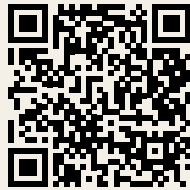


PROCUREMENT LEXICON

YOUR ULTIMATE PROCUREMENT
WORDBOOK ... BY ... FHYZICS

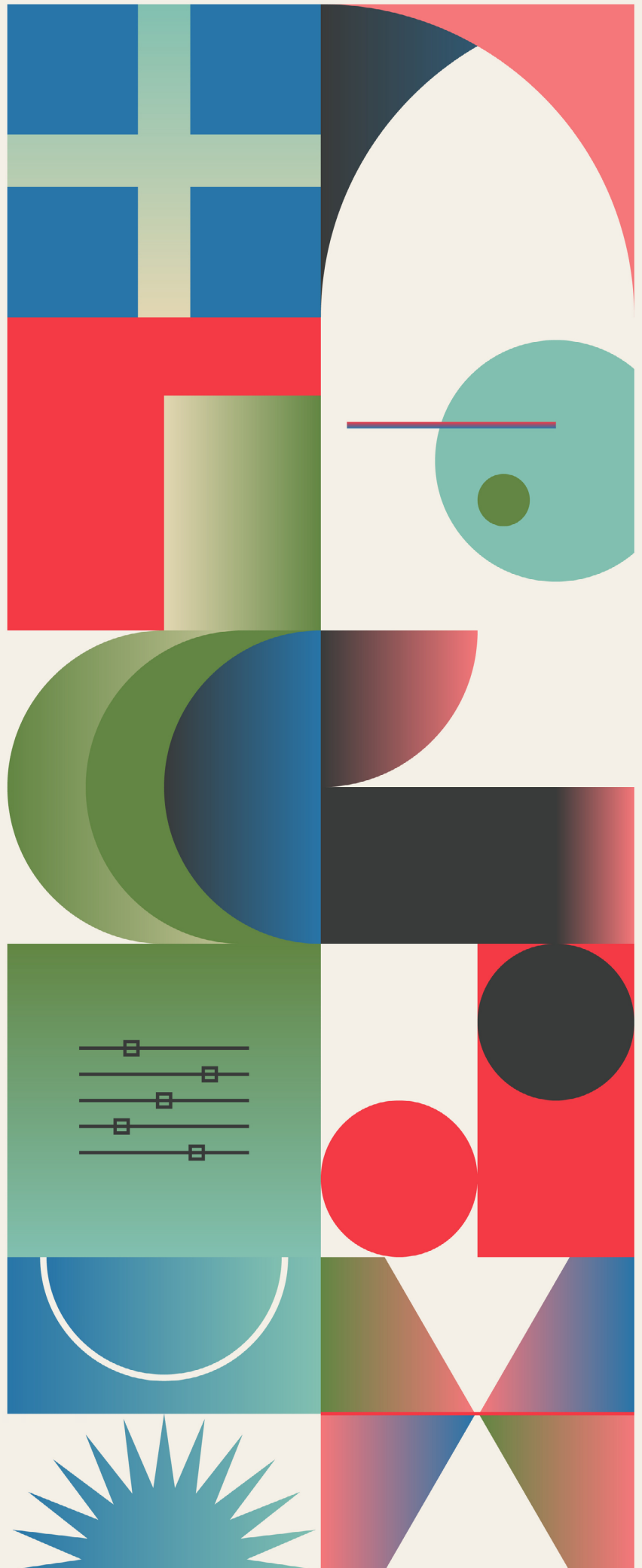
**2500+
TERMINOLOGIES**

• EXPLAINED IN E-COMPANION •



FHYZICS

- 25 Globally Recognized
Procurement and Supply Chain
Management Certifications
- 150+ Executive Development
Programs





