

# GLOSSARY



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

## 13 Terms

### A

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

## 2 Terms

### B

- Contact product relationship  
Jan 22, 2019 (05:44)
- Contact  
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

- Eight Disciplines Model  
Nov 5, 2018 (18:31)
- End-use  
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 Contact  
Jan 22, 2019 (05:44)
- Involved account  
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

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

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

## 7 Terms

R

- Shared  
Nov 5, 2018 (18:31)

- Severity  
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

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

3 Terms  
V  
W X Y Z