expenditure whereas toner and paper for the photocopier would be operating expenditure.

operating profit/loss - the profit or loss a company makes. These figures reflect how the business is performing.

overheads - costs that do not vary regardless of the level of production and are not usually directly involved with the cost of production, such as rent.

patent - an official legal document confirming that an individual or company has the sole right to make, use or sell a particular invention.

paye - pay as you earn. A method of collecting income tax on behalf of the government by taking it directly from your employees' weekly/monthly pay.

philanthropy - making donations to charities in order to improve human wellbeing.

real values - real values show how relative particular prices are to prices in general. they are adjusted according to inflation.

recession - a period of severe economic decline. Defined by a contraction of gdp for six months or longer.

return on investment - the earning power of an asset or activity measured as a ratio of the net income of the activity to the operational cost. Return on investment (roi) lets a company know whether an activity is profitable enough to continue.

share options - a right to buy shares in a company in the future, at a favourable price, in addition to a regular salary if the person meets specific performance targets or predetermined criteria.

shareholder - an owner of shares in a company.

smes - small and medium-sized enterprises. a small business has fewer than 50 staff and a medium-sized business has fewer than 250 staff. Micro-businesses, with fewer than 10 staff, would also come under the term 'sme'.

social enterprise - social mission driven businesses, with social and/or environmental aims, that use market-based strategies to achieve their goals. Social enterprises can be both non-profit and for-profit.

takeover - the buying out of one company by another.

trade balance - only taking visible trade into account (the import and export of physical goods) the trade balance shows a county's trade position.

trademark - a logo, brand name or phrase legally registered by one company to represent them.

triple bottom line - people, planet, profit. The bottom line was originally considered as just profit. in recent years, with the growth in popularity of corporate social responsibility, businesses are increasingly measuring project success not only in monetary terms, but also by examining their social and environmental performance.

turnover - the total sales of a business or company during a specified period.

unit trust - a unit trust invests money in the stock market on behalf of a group of private investors that have put all their money together to invest and be managed by a fund manager.

unquoted shares - some companies choose to not be listed on the stock market, or they may not meet the listing requirements. Therefore the shares are 'unquoted'.

venture capital - capital invested into projects with higher risks, usually start-up businesses.

vertical merger - a merger between companies that are in the same industry but are not at the same production stage. For example, if a car manufacturer buys a tyre company. they are part of the car manufacturing industry, but now the car maker can reduce the cost of tyres.

without-profits policy - an insurance policy that does not share in the profits of the business that issued it.

working capital - this is the capital a business uses in its day-to-day trading. It's the difference between current assets and current liabilities. It provides an indication of liquidity and the businesses ability to meet its current obligations.

work-life balance - the balance in demands of both life at work and personal life.

yield - the income from an investment. Calculated by taking the annual dividend or interest payment, multiplying by 100 and dividing by the current market price.

zombie funds - more formally these are called closed funds. it's a name given to a closed with-profits fund that no longer accepts new business until the existing policies mature.

CONCLUSION

Currently, there are a lot of things about the development of the country's economy is being conducted. In particular, it was one of the main links of economic development; we are also witnessing rapid changes in the field of tourism. Our president today's decisions and decrees related to the field of tourism in this regard It is great to fill the gaps and bring tourism to the country level, It is not an exaggeration to say that the steps have been taken. Business terms are among the most trending terms today and we can see that they are changing rapidly. The terms given above are just some of the words and phrases used in this field.

REFERENCES:

1. Ахманова О.С. Словарь лингвистических терминов. – М., 1966.
2. Pamela Faber University of Granada, Silvia Montero Martínez, Terminology. Research Gate, t: https://www.researchgate.net/publication/334112813
3. Rajapova, Malika. "BADIIY MATNDA QO'LLANILUVCHI ALLEGORIK VOSITALARNING LINGVOKULTUROLOGIK XUSUSIYATLARI." Scienceweb academic papers collection (2020).
4. Rajapova, M. LINGVOCULTUROLOGY AND ITS PECULIARITIES AS NEW BRANCHES OF CONTEMPORARY LINGUISTICS. 2021.
5. Malika, Rajapova. "EFFECTIVE WAYS OF COMMUNICATIVE LANGUAGE TEACHING ISSN: 2249-7137 Vol. 11." (2021).

6. Ahmadaliyevna, Haydarova Gulhayo. "Talmeh or alluziya." ACADEMICIA: An International Multidisciplinary Research Journal 11.9 (2021): 772-779.

7. Аҳмадалиевна, Ҳайдарова Гулҳаё. "НАВОИЙ ВА СОБИР АБДУЛЛА." ALISHER NAVOIY XALQARO JURNALI 1.2 (2021).

8. Haydarova, Gulhayo. "Traditions And Peculiarities Of Alisher Navoi In The Uzbek Ghazal Of The Xx Century." The American Journal of Applied Sciences 2.13: 703.

9. Rajapova, Malika. "BADIIY MATNDA QO'LLANILUVCHI ALLEGORIK VOSITALARNING LINGVOKULTUROLOGIK XUSUSIYATLARI." Scienceweb academic papers collection (2020).