360-Degree Feedback
3D Printing
3Pl (Third-Party Logistics)
4Pl (Fourth-Party Logistics)
A Priori Prioritisation
Abbreviations
ABC Analysis
ABC Classification
Absorptive Capacity
Acceptability
Acceptance
Acceptance Criteria
Acceptance Sampling
Acceptance Testing
Access To Information
Accounts Receivable
Accreditation
Accruals
Acidification
Acquisition
Active External Integration
Active Internal Integration
Activities
Activity Schedule
Activity System
Activity-Based Costing (ABC)
Activity-Based Management
Ad Valorem
Adaptive Change
Added Value
Addressability Of Spend
Ad-Hoc Purchase
Adjudication
Advance Payment
Advanced Persistent Threat

(APT)
Adversarial
Advisory, Conciliation And
Arbitration Service (ACAS)
Aesthetic Specifications
Aesthetics
Affirmation
Agent
Agile
Agreement
Agricultural Commodity
Air-Gapping
Aisles
Algorithm
Alienation
Allocated Overhead
Alternative Dispute Resolution
(ADR)
Amendment
An Individual With Capacity
Analytics
Anchor
Anchoring
Annual Planning Cycle
Annulled
Anthropogenic Emissions
Anticipatory Breach
Anti-Corruption
Application Programming
Interface (API)
Approach
Approved Supplier List
Arbitrage
Arbitration
Arm's Length Relationship
Articles Of Incorporation
Artificial Intelligence (AI)
Assertiveness
Asset Value

Assets
Assignment Clause
Assumptions
Attitudes
Attrition
Auctions
Audit
Audit Clause
Audit Trail
Authentication
Auto Renewal Clauses
Automated Machines
Automatic Identification And
Data Capture (AIDC)
Auto-Run/Auto-Play
Available To Promise
Average Rate Of Return



B2B Connectivity
Back Order
Background Intellectual Property
Backhaul
Backward Integration
Backwardation
Balance Sheet
Balanced Scorecard
Balanced Scorecard Approach
Balloon Payment
Bandwidth
Bar Code
Bargaining Mix
Bargaining Power
Barrier To Entry
Barter
Base Metals
Base Price

Base Year
Baseline
Basis
Batch Quantity
Batch Size
Batching
Bathtub Curve
BATNA (Best Alternative To A
Negotiated Agreement)
BATNA Analysis
Battle of The Forms
Behaviour
Behavioural Negotiation
Beliefs
Bench Strength
Benchmark
Benchmarked Prices
Benchmarking
Beneficiary
Benefit
Bespoke
Best Value
Bid
Bidder (Or Tenderer)
Big Data
Big Rigging
Bill Of Lading (BOL)
Bill Of Materials (BOM)
Binding Origin Information (BOI)
Biodegradable
Biodiversity
Biological Nutrient
Biomass
Biometrics
Bit
Black Swan Event
Blanket Order
Blockchain
Blockchain Technology

Blog
Blue Ocean
Blue-Washing
Board Meeting
Boilerplate Clause
Book Value
Booming
Bottleneck
Bottom Line
Bounce Back
Boycott
Brainstorming
Brand
Brand Equity
Brand Loyalty
Breach
Breach Of Contract
Break Bulk
Break Even
Breakers
Break-Even Point
Breakpoint
Breakthrough Result
Bribery
BRICS Countries
British Standards Institution
Budget
Buffer Stock
Built-To-Order (BTO) Supply Chain
Bulk Commodities
Bullwhip Effect
Bureaucracy
Business Case
Business Continuity Plans (BCP)
Business Cycle
Business Drivers
Business Intelligence (BI)
Business Intelligence Tools

Business Model
Business Needs
Business Needs Analysis
Business Process
Business Process Re-Engineering (BPR)
Business Requirement
Business Strategy
Business-Critical
Business-To-Businesses (B2B)
Business-To-Customer (B2C)
Buy In
Buyer Power
Buyer's View
Buyer's Remedies
Buying
Buying Off Contract



Call For Competition
Call Off
Call Off Contract
Call-Off Schedule
Capability
Capacity
Capacity Constraints
Capacity Cushion
CAPEX
Capital
Capital Costs
Capital Expenditure
Capital Intensive
Capital Purchase
Capital Requirements
Carbon Disclosure Project (CDP)
Carbon Footprint
Carriage Deals

