

Presentation Phrasal Verbs for Data

Describing Trends, Totals and Results

Name: _____ Date: _____

Lesson aims

- Learn 36 phrasal verbs for describing increases, decreases, stable figures, totals, results and comparisons
- Use the correct preposition or particle with each verb (go up by, level off at, account for, result in)
- Choose the verb that matches the shape of the data
- Sound natural and professional when you present figures

Warm-up: talk about it

- Which verbs do you already use to describe increases and decreases?
- How do you usually say what percentage of a total something is?
- Why might a phrasal verb such as 'pick up' sound more natural than 'increase' in a spoken presentation?

1. Key vocabulary

Going up

Word / phrase	Meaning	Example
go up	increase	Sales went up by 12% last year.
shoot up	rise very quickly	Orders shot up after the launch.
pick up	improve or increase after a slow period	Sales picked up in the spring.
build up	increase gradually over time	Revenue built up steadily over the year.
push up	cause something to increase	Higher fuel costs pushed up our prices.
bounce back	recover quickly after a fall	Sales bounced back in October.

Going down

Word / phrase	Meaning	Example
go down	decrease	Complaints went down after the training.
drop off	decrease, often gradually	Orders dropped off in the summer.
fall off	become lower or worse	Sales fell off sharply in August.
tail off	become smaller gradually until it almost stops	Interest tailed off by December.
bring down	reduce something	The new system brought costs down by 10%.
cut back	reduce spending or the amount of something	We cut back on travel last year.

Staying stable

Word / phrase	Meaning	Example
level off	stop rising or falling and stay at one level	Prices levelled off at 40 euros.
top out	reach the highest level and stop rising	The rate topped out at 6%.
bottom out	reach the lowest level and stop falling	Orders bottomed out in September.
even out	become more equal or steady	Monthly sales evened out in the second half.
settle down	become calm and stable after a change	Demand settled down after the launch.
hold up	stay strong or at the same level	Sales held up well in a difficult year.

Parts and totals

Word / phrase	Meaning	Example
come to	reach a total	Revenue came to 1.2 million euros.
add up to	give a total when added together	The three items add up to 500 euros.
make up	form a part of a total	Online orders make up 70% of revenue.
account for	form a part of a total	Delivery accounts for 38% of complaints.
average out at	have an average of	Monthly sales averaged out at 100 thousand euros.
come in at	reach a particular figure or level	December came in at 120 thousand euros.

Results

Word / phrase	Meaning	Example
turn out	prove to be, in the end	The campaign turned out to be a success.
end up	reach a final situation	We ended up above our target.
result in	cause something as a result	The change resulted in a big saving.
lead to	cause something to happen	The new website led to more orders.
stand out	be easy to notice	One result really stands out in the data.
show up	appear or be visible	The change shows up clearly in the figures.

Comparing

Word / phrase	Meaning	Example
stack up against	compare with something	Our results stack up well against our competitors.
measure up to	be as good as something or someone	Our service measures up to the best in the sector.
live up to	be as good as people expected	The product lived up to expectations.
catch up with	reach the same level as someone ahead	We have caught up with the market leader.
pull ahead of	move into the lead	We are pulling ahead of our competitors.
keep up with	stay at the same level as others	We must keep up with changes in the market.

Patterns with data phrasal verbs

Pattern	Use
go up BY 12%	the size of the change
go up FROM 100 TO 150	the starting and ending figures
level off AT 40	the level that is reached
come TO / add up TO 500	a total
account FOR 38% of complaints	a share of the total
make up 70% of revenue	a share of the total (no preposition)
result IN / lead TO a rise	the effect of a cause
turn out TO BE successful	the final result

2. Useful sentences with data phrasal verbs

Purpose	Useful phrases
Going up	Sales picked up in the spring. Orders shot up after the launch. Revenue built up steadily over the year. Sales bounced back after the summer.
Going down	Demand dropped off after March. Sales fell off sharply in Q3. Interest tailed off by December. We brought costs down by 10%.
Staying stable	Prices levelled off at 40 euros. The rate topped out at 6%. The figures evened out over the year. Sales held up well.
Totals and results	Revenue came to 1.2 million euros. Online orders make up 70% of the total. Delivery accounts for 38% of complaints. The campaign turned out to be a success.

3. Model talk

Listen to (or read) a short talk reviewing the results of an online shop. Notice the phrasal verbs and the prepositions that follow them. Underline the vocabulary from Section 1.

OPENING

Good morning, everyone. Today I'd like to go through our results for the last year. I'll look at how sales moved, what they add up to, and how we compare with our competitors.

GROWTH

Let's start with the good news. Sales picked up in the spring and shot up in the autumn, when we launched the new website. Over the year, revenue built up steadily and went up by 12%.

