

Chapter 2: To Some Extent

Jake: I think the best way forward is to set up a department responsible for handling the **influx** of new business.

Joe: I agree with you, **to some extent**. I think that we need to find a way to handle all the new business too. I don't believe it is feasible to create another department at this time.

Jake: I guess we have to agree to disagree on this matter. Creating a new department would show our competitors and customers alike that we are a **force to be reckoned with** in the market place. I think that we need to remember that we take chances. What has happened to the risk-taker I have known for the past ten years?

Joe: Trust me, that guy is still here. I don't want to **bite off more than we can chew**. It seems that we should start with a small team and see if we can maintain the pace of developing new business. I want to see some significant growth in our **bottom line** before deciding to expand.

Jake: I would like to say something about that. As you know, we haven't gotten this far by taking baby steps. We have gotten to where we are today by always throwing **caution to the wind**.

Joe: Let's give it a few months and see how it goes. If the demand is strongly outpacing our ability to handle all the business, I'll **green-light it** and create the new department. As I said, it just isn't **feasible** at this time.

Jake: O.K. I see. I think that you will be pleased with the demand.

Breakdown

A) **Influx**: The word **influx** means the arrival of many things or people.

1) Due to the poor economic conditions, there was an **influx** of people who applied for benefits.

2) The **influx** of orders is more than we can handle.

3) The good news about the company opening an office in our town is that it will create an **influx** of jobs.

B) **To some extent**: This is another commonly used expression in business English. It means up to a specific point.

1) I agree with your proposal, **to some extent**. I'd like to discuss some minor issues with you.

2) I agree with you, **to some extent**. Why don't we talk over lunch tomorrow?

C) **A Force to Be Reckoned With**: This is something or someone so strong and powerful that it can't be overlooked or ignored.

1) The company became **a force to be reckoned with** in the marketplace when they developed the iPod.

2) I feel that he will be **a force to be reckoned with** during the mayoral campaign.

D) **Bite Off More Than One Can Chew**: To do more tasks than you can manage or handle.

1) I realized that I had **bitten off more than I could chew** by taking seven classes in one semester. Eventually, I had to drop one course.

2) I think I have **bitten off more than I can chew**. Can you please help me?

E) **Bottom Line**: We use this expression in a couple of different ways. The way we use it in the story has to do with the final number. It could be sales, revenue, or profit. The other way to use it is when you want the definitive answer to some issue or point.

1) Look, we've been negotiating for two months now. What's the **bottom line**? Are we in business or not?

2) Our **bottom line** has been decreasing yearly, so we need a way to redesign and market our product line.

F) **Throwing Caution to The Wind**: This means you plan on doing something regardless of your actions' results.

1) Before you **throw caution to the wind** and invest in that company, you should do some research.

2) I just had a feeling that this stock would jump. I decided to **throw caution to the wind** and invest. I became wealthy when the stock tripled in value.

G) **Greenlight**: This means to give approval or permission to start or continue something, like a proposal or project.

1) You can't just go ahead and make that decision on your own. I thought you knew that you need Jim to **green-light** the project before you move forward. You shouldn't have acted without getting his approval first.

2) I understand your position. However, before we can go forward, I need to get the **green-light** from HQ.

3) It took a long time to get the **green-light** to open up a China branch office. Since this is something that you pushed for, you need to make that office a success.

4) This deal makes sense for both sides. They would get our technology, and we would get access to their clients. Why is it taking so long to get the **green-light**?

H) **Feasible**: This means doable or possible to complete. We use it when describing if it is possible to attempt a project, deal, or proposal.

1) I think that it is a **feasible** proposal. Why don't we set up a meeting for next week and work out the details?

2) I believe it's a good idea, but the project's cost is simply not **feasible** at this time.

3) I'm sorry that the deal isn't **feasible** for us right now. It might be in the future. Let's talk again.