Carrier
Carrier Selection
Cartel
Cash Commodity
Cash Cow
Cash Flow
Cash Flow Statement
Cashable Savings
Catalogue
Categorisation
Category
Category Aware
Category Management
Causal Link
CE Mark
Central Banks
Central Processing Unit-(CPU)
Centralisation
Centralised
Centralised Inventory Holding
Centralised Procurement
Centralised Structure
Centres Of Excellence
Certificate Of Origin (COO)
Chain Of Custody
Change Agency Unit
Change Control
Change Control Board
Change Management
Change Order
Channel
Channel Fill
Characterisation
Charity
Chatbots
Check Digits
Checkpoint Reports
Chief Executive Officer (CEO)
Chief Procurement Officer (CPO)

Child Labour
Chlorofluorocarbons
Churn Rate
CIPS Code Of Conduct
Circular Economy
CISG
Civic Obligations
Claim Identification
Claim Quantification
Claims Adjuster
Claims Made Policies
Claims Management
Client Experience Strategy (CX)
Clock Speed
Closed Change
Closed Loop Supply Chains
Closed System
Closed-Bool Costing
Closed-Loop Supply Chain
(Reverse Supply Chain)
Closing Stock
Cloud
Cloud Computing
CO2
Co-Creation
Code Of Conduct
Code Of Ethics
Code Of Practice
Coercion
Cognitive Dissonance
Cohesiveness
Cold Chain Logistics
Collaboration
Collaboration Evolution
Collaborative
Collaborative Agreement
Collaborative Approach
Collaborative Filtering
Collaborative Planning,

Forecasting And Replenishment (CPFR)
Collaborative Product Development (CPD)
Collaborative Style
Collective Consultation
Collective Efficacy
Collectivism
Collusion
Commercial
Commercial Banks
Commercial Contracts
Commercial Corporations
Commercial Off-The-Shelf (COTS)
Commissioning
Commitment
Commodity
Commodity Back Office
Commodity Clearinghouse
Commodity Cycle
Commodity ETF (Exchange-Traded Fund)
Commodity Exchange
Commodity Exporting Countries
Commodity Futures Trading
Commission (CFTC)
Commodity Importing Countries
Commodity Index
Commodity Market
Commodity Market Manipulation
Commodity Market Speculator
Commodity Pool Operator (CPO)
Commodity Price
Commodity Price Forecasting
Commodity Price Index
Commodity Price Volatility
Commodity Pricing
Commodity Producer

Commodity Research Analyst
Commodity Research Bureau (CRB) Index
Commodity Risk
Commodity Super Cycle
Commodity Swap
Commodity Trading Advisor (CTA)
Commodity Trading Desk
Commodity Trading House
Commodity Trading Platform
Commodity Trading Regulations
Communication Management Strategy
Community Benefit Clause
Company Annual Reports
Company Document
Compatibility Specifications
Compensation Event
Competences
Competitions And Markets Authority (CMA)
Competitive
Competitive Advantage
Competitive Approach
Competitive Assessment/Teardown
Competitive Benchmarking
Competitive Bids
Competitive Dialogue
Competitive Dialogue With Negotiation
Competitive Interdependence
Competitive Position
Competitive Pricing
Competitor Analysis
Complementarity
Complex Conditions
Compliance Monitoring

Compliance Specifications
Components
Conceptual Skills
Concession
Conditional Acceptances
Condition-Based Maintenance (CBM)
Conditions
Confederation of British Industry (CBI)
Confidentiality Agreements
Confidentiality Clause
Configuration Management Strategy Document
Configuration of Activities
Conflict
Conflict of Interest (COI)
Conflict of Minerals
Conformance
Conformance Specification
Conglomerate
Connected Stakeholder
Connectors
Consequential Loss
Consideration
Consignment
Consignment Note
Consignment Stock
Consolidated Deliveries
Consolidation
Consortia Procurement
Consortium
Consortium Purchasing
Constraint
Construct Validity
Consumable
Consumer
Consumer Contracts
Consumer Markets

