

Glossary (2)

- 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

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

- 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

- 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

- Motive
Jan 22, 2019 (05:44)
- Metrics
Jan 22, 2019 (05:44)
- ...

7 Terms

M

- Non Detection analysis
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

- Product family
Jan 22, 2019 (05:44)
- PF1
Jan 22, 2019 (05:44)
- ...

7 Terms

P

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

3 Terms

Q

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

7 Terms

R

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

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

3 Terms

V

W X Y Z