

GLOSSARY



- Account plan association
Nov 5, 2018 (18:31)
- Account plan
Nov 5, 2018 (18:31)
- ...

13 Terms

A

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

2 Terms

B

- Commercial assignee
Jan 22, 2019 (05:44)
- Close stage
Jan 22, 2019 (05:44)
- ...

22 Terms

C

- Document type
Jan 22, 2019 (05:44)
- Document source
Jan 22, 2019 (05:44)
- ...

9 Terms

D

- Event
Nov 5, 2018 (18:31)
- End-use
Nov 5, 2018 (18:31)
- ...

3 Terms

E

F

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

3 Terms

G

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

1 Term

H

- Initiator
Jan 22, 2019 (05:44)
- Influencer
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

- Material description
Jan 22, 2019 (05:44)
- Material code
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

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

7 Terms

P

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

3 Terms

Q

- RCS
Oct 10, 2018 (12:03)
- Read-only
Oct 10, 2018 (12:03)
- ...

7 Terms

R

- Standard customer request
Nov 5, 2018 (18:31)

- Special customer request
Nov 5, 2018 (18:31)
- ...

11 Terms
S

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

2 Terms
T

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

1 Term
U

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

3 Terms
V
W X Y Z