Consumer Order Decoupling Point (CODP)
Contained Change
Containerization
Contango
Contingency
Contingency Plan
Contingent Commodity
Contingent Supplier
Contingent Workforce
Continuing Professional Development (CPD)
Continuous Data Protection
Continuous Improvement
Continuous Replenishment
Contract
Contract Change
Contract Clause
Contract Compliance
Contract Formation
Contract Frustration
Contract Lifecycle
Contract Management
Contract Of Affreightment
Contract Period/Contract Term
Contract Price Adjustment
Contract Regulations
Contract Repository
Contract Review
Contract Terms
Contract Variation
Contracting
Contracting State
Contractual Consideration
Contractual Dispute
Contractual Flow Downs
Contractual Obligations
Contractual Risk
Contractual Terms

Contributed Value
Control
Control Chart
Control Measure
Control Systems
Cookie
Co-Operative
Co-Operativeness
Co-Ordination Evolution
Co-Ordination of Activities
Co-Production
Copyright
Core Activities
Core Competencies
Corporate Governance
Corporate Positioning
Corporate Risks
Corporate Social Responsibility (CSR)
Corporate Strategy
Corrective Action Plan (CAP)
Corruption
Cost
Cost Advantage
Cost Analysis
Cost Avoidance
Cost Benefit
Cost Centre
Cost Consultant
Cost Down Approach
Cost Driver
Cost Estimating
Cost Impact
Cost Leadership
Cost Modelling
Cost of Goods Sold (COGS)
Cost of Ownership (TCO)
Cost To Serve
Cost-Based Metrics

Cost-Benefit Analysis
Cost-Out Approach
Cost-Plus Arrangements
Cost-Reimbursable Contract
Cost-Responsiveness Frontier
Costs
Cottage Industry
Counter-Offer
Counterparty
Creating Shared Value
Creative Evolution
Credit Check
Credit Limit
Credit Note
Credit Rating
Credit Terms
Credit Watch List
Creditor
Criteria
Critical Chain Methodology
Critical Factor
Critical Mass
Critical Path
Critical Service Level
Critical Success Factor (CSF)
Critical Supplier
Critical To Quality (CTQ)
Critical-Dialectical Discourse
Cross Functional Team
Cross Organisational Teams
Cross-Docking
Cross-Functional Activity
Cross-Functional Collaboration
Cross-Functional Involvement
Cross-Functional Team
Crowdsourcing
Cryptography
Crystallised
Cultural Dimensions

Cultural Relativism
Cultural Silos
Culture
Curation
Currency
Currency Hedging
Currency Speculators
Current Account
Current Assets
Current Liabilities
Customer
Customer Churn
Customer Relationship
Management (CRM) System
Customer Service
Customer Service Management
Customer Switching Costs
Customization
Customs
Cyber Attack
Cyber Risks
Cyber Security
Cybercrime
Cybernetics
Cybersecurity
Cycle Stocks
Cycle Time



Damages
Dashboard
Data
Data Centre
Data Controller
Data Cube
Data Erasure
Data Field

Data Integration
Data Integrity
Data Masking
Data Processing
Data Processor
Data Protection Clause
Data Resilience
Data Resilience Strategies
Data Subject
Data Warehouse
Data-Enabled Business Model
Datafication
DDP
Deadlock
Debt Bondage
Debt Instrument
Decentralisation
Deception
Decision Tree
Decommission
Deconsolidation
Decoupling Point
Default
Defect
Defects Liability Period
Defendant
Defra
Delegation Evolution
Deliverable
Delphi Method
Demand
Demand Amplification
Demand Flow Manufacturing
Demand Management
Demand Planning
Demand Risk
Demand Signal
Demand Smoothing
Demand Uncertainty

Demand Variability
Deming Cycle Or Pdca Cycle
Demographics
Demurrage
Dependence Structure
Dependent Demand
Dependent Demand Stock
Dependent Variable
Depreciation
Depreciation Charge
Derivative
Descent-Based Slavery
Design And Build
Design For Disassembly
Design Specification
Design Thinking
Desired Or Target Cost
Deterioration
Deterministic Approach
Developing Economy
Developing Procurement
Development
Devolve
Devolved Structure
Dialogic
Differential Advantage
Differentiate
Differentiated Products
Differentiation
Diffusion Of Innovation
Digital Age
Digitisation
Dilemma of Complexity
Dimension Difference
Diminished Capacity
Diminishing Returns
Direct Call Off
Direct Cost
Direct Labour Cost

