

GLOSSARY



- Account Owner
Nov 5, 2018 (18:31)
- Account hierarchy
Nov 5, 2018 (18:31)
- ...

13 Terms

A

- Buyer
Jan 22, 2019 (05:44)
- Business potential
Jan 22, 2019 (05:44)
- ...

2 Terms

B

- Case currency
Jan 22, 2019 (05:44)
- Case
Jan 22, 2019 (05:44)
- ...

22 Terms

C

- Default account team
Jan 22, 2019 (05:44)
- Decider
Jan 22, 2019 (05:44)
- ...

9 Terms

D

- End-use
Nov 5, 2018 (18:31)
- Eight Disciplines Model
Nov 5, 2018 (18:31)
- ...

3 Terms

E

F

- GBU customer segmentation
Jan 22, 2019 (05:44)
- GBU restricted
Jan 22, 2019 (05:44)
- ...

3 Terms

G

- HSE
Nov 5, 2018 (18:33)
- ...

1 Term

H

- Involved account
Jan 22, 2019 (05:44)
- Investigator
Jan 22, 2019 (05:44)
- ...

8 Terms

I

J

- Key account
Jan 22, 2019 (05:44)
- ...

1 Term

K

- Lab testing stage
Jan 22, 2019 (05:44)
- ...

1 Term

L

- Mass clone
Jan 22, 2019 (05:44)
- Market segmentation
Jan 22, 2019 (05:44)
- ...

7 Terms

M

- Negotiation stage
Nov 5, 2018 (18:31)
- Non-buying entity
Nov 5, 2018 (18:31)
- ...

3 Terms

N

- Originator
Jan 22, 2019 (05:44)
- Opportunity team
Jan 22, 2019 (05:44)
- ...

5 Terms

O

- Product requiring qualification
Jan 22, 2019 (05:44)
- Product qualified
Jan 22, 2019 (05:44)
- ...

7 Terms

P

- Qualify stage
Jan 22, 2019 (05:44)
- Qlikview
Jan 22, 2019 (05:44)
- ...

3 Terms

Q

- Recurrent business
Oct 10, 2018 (12:03)
- Read/write
Oct 10, 2018 (12:03)
- ...

7 Terms

R

- Sample Management
Nov 5, 2018 (18:31)

- Sales Planning
Nov 5, 2018 (18:31)
- ...

11 Terms
S

- Task
Jan 22, 2019 (05:44)
- Time spent
Jan 22, 2019 (05:44)
- ...

2 Terms
T

- User
Jan 22, 2019 (05:44)
- ...

1 Term
U

- Visit report
Jan 22, 2019 (05:44)
- View
Jan 22, 2019 (05:44)
- ...

3 Terms
V
W X Y Z