

Lesson
15

Let's Make a Deal

Vocabulary

All the words in this lesson may be associated with the field of economics.

affluence (AF loo uhns) N. wealth; abundance of material possessions
(Some people measure their neighbors' affluence by the make of their cars.)

assess (uh SES) V. to determine the value of for taxation purposes
(The city will assess all the lots in the new subdivision.)

asset (AS ET) N. any property or other item of value owned by a person or business
(Real estate is an asset that will increase in value over time.)

commensurate (kuh MEN sur it) ADJ. proportionate or equal
(Your salary should be commensurate with the job you perform.)

conversion (kuhn VUR zhuhn) N. something changed from one thing to another
(Our banker handled the conversion of our stocks into bonds.)

decade (DEK AYD) N. period of ten years
(The 1960's were an interesting decade from an economic standpoint.)

deflation (di FLAY shuhn) N. reduction in available money, so that the value of money goes up and prices go down
(Consumers always wish for deflation because they will get more for their money.)

depreciate (di PREE shee AYT) V. to become lower in price or value
(After last quarter's dismal sales figures, the value of the company's stock began to depreciate.)

disclosure (di SKLOH zhur) N. act of revealing or making known to the public
(The bank's disclosure that it had run out of funds caused a panic.)

dwindle (DWIN duhl) V. to shrink; to make or become smaller
(Paul saw his savings dwindle as he made one poor financial investment after another.)

equity (EK wi tee) N. worth or value of property beyond what is owed on it
(Some banks will allow customers to borrow against the equity in their homes.)

fiscal (FIS kuhl) ADJ. having to do with financial matters
(The financial officer holds responsibility for the corporation's primary fiscal decisions.)

fluctuation (FLUHK choo AY shuhn) N. state of irregular change; shifting back and forth uncertainly
(The stock market's recent fluctuation made investors nervous.)

inflated (in FLAY tid) ADJ. increased in price or value beyond the normal amount
(I refuse to buy a new car when the price is so inflated.)

liability (LY uh BIL i tee) N. debt; anything owed
(If you take out a loan, you are assuming a liability.)

projection (pruh JEK shuhn) N. forecast made on the basis of past performance
(If our projection for next year is correct, our profits should double.)

remunerative (ri MYOO nur uh tiv) ADJ. providing payment or reward
(My job as a piano teacher is not very remunerative, but it gives me a lot of satisfaction.)

stability (stuh BIL i tee) N. steadiness; firmness; state of not changing or fluctuating
(Investors look at a company's stability before buying stock in that company.)

stipend (STY PEND) N. fixed or regular wage; salary; allowance
(Lai Ling received a generous stipend for her year as a guest lecturer at the university.)

tabulate (TAB yuh LAYT) V. to arrange facts or figures in tables or lists
(I will tabulate the proceeds of our auction, and I will tell you what our profits are.)

Exercise 1

Choose the letter of the word that best completes the sentence.

1. With all your other debts, you do not need another ---- right now.
A. asset B. liability C. projection D. stipend
2. We will issue a profit and loss sheet at the end of the ---- year.
F. commensurate G. inflated H. remunerative J. fiscal
3. Do you know what your ---- will be for your singing engagement?
A. equity B. stipend C. stability D. deflation
4. A computer will ---- the results of our survey.
F. tabulate G. dwindle H. depreciate J. assess
5. Hire a professional appraiser to help you ---- your property.
A. dwindle B. depreciate C. assess D. tabulate
6. Profits from this stock have risen tremendously over the last ----.
F. decade G. conversion H. asset J. equity
7. Which broker is handling the ---- of your stocks into commodities?
A. deflation B. conversion C. disclosure D. fluctuation
8. Once you subtract the remaining loan payments, you really do not have much ---- in your car.
F. affluence G. stipend H. fluctuation J. equity
9. It took several years for our business to achieve any kind of financial ----, but it seems to be on firm footing now.
A. stability B. deflation C. liability D. stipend
10. According to this ----, we will have to hire more staff next year.
F. asset G. conversion H. projection J. fluctuation

Exercise 2

Choose the letter of the word that most nearly has the *opposite* meaning as the word in capital letters.

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|-----------------------------------------------------|----------------------------------|-------------------------------------------------|-------------------------------|
| 11. ASSET
A. beginning
B. debt | C. resource
D. prize | 16. INFLATED
F. impressed
G. enlarged | H. deflated
J. depressed |
| 12. REMUNERATIVE
F. rewarding
G. unprofitable | H. reminiscent
J. bold | 17. DWINDLE
A. diminish
B. wind | C. increase
D. release |
| 13. AFFLUENCE
A. riches
B. exposure | C. poverty
D. influence | 18. COMMENSURATE
F. uncertain
G. unclear | H. unequal
J. unlikely |
| 14. DEPRECIATE
F. increase
G. decrease | H. affect
J. disregard | 19. DEFLATION
A. reflection
B. inflation | C. infraction
D. defection |
| 15. DISCLOSURE
A. uncovering
B. opening | C. displeasure
D. concealment | 20. FLUCTUATION
F. vacillation
G. absence | H. value
J. constancy |

Vocabulary

Exercise 1

- 1 (A) (B) (C) (D)
- 2 (F) (G) (H) (J)
- 3 (A) (B) (C) (D)
- 4 (F) (G) (H) (J)
- 5 (A) (B) (C) (D)
- 6 (F) (G) (H) (J)
- 7 (A) (B) (C) (D)
- 8 (F) (G) (H) (J)
- 9 (A) (B) (C) (D)
- 10 (F) (G) (H) (J)

Exercise 2

- 11 (A) (B) (C) (D)
- 12 (F) (G) (H) (J)
- 13 (A) (B) (C) (D)
- 14 (F) (G) (H) (J)
- 15 (A) (B) (C) (D)
- 16 (F) (G) (H) (J)
- 17 (A) (B) (C) (D)
- 18 (F) (G) (H) (J)
- 19 (A) (B) (C) (D)
- 20 (F) (G) (H) (J)