Direct Loss
Direct Marketing
Direct Material Cost
Direct Procurement
Direct Reports
Direct Supplies
Direction
Direction Evolution
Disaster Recovery
Disaster Recovery Plans (DRP)
Disclosure of Gifts
Discounted Cash Flow
Discretionary Spending
Discrimination
Disincentive
Dismissal
Dispute Resolution
Disruption Tolerant Network (DTN)
Disruptive Change
Disruptive Technologies
Dissolved
Distribution
Distribution Centre (DC)
Distribution Centres And
Distribution Hubs
Distribution Channel
Distributive
Distributive Negotiation
Distributive Style
Diversification
Diversity
Divesting
Dividend
Dock Scheduling
Docks
Documentary Collection
Documentary Credits
Domestic

Domino
Double-Loop Learning
Downcycling
Downstream
Downstream Environmental
Factors
Downtime
Down-Tooling
Draft
Drafter
Drafting
Driver
Dropshipping
Drum
Dual Sourcing
Due Diligence
Duepont Formula
Duopoly
Durable
Duration
Duty
Dynamic Capabilities
Dynamic Conditions
Dynamic Pricing
Dynamic Purchasing System



E-Action
EAN/UCC Standards
Early Adopters
Early Market Advantage
Early Supplier Involvement (ESI)
Early Warning System
Earnings Before Interest And
Taxed (EBIT)
E-Auctions
E-Catalogue

Echo Chamber
Eco-Design
Eco-Efficiency
Eco-Label
Ecological
Ecological Footprint
Ecological Rucksack
Eco-Management And Audit
Scheme (EMAS)
E-Commerce
Economic Growth
Economic Indicators
Economic Operator
Economic Order Quantity (EOQ)
Economic Value Added
Economies of Scale
Economies of Scope
Economy
EDI (Electronic Data Interchange
Effect
Effectiveness
Efficacy
Efficiency
Efficiency Frontier
Efficient Frontier
E-Fulfilment
Electronic Data Interchange (EDI)
E-Manufacturing
Embezzlement
Embodied Carbon
Embodied Energy
Emergent Strategy
Emerging Market
Emotional Intelligence
Emotional Quotient
Employee Engagement
Employee Voice
Employment And Support
Allowance (ESA)

Employment Tribunals (ET)
Empower
Empowerment
Encoding
Encryption
End-of-Life (EOL) Specifications
Enforceable By Law
Enforceable In Law
Engineering, Procurement
And Construction Management
(EPCM) Contract
Enterprise Architecture
Enterprise Resource Planning
(ERP) Systems
Entrepreneurship
Entropy
Environmental Aspect
Environmental Liability
Environmental Management
System
Environmental Objective
Environmental Policy
Environmental Protection
Agency (EPA)
Environmental Specifications
E-Ordering
E-Payment
Epoxy Floor Paint
E-Procurement
Equality
Equity
E-Requisitioning
E-RFQ/E-ITT
Ergonomics
ERP
Escalate
Escalation of Commitment
Escalation Process
Escrow

Escrow Agreement
E-Sourcing
E-Specification
Espoused Theories
Estimate
E-System
E-Tendering
Ethernet
Ethical Ambiguity
Ethical Codes of Practice
Ethical Sourcing
Ethical Values
Ethics
Eutrophication
Evaluation Criteria
Event (Or Issue)
Evergreen Contract
Every Day Low Price (EDLP)
Evolutionary Change
Exception Condition
Exchange Rate
Exclusion Clause
Exclusions
Executing Contracts
Exit Barriers
Exit Strategy
Exogenous
Exogenous Disruption
Expansive Learning
Expectation Measures
Expedite
Expediting
Expeditor
Expenditure
Expenses
Experience Curve
Expert Determination
Exponentially Weighted Average
Method

