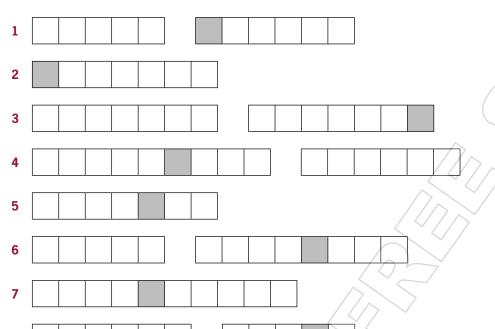
## **01 Forecasting**

## Student A

Your partner will give you definitions of some words and phrases. Write your answers in the spaces below. Write one letter only in each square.



Write the letters in the shaded squares here. Then combine what you have with your partner. What is the hidden message?



Now give your partner definitions for these words and phrases. You must not use any of these words in your definitions:

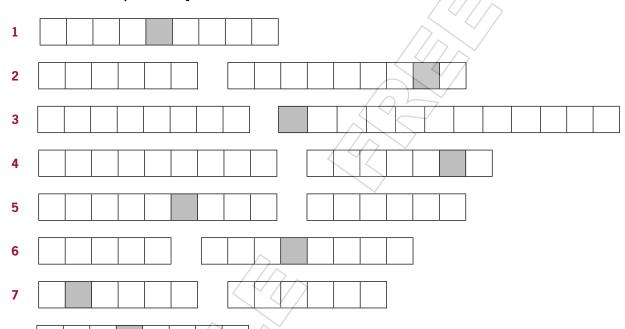
- 1 overheads (e.g. It's a word for the operating costs of a company, such as rent, heating and lighting.)
- **2** salary increases
- **3** seasonal fluctuations
- **4** projected revenue
- **5** operating profit
- **6** costs incurred
- 7 profit margin
- 8 expenses

## Student B

Give your partner definitions for these words and phrases. You must not use any of these words in your definitions:

- **1** gross profit (e.g. It's the amount of money a company has after all costs have been deducted.)
- 2 revenue
- **3** opening balance
- 4 commodity market
- **5** invoice
- 6 sales forecast
- **7** volatility
- 8 direct costs

Now your partner will give you definitions of some words and phrases. Write your answers in the spaces below. Write one letter only in each square.



Write the letters in the shaded squares here. Then combine what you have with your partner. What is the hidden message?