THE DECLINE

Not everything was positive. Orders dropped off in the summer, and by August sales had fallen off by about 8%. The decline tailed off in September, and by October sales had bounced back.

STABILITY

Since then, the figures have levelled off. Monthly sales topped out at 120 thousand euros in December, and the number of new customers has evened out at around two hundred a month. Overall, results held up well in a difficult year.

TOTALS

Turning to the totals, our revenue came to 1.2 million euros. Online orders make up 70% of that, while shop sales account for the rest. Monthly sales averaged out at 100 thousand euros, and December came in at 120 thousand, our best month.

RESULTS

So what did the results show? The new website led to more orders and, as a result, we ended up above our target. The campaign turned out to be more successful than we expected, and it resulted in about two thousand new customers. The change shows up clearly in the online figures, and it really stands out.

COMPARISON

How do we stack up against our competitors? We have caught up with the market leader in online sales, and we are pulling ahead of the other two. Our results measure up well against the sector average, and we have lived up to our targets.

CLOSING

To sum up, sales went up, orders dropped off briefly, and results held up well overall. Thank you. I'd be happy to take any questions.

Exercise 1: Phrasal verbs in context

Type the missing word. The first letter is given to help you.

1. Monthly sales t_____ out at 120 thousand euros in December and then stopped rising.
2. Sales p_____ up in the spring after the new website was launched.
3. Our results s_____ up well against those of our competitors.
4. Revenue for the year c_____ to 1.2 million euros.
5. Online orders m_____ up 70% of total revenue.
6. The decline t_____ off in September and then stopped.
7. The new website led to more orders and r_____ in a rise in sales.
8. Orders d_____ off in the summer, and sales fell by 8%.

Exercise 2: Choose the correct particle

Choose the correct particle or preposition for each sentence.

off for up to in out down

1. Revenue came _____ 1.2 million euros.
2. The new tool resulted _____ a big saving.
3. Orders dropped _____ in the summer.
4. Sales shot _____ in the autumn.
5. The decline tailed _____ in September.
6. Delivery accounts _____ 38% of complaints.
7. We brought costs _____ by 10%.
8. The rate topped _____ at 6%.

Exercise 3: Find and fix the mistake

Each sentence has one mistake in the highlighted part. Type the correct word.

1. Sales shot down in the autumn after the launch. Correction: _____
2. Sales bounced up after the summer. Correction: _____
3. Revenue came at 1.2 million euros. Correction: _____
4. Delivery accounts of 38% of complaints. Correction: _____
5. Orders dropped on in the summer. Correction: _____
6. The new tool resulted to a big saving. Correction: _____

Exercise 4: What does it mean?

Choose the correct meaning.

1. The rate topped out at 6%.
 - a) It fell to its lowest level.
 - b) It reached its highest level and stopped rising.
 - c) It rose again after a fall.
 - d) It stayed unchanged for months.
2. Sales shot up.
 - a) They stayed the same.
 - b) They reached a total.
 - c) They rose very quickly.
 - d) They fell slowly.
3. Sofas make up 34% of sales.
 - a) They form 34% of the total.
 - b) They increase sales by 34%.
 - c) They compare with 34% of sales.
 - d) They reduce sales by 34%.
4. Demand tailed off.
 - a) It stayed high.
 - b) It suddenly rose.
 - c) It came to a total.
 - d) It gradually became smaller.
5. We have caught up with the market leader.
 - a) We ignored it.
 - b) We have reached the same level as it.
 - c) We stayed behind it.
 - d) We lost to it.
6. The campaign turned out to be a success.
 - a) It proved to be a success in the end.
 - b) It was cancelled.
 - c) It stopped being a success.
 - d) It started as a success.

Exercise 5: Sort the phrasal verbs

Choose the group that each phrasal verb belongs to.

A Going up

B Staying stable

C Results

D Comparing

E Going down

F Parts and totals

1. "come in at" **Group:** ____
2. "level off" **Group:** ____
3. "shoot up" **Group:** ____
4. "live up to" **Group:** ____

5. "turn out" Group: ____
6. "pick up" Group: ____
7. "account for" Group: ____
8. "drop off" Group: ____

Exercise 6: Build the sentence

Put the words in the correct order to make a sentence.

1. **than / we / expected. / successful / more / out / turned / The / campaign / to / be**
-

2. **up / well / Our / of / those / competitors. / stack / against / our / results**
-

3. **bounced / back / in / but / the / October. / dropped / off / Orders / in / summer**
-

4. **sales / in / out / thousand / at / Monthly / topped / 120 / euros / December.**
-

5. **and / Sales / the / in / up / spring / in / shot / picked / autumn. / the / up**
-

6. **make / Online / 70% / of / revenue. / orders / total / up**
-

Exercise 7: Best phrase for the situation

Choose the most natural and professional thing to say in a presentation.