Exports
Exposure
Express Cause
Express Terms
Expression Of Interest
Extended Producer
Responsibility (EPR)
Extensible Markup Language
(XML)
External Benchmarking
External Customers
External Stakeholders
External Supplier
Externalities
Extortion
Extranet
EXW



Facilitation Payment
Factoring
Fail-Safe
Failure Mode And Effect Analysis
Fair Trade
Fair Trade Foundation
Fair Trade Organisations
Fairtrade
Fair-Washing
Fast Capitalism
Fast-Moving Consumer Goods
(FMCG)
Fault Tolerant Design
Feasibility
Feedback
Fight or Flight Reaction
File Transfer Protocol (FTP)
Fill Rate

Financial Budget
Financial Institutions
Financial Management
Financial Performance
Indicators
Financial Regulations
Financial Responsibility
Financial Return
Financial Statements
Financial Year
Finished Goods
Finite Loading
Firewall
Firm Price Contracts
Firmware
First Article Inspection
First In-First Out (FIFO)
First-Mover Advantage
First-Party Audit
First-Party Data
Fiscal Functions
Fit For Purpose
Five Forces Framework
Five Rights Of Procurement
Fixed Asset
Fixed Asset Register
Fixed Cost
Fixed or Tangible Assets
Fixed Price
Fixed Price Contract
Fixed Working Capital
Fixed-Price Contract
Flat Structure
Fleet
Flexed Budget
Flexible Warehousing
Flexible Working
Flow
Flow Down

Flow of Items
FMCG (Fast-Moving Consumer Goods) Companies
FMCG Companies
Focus Group
Forbearance Agreement
Force Majeur
Forecast
Forecasting
Formal Economies
Formal Learning
Formal Sector
Forward Buying
Forward Commitment
Procurement
Forwarding Agents
Fourth Industrial Revolution
Fragmentation
Frame of Reference
Framework Agreement
Framing
Franchise
Fraud
Freedom Of Association
Free-Trade Area
Freight Audit And Payment
Freight Broker
Freight Class
Freight Consolidation Center
Freight Forwarder
Freight Insurance
Freight Rate
Frustrated
FTSE 100
Fugitive Dust
Full Container Load (FCL)
Full Truckload (FTL)
Fully Operational
Function

Functional Analysis
Functional Fit
Functional Requirements
Functional Specifications
Functional Tests
Functional Unit
Functions
Fundamental Breach
Futures
Futures Contract
Futures Exchange



G Factor
Game Theory
Gantt Chart
Gap Analysis
Gas Protocol (Ghg Protocol)
Corporate Standard
Gate Review
Gated Process
GATS
GATT
Gearing
General Data Protection Regulation
Generativity
Geofencing
Geopolitical
George Yip's Globalisation Framework
GHG Emissions Inventory
Gifts And Hospitality
Global Governance
Global Logistics
Global Sourcing
Global Trading Agreements

Globalisation
Globally Harmonized System For
The Classification And Labelling
Of Chemicals
Glossary
Go Live
Goal
Good Faith
Goods-In
Governing Law
Government Debt
Grand Strategy
Green Bullwhip Effect
Green Procurement
Green Transportation
Greenhouse Effect
Greenwashing
Gross Amount
Gross Domestic Product (GDP)
Gross National Product (GNP)
Groupthink
Growth Hacking
Growth Strategy
Guanxi
Guarantee
Guarantor



Habit of Mind
Hacker
Hard Bargaining
Hard Commodities
Hard Management
Hard Measures
Hard Parameters
Hard Pegging
Hard Skills

Hardware
Hardware Root Of Trust
Harvesting
Hazard
Hazardous Materials (Hazmat)
Shipping
Head Contract
Heads Of Terms
Health And Safety
Hedge
Hedging
Heijunka
Heterogeneous
Hidden Layers
Hidden Waste
Hierarchy
High Context Culture
High-Bay Racking
High-Bay Warehousing
Highlight Report
High-Performing Team
Hire
Histogram
Historic Costs Baseline
Hold Harmless Agreement
Holding Costs/Carrying Costs
Home Page
Homeworkers
Honesty
Horizon Scanning
Horizontal Alignment
Horizontal Collaboration
Horizontal Integration
Host Nation
Hostile Takeover
Human Resource
Human Resource Planning
Human Rights
Human Trafficking

