100 Business Math Terms Study Sheet

1.	Percent	A way of expressing a number as a fraction of 100.
2.	Profit	The amount of money gained from selling goods or services after all costs are subtracted.
3.	Gross profit	The difference between revenue and the cost of goods sold.
4.	Interest	The fee charged by a lender to a borrower for the use of borrowed money.
5.	Revenue	The total amount of money a business earns from its goods or services.
6.	Expense	The money spent or required to be paid for something.
7.	Budget	A plan for managing income and expenses over a certain period of time.
8.	Investment	Putting money into something with the expectation of making a profit in the future.
9.	Depreciation	A decrease in the value of an asset over time.
10.	Invoice	A document that lists items or services provided, their prices, and the total amount owed.
11.	Discount	A reduction in the price of goods or services.
12.	Inventory	The goods and materials a business holds for the ultimate purpose of resale.
13.	Sales tax	A tax imposed by the government on the sale of goods and services.
14.	Principal	The amount of money borrowed or invested, excluding any interest or dividends.
15.	Assets	Items of value owned by a person or business.
16.	Liability	The legal responsibility or obligation to pay debts.
17.	Gross income	The total income earned before deductions such as taxes or expenses.
18.	Net income	The amount of money left after all deductions have been made from gross income.
19.	Break-even point	The level of sales at which total revenue equals total costs.
20.	Entrepreneur	A person who starts and manages a business, taking on financial risks in the hope of profit.
21.	Credit	The ability to borrow money or obtain goods on trust with the understanding that payment will be made later.

22.	Debit	An entry recording a sum owed, listed on the left-hand side of an account.
23.	Balance	The amount of money remaining in an account.
24.	Payroll	The total amount of money paid to employees for services they provided during a certain period.
25.	Fixed costs	Expenses that remain constant regardless of the level of production or sales.
26.	Variable costs	Expenses that change in proportion to the activity of a business.
27.	Supply	The amount of a product that producers are willing to sell at a given price.
28.	Demand	The desire and ability of consumers to purchase goods and services at a particular price.
29.	Stock	A share representing ownership in a company.
30.	Dividend	A payment made by a corporation to its shareholders, usually as a distribution of profits.
31.	Partnership	A business structure in which two or more individuals share ownership and responsibility.
32.	Corporation	A legal entity that is separate from its owners and can enter into contracts and own property.
33.	Sole proprietorship	A business owned and operated by one person.
34.	Entrepreneurship	The activity of setting up a business or businesses, taking on financial risks in the hope of profit.
35.	Cash flow	The movement of money into and out of a business.
36.	Mortgage	A loan used to purchase real estate, with the property serving as collateral.
37.	Equity	The value of an asset after liabilities have been deducted.
38.	Gross margin	The difference between revenue and cost of goods sold, expressed as a percentage.
39.	Net worth	The total assets minus total liabilities of an individual or company.
40.	Cost benefit analysis	A method used to compare the costs and benefits of different courses of action.
41.	Balance sheet	A financial statement that shows a company's financial position at a specific point in time.
42.	Income statement	A financial statement that shows a company's revenues and expenses over a period of time.

43.	Cashier	A person who handles cash transactions, such as receiving payments and giving change.
44.	Entrepreneurial spirit	The mindset of individuals who are willing to take risks to pursue opportunities.
45.	Franchise	The right to use a company's business model and brand for a fee.
46.	Human resources	The department within a company that manages employee-related functions.
47.	Marketing	The process of promoting and selling products or services.
48.	Production	The process of creating goods and services.
49.	Supply chain	The sequence of processes involved in the production and distribution of a commodity.
50.	Consumer	A person who purchases goods and services for personal use.
51.	Producer	A person or company that makes goods or provides services.
52.	Asset allocation	The strategy of distributing investments among different asset classes.
53.	Bankruptcy	A legal process in which a person or business is unable to repay their debts.
54.	Cash register	A machine used to record sales transactions and handle cash in a retail business.
55.	Cost of goods sold	The direct costs attributable to the production of goods sold by a company.
56.	Demand curve	A graphical representation of the relationship between price and quantity demanded.
57.	Economies of scale	The cost advantages that a business gains from increased production.
58.	Financial literacy	The knowledge and skills required to make informed financial decisions.
59.	Market research	The process of gathering information about consumers' needs and preferences.
60.	Partnership agreement	A legal document that outlines the terms and conditions of a partnership.
61.	Return on investment	A measure of the profitability of an investment relative to its cost.
62.	Revenue stream	The sources of income for a business.
63.	Shareholder	An individual or institution that owns shares in a company.
64.	Sole proprietor	A person who owns and operates a business by themselves.

65.	Time value of money	The principle that money received today is worth more than the same amount in the future.
66.	Underwriter	A person or company that evaluates and assumes the risk of another entity for a fee.
67.	Warranty	A guarantee provided by a seller that a product will meet certain standards.
68.	Inflation	The rate at which the general level of prices for goods and services is rising.
69.	Financial statement analysis	The process of analyzing a company's financial statements to assess its financial performance.
70.	Capital expenditure	Money spent by a business to acquire or improve fixed assets.
71.	Cash flow statement	A financial statement that shows the flow of cash into and out of a business over a period of time.
72.	Collateral	Property or other assets that a borrower offers as security for a loan.
73.	Dependent variable	A variable whose value depends on that of another.
74.	Independent variable	A variable that stands alone and isn't changed by the other variables you are trying to measure.
75.	Entrepreneurial mindset	A way of thinking that enables individuals to identify and pursue opportunities.
76.	Invoice date	The date on which an invoice is issued.
77.	Invoice number	A unique identifier assigned to each invoice.
78.	Marketing mix	The combination of factors that a company uses to promote its products or services.
79.	Price elasticity	A measure of how sensitive the quantity demanded of a good is to a change in its price.
80.	Overhead	The ongoing expenses of operating a business that are not directly tied to production.
81.	Blue chip stocks	Stocks of well-established companies with a history of stable earnings and dividends.
82.	Diversification	Spreading investments across different assets to reduce risk.
83.	Market segmentation	Dividing a market into distinct groups of buyers who have different needs or characteristics.
84.	Outsourcing	Hiring an outside company to perform services or produce goods instead of doing it internally.
85.	Value proposition	The unique benefits a product or service offers to customers.

86.	Microeconomics	The study of individual behavior and decision-making in the economy.
87.	Macroeconomics	The study of the economy as a whole, including factors like inflation, unemployment, and GDP.
88.	Price ceiling	A legal maximum price that can be charged for a good or service.
89.	Price floor	A legal minimum price that can be charged for a good or service.
90.	Monopoly	A market structure in which a single seller dominates the market for a particular good or service.
91.	Oligopoly	A market structure in which a few large firms dominate the market for a particular good or service.
92.	Perfect competition	A market structure in which many small firms sell identical products and have no market power.
93.	Monopolistic competition	A market structure in which many firms sell similar but not identical products.
94.	Sunk cost	A cost that has already been incurred and cannot be recovered.
95.	Opportunity cost	The value of the next best alternative that must be forgone when a decision is made.
96.	Law of demand	The principle that, all else being equal, as the price of a good or service increases, the quantity demanded decreases.
97.	Law of supply	The principle that, all else being equal, as the price of a good or service increases, the quantity supplied increases.
98.	Economies of scope	The cost advantages that a business gains from producing a variety of products or services.
99.	Mergers and acquisitions	The combining of two or more companies into a single entity, often through the purchase of one company by another.
100.	Amortization	The process of paying off debt with regular payments over a period of time.