1. You want to compare your results with the sector average.
 - a) Our results stack up well to the sector average.
 - b) Our results stack up well against the sector average.
 - c) Our results stack well up the sector average.
 - d) Our results stack well on the sector average.
2. You want to say that sofas are 34% of your sales.
 - a) Sofas make up 34% of our sales.
 - b) Sofas make out 34% of our sales.
 - c) Sofas make down 34% of our sales.
 - d) Sofas make off 34% of our sales.
3. Sales increased gradually over the year.
 - a) Sales built out steadily over the year.
 - b) Sales built down steadily over the year.
 - c) Sales built up steadily over the year.
 - d) Sales built off steadily over the year.

4. You are reporting to the board. Which sentence is best?
- a) Sales did a massive jump in the spring.
 - b) Sales picked up in the spring.
 - c) Sales went through the roof in the spring.
 - d) Sales exploded in the spring, wow!
5. You want to summarise the year.
- a) To sum up, sales picked down, dropped on briefly and held out well overall.
 - b) To sum up, sales picked out, dropped at briefly and held down well overall.
 - c) To sum up, sales picked off, dropped up briefly and held in well overall.
 - d) To sum up, sales picked up, dropped off briefly and held up well overall.
6. You think the new website caused the rise, but you are not certain.
- a) The new website seems to have led to more orders.
 - b) The new website is the only reason for the rise.
 - c) Nothing else could have led to more orders.
 - d) The new website definitely caused every new order.

Exercise 8: Match the data to the description

Read the figures (one number for each period). Choose the best description.

1. Sales: 50 - 52 - 51 - 52
- a) Sales bounced back.
 - b) Sales held up and evened out around 52.
 - c) Sales shot up.
 - d) Sales dropped off.
2. Monthly sales (thousand euros): 80 - 95 - 120 - 120 - 120
- a) Sales went up and then levelled off at 120.
 - b) Sales went up and then dropped off sharply.
 - c) Sales fell and then bounced back.
 - d) Sales stayed the same all year.
3. Orders: 100 - 60 - 55 - 105
- a) Orders levelled off at 60.
 - b) Orders built up steadily.
 - c) Orders topped out at 105.
 - d) Orders fell off and then bounced back.
4. Orders: 200 - 180 - 150 - 120 - 100
- a) Orders levelled off at 200.
 - b) Orders bounced back strongly.
 - c) Orders dropped off steadily.
 - d) Orders shot up.

Exercise 9: Say it yourself

Write one or two sentences for each situation, as if you were speaking. Use a phrasal verb from this lesson.

1. Online sales are 70% of revenue. Say this using 'make up' or 'account for'.

2. The new website may be the reason orders went up, but you are not sure. Say this carefully using 'lead to', 'result in' or 'turn out'.

3. Orders fell slowly in the autumn and then stopped falling at 80. Describe this with 'tail off', 'level off' or 'bottom out'.

4. Sales were: 2023 - 100 thousand euros, 2024 - 112 thousand, 2025 - 150 thousand. Describe the trend. Use 'go up', 'pick up' or 'shoot up'.

Your turn: present your results

Use the data below to prepare a short talk about website visitors. Write one or two sentences for each step, using at least eight phrasal verbs from this lesson. Then give your talk for about two minutes and record yourself if you can.

Monthly website visitors (thousands)

Jan	Feb	Mar	Apr	May	Jun
40	42	55	80	95	95

1. Opening - Say what your talk is about and what you will go through.

2. Going up - Describe the rise from January to May (go up, pick up, shoot up, build up).

3. Staying stable - Say what happened in May and June (level off, top out).

4. Totals - Say what the total is or what share something makes up (come to, make up, account for).

5. Results - Say what the result was and suggest one cause (lead to, result in, turn out).

6. Close - Compare with a target or competitor (stack up against, live up to), sum up and invite questions.

Self-check

- ☐ I used at least eight phrasal verbs from the lesson.
- ☐ I used the correct preposition after each verb (by, from, to, at, for, in).
- ☐ I chose verbs that match the shape of the data.
- ☐ I used cautious language when I suggested a cause.
- ☐ I finished with a summary and invited questions.

TEACHER ANSWER KEY - DO NOT DISTRIBUTE

Presentation Phrasal Verbs for Data: Describing Trends, Totals and Results (Level B1+)

The worksheet order is fixed; answers below follow the printed numbering. The interactive HTML version shuffles item order and answer positions each time it is opened.

