

# 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

- Complaint registration  
Jan 22, 2019 (05:44)
- Complaint Management  
Jan 22, 2019 (05:44)
- ...

## 22 Terms

### C

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

## 9 Terms

### D

- Eight Disciplines Model  
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

- Internal investigation  
Jan 22, 2019 (05:44)
- Initiator  
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 code  
Jan 22, 2019 (05:44)
- Mass clone  
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

- Opportunity product  
Jan 22, 2019 (05:44)
- Opportunity management  
Jan 22, 2019 (05:44)
- ...

## 5 Terms

O

- Partner sub-type  
Jan 22, 2019 (05:44)
- Partner type  
Jan 22, 2019 (05:44)
- ...

## 7 Terms

P

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

## 3 Terms

Q

- Reporting  
Oct 10, 2018 (12:03)
- Related account  
Oct 10, 2018 (12:03)
- ...

## 7 Terms

R

- Severity  
Nov 5, 2018 (18:31)

- Segment  
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