Hurdle Rate
Hybrid
Hybrid Strategies
Hybrid Structure



IDEF (Integrated Definition Or Integrated Programme)
Ideologies
Idiographic
Immobile
Impact
Impartial
Imperfect Competition
Implicit Knowledge
Implied Terms
Import Duty
Imports
In The Public Domain
In Transit
Inbound Logistics
Incandescent
Incentive
Incidental Loss
Inclusive Price
Incorporated Company
Incoterms
Incremental
Incremental Change
Incremental Strategy
Development
Indemnification Clause
Indemnity
Indemnity Clause
Independent (Or Explanatory Variable)

Independent Demand
Independent Demand Stock
Index
Indexation
Indices
Indirect Cost
Indirect Spend
Indirect Procurement
Indirect Supplies
Individual With Capacity
Individualism
Inducement
Induction
Industrial Commodity
Industrial Symbiosis (Is)
Industry 4.0
Ineffective Contract Term
Inefficiency Trap
Infinite Loading
Inflated
Inflation
Influence
Influence Without Authority
Infographic
Informa Variations
Informal Economy
Informal Leader
Information
Information Flow
Informational Self-Determination
In-Group
In-House
Injunctions
Innocent Party
Innovate
Innovation
Innovation Audit
Innovation Capability

Innovation Council
Innovators
Input
Input Substitution
Insider Trading
Insolvency
Insolvency Risk
Insolvent
Insource
Inspection
Institute of Chartered Accounts
Of Scotland (ICAS)
Institutional Investors
Insurance
Insurance Premium
Intangible
Intangible Asset
Intangible Cost
Integrated Circuit
Integrated Logistics
Integrated Report
Integration
Integrative
Integrative Negotiation
Integrity
Intellectual Capita
Intellectual Property
Intellectual Property Clause
Intellectual Property Rights
Intended Strategy
Intention Of The Breaching Party
Intention Of The Innocent Party
Intention To Create Legal
Relations/ To Be Legally Bound
Inter Trading
Interchange Cost
Intercultural Communication
Interdependence
Interest Rate

Interested
Interim Payments
Intermodal
Intermodal Transportation
Internal Customers
Internal Rate of Return (IRR)
Internal Stakeholders
Internal Supplier
International Arbitration
International Chamber Of
Commerce
International Integrated
Reporting Council (IIRC)
International Labour
Organisation
International Organization For
Standardization
International Procurement
Organisations (IPOS)
International Sourcing
International Strategy
Internationalisation
Internationalisation Drivers
Internet
Internet Of Things (IoT)
Interoperability Specifications
Inter-Organisational Trust
Interpersonal Skills
Interpersonal Trust
Intra-Company Trading
Intranet
In-Transit Visibility
Introversion
Inventory
Inventory Handling
Inventory Holding Costs
Inventory Level
Inventory Management
Inventory Strategy

Inventory Turnover
Investment
Investment Appraisal Techniques
Invitation To Tender (ITT)
Invitation To Treat
Invoice To Cash (I2C)
Invoices
Invoicing Process
ISO
ISO 14001
ISO 26000
ISO 9000
ISO 9001
ISO Certification
Issues Management
IT Network
Item



JCT Council
Job Design
Job Satisfaction
Job-Shop Layout
Johari Window
Joint Contracts Tribunal (JCT)
Joint Team Charter
Joint Venture
Jurisdiction
Just In Time (JIT)
Just-In-Time (JIT) Inventory
Just-In-Time (JIT) Logistics



Kaizen
Kanban

Kansei Engineering
Karlijic Matrix
Key Customer Segments
Key Performance Indicators (KPIs)
Key Stakeholders
Key Suppliers
Kickback
Kitting
Knowledge
Knowledge Capital (Information Capital)
Knowledge Engineering
Kraljic Matrix