Exercise 1: Phrasal verbs in context

1. topped (also accept: levelled, leveled)
2. picked (also accept: went, shot)
3. stack (also accept: stacked, measure)
4. came (also accept: amounted, added)
5. make (also accept: made)
6. tailed (also accept: levelled, leveled, bottomed)
7. resulted (also accept: resulting)
8. dropped (also accept: fell, tailed)

Exercise 2: Choose the correct particle

1. to; 2. in; 3. off; 4. up; 5. off; 6. for; 7. down; 8. out

Exercise 3: Find and fix the mistake

1. Sales shot **up** in the autumn after the launch. (accept: up)
2. Sales bounced **back** after the summer. (accept: back)
3. Revenue came **to** 1.2 million euros. (accept: to)
4. Delivery accounts **for** 38% of complaints. (accept: for)
5. Orders dropped **off** in the summer. (accept: off)
6. The new tool resulted **in** a big saving. (accept: in)

Exercise 4: What does it mean?

1. b; 2. c; 3. a; 4. d; 5. b; 6. a
1. 'Top out' means to reach a peak and stop rising.
 2. 'Shoot up' means to rise very fast.
 3. 'Make up' means to form part of a total.
 4. 'Tail off' means to decrease gradually.
 5. 'Catch up with' means to reach someone who was ahead.
 6. 'Turn out' describes the final result.

Exercise 5: Sort the phrasal verbs

1. F (Parts and totals); 2. B (Staying stable); 3. A (Going up); 4. D (Comparing); 5. C (Results); 6. A (Going up); 7. F (Parts and totals); 8. E (Going down)

Exercise 6: Build the sentence

1. The campaign turned out to be more successful than we expected.
2. Our results stack up well against those of our competitors.
3. Orders dropped off in the summer but bounced back in October.
4. Monthly sales topped out at 120 thousand euros in December.
5. Sales picked up in the spring and shot up in the autumn.
6. Online orders make up 70% of total revenue.

Exercise 7: Best phrase for the situation

1. b; 2. a; 3. c; 4. b; 5. d; 6. a
1. 'Stack up against' is the correct fixed phrase.

2. 'Make up' means to form part of a total. 'Make out' means something different.
3. 'Build up' means to increase gradually.
4. 'Pick up' is natural and professional. The other options are too informal or incorrect.
5. Only the first sentence uses the correct particles.
6. Use 'seems to have led to' when you are not certain.

Exercise 8: Match the data to the description

1. b; 2. a; 3. d; 4. c

1. Tiny changes around one level: 'held up' and 'evened out'.
2. Sales rise, then stay at 120: 'level off'.
3. A fall followed by a quick recovery: 'bounced back'.
4. Regular falls: 'dropped off steadily'.

Exercise 9: Say it yourself

1. Model: Online sales make up 70% of our revenue. (Remember: account FOR, but make UP (no preposition after it).)
2. Model: The new website may have led to the rise in orders. (Use cautious language (may, might, seems) because you are not certain.)
3. Model: Orders tailed off in the autumn and then levelled off at 80. (Use 'at' with level off and bottom out, and give the figure.)
4. Model: Sales went up from 100 thousand euros in 2023 to 150 thousand in 2025. (Use a phrasal verb with from and to, and include the end figure.)

Accept any accurate, natural sentence that uses suitable language from the lesson.

Teacher notes

- Suggested timing (60 minutes): warm-up 5 min; vocabulary groups 15 min (students sort the verbs into the six groups first); model talk (listen, then read, then underline every phrasal verb) 10 min; exercises 1 to 5 in class 20 min; exercises 6 to 9 for homework or the next lesson; 'Your turn' task as a speaking activity with feedback.
- Link with the data lessons: these verbs replace the more formal rise / fall / remain stable. Ask the student to describe a chart from a data lesson twice, once with formal verbs and once with phrasal verbs, and discuss which sounds better for her audience.
- Prepositions: 'go up BY 12%' (size), 'FROM ... TO ...' (start and end), 'level off AT 40' (level), 'account FOR 38%', 'make up 70%' (no preposition), 'result IN a rise', 'lead TO a rise'. Note that 'rise' and 'fall' are followed by 'in' when they are nouns: 'a rise in sales'.
- Common B1 errors: 'accounts of 38%' (accounts for); 'make out 70%' (make up); 'resulted to' (resulted in); 'dropped of' (dropped off); 'levelled out at' is also correct, so accept it in speaking; confusing 'turn out' (prove to be) with 'turn up' (arrive).
- Pronunciation to check: the particle usually takes the main stress: shoot UP, drop OFF, level OFF, account FOR. Practise linking in 'levelled off at' and 'came in at'.
- Extension: ask the student to write a short results paragraph (five to six sentences) about her own work using at least six of the verbs, then read it aloud and mark the verbs with a stress dot over the particle.