Glossary

Valore aggiunto → **added value** (an increase in the value of a resource, product, or service as the result of a particular process)

Offerta → **supply** (to provide materials, or goods and services)

Vendita al dettaglio → retail (the activity of selling goods to the public, usually in shops)

PIL (Prodotto Interno Lordo) → **GDP** (Gross Domestic Product) the total value of goods and services produced by a country in a year

Settore strategico → **strategic sector/key sector** (an industry that a government considers to be very important for the country's economy or safety)

Manifattura → manufacturing (The process of converting raw materials, components, or parts into finished goods that meet a customer's expectations or specifications.)

Fatturato → turnover /sales volume /revenue (the amount of business that a company does in a period of time)

Tasso occupazionale → employment rate (The percentage of the labor force that is employed. The employment rate is one of the economic indicators that economists examine to help understand the state of the economy.)

Oscillazioni → fluctuations (An irregular rising and falling in number or amount; a variation)

Mutamento strutturale → **structural change** (Deep reaching change that alters the way authority, capital, information, and responsibility flows in an organization)

Occupati → **employees** (someone who is paid to work for someone else)

Valore aggiunto → **added value** (an amount added to the value of a product or service, equal to the difference between its cost and the amount received when it is sold. Wages, taxes, etc. are deducted from the added value to give the profit)

Produttività → productivity (A measure of the efficiency of a person, machine, factory, system, etc., in converting inputs into useful outputs)

Esportazioni → **Export** (the act or business of exporting)

Termini reali → **Real terms** (a accurate measurement of value which takes into account changes in price level over time)

Termini nominali → **Nominal terms** (an unadjusted numer of something and is usually described in fixed monetary terms)
Paesi di sbocco → **Outlet countries**

Stabilizzazione → **Stabilization** (a process to create an active market for a security to prevent a fall in its price below the initial offered price)

Prezzo medio unitario → **Average Unit Price** (the price calculated by weighting different unit selling prices by the percentage of unit sales for each product variant)

Partner commerciale → **Trading partner** (a region or country that another region or country buys goods from or sells goods to)

Incremento → **Increase** (growth in size, strength, or quality)

Manodopera → **Labour / Workforce** (the total number of workers in a specific undertaking)

Avanguardia → **Forefront** (the position of greatest importance or prominence)

Abbigliamento al dettaglio → **Clothing retailing** (commercial transaction in which a buyer intends to consume the good or service through personal or family use)

Proiezioni → **Projections** (an estimate of some future cost, amount, or the like)

Fatturato → **Turnover** (the amount of business done in a given time)

Procapite → **Per head** (by or for each individual person)

Fatturato globale → **Global sales volume**