Labour Intensive
Lag Measures
Laggards
Lagging Measures
Landed Cost
Landfill
Last In-First Out (LIFO)
Last Mile Delivery
Last Short Principle
Late Majority
Latency
Latent Defects
Law of Demand
Law of Supply
Laws of Agency
Layering
Lead Time
Leading Measures
Lean
Lean Distribution
Lean End-To-End Supply Chain

Lean Manufacturing
Lean Processes
Lean Supply
Learning
Learning Curve
Learning Organisation
Learning Specification
Lease
Ledger
Left Wing
Legacies
Legal Certainty
Legal Instrument
Legal Liability
Legal Obligation
Legal Relationship
Legal Remedy
Legalese
Lena
Less Than Container Load (LCL)
Less Than Truckload (LTL)
Lessons Learned
Letter of Credit (LC/LOC)
Letter of Intent (LOI)
Level of Service Timeline
Level Schedule
Level The Playing Field
Leverage
Liability
Liability Limitation
Liable
Life Cycle
Life Cycle Inventory (LCI)
Life-Cycle Assessment (LCA)
Life-Cycle Cost
Life-Cycle Costing (LCC)
Life-Cycle Plan
Lifetime Cost
Light-Emitting Diode (LED)

Likert Scale
Limit of Liability
Limitation Periods
Limitations
Line Flow
Line of Best Fit
Line Reports
Linear Pricing
Linkages
Liquid
Liquidated Damages
Liquidating
Liquidation
Liquidity
Liquidity Ratio Analysis
Litigation
Little I
Livestock
Living Wage
Loading
Lobby
Lobbying
Local Living Wage
Local Sourcing
Localisation
Localised Supply Chain
Logarithmic Scale
Logic Gate
Logical Incrementalism
Logistics
Logistics Control
Logistics Costs
Logistics Management System
Logistics Network
Logistics Performance Metrics
Logistics Postponement
Logistics Strategy
Logrolling
Long Tail Spend

Long Thin Process
Loosely Coupled Supply Chain
Loss Leader
Lost Time Incidents (LTI)
Low Context Culture
Low-Cost Country (LCC)
Low-Cost Country Sourcing (LCCS)
Low-Cost Supply
Lucrative
Lump Sum



Machine Learning
Macro Environment (Remote Environment)
Macro-Environmental Factors
Major Breach
Make or Buy Decision
Make-To-Stock
Malware
Management Contractor
Management Information Systems (MIS)
Managing By Exception
Manufacturing Capacity
Manufacturing Cell
Manufacturing Flow
Management
Manufacturing Postponement
Manufacturing Resource Planning (MRPII)
Manufacturing-Based Approach
Margin
Marginal Gains
Market
Market Analysis

Market Assessment
Market Barriers
Market Capitalisation
Market Comparisons
Market Demand
Market Development
Market Disruption
Market Drivers
Market Dynamics
Market Engagement
Market Entry Barriers
Market Entry Strategy
Market Factors
Market Fragmentation
Market Growth Rate
Market Intelligence
Market Knowledge
Market Leverage
Market Opportunity
Market Penetration
Market Positioning
Market Price
Market Research Analysis
Market Research Ethics
Market Research Questionnaire
Market Research Report
Market Research Vendor
Market Saturation
Market Segment
Market Segmentation
Market Segmentation Variables
Market Sensitivity
Market Share
Market Share Analysis
Market Share Growth
Market Sizing
Market Trend Analysis
Market Trends
Mark-Up

Maslow's Hierarchy Of Needs
Mass Production
Master Production Schedule (MPS)
Material Assets
Material Breach
Material Handling
Material Requirements Planning (MRP)
Material Safety Data Sheet (MSDS)
Material Specifications
Materials Management
Matrix Managing
Matrix Structure
Maturities
Maverick Spend/Off-Contract Spend
Maximum Order Quantity (Max OQ)
Mean
Measurement Contract
Meat
Mediation
Medium-Context Culture
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Memorandum of Understanding (MoU)
Mentality
Merger
Meta-Analysis
Metadata
Metaphor
Method Statement
Metrics
Mezzanine Floor
Micro Environment
Micro, Small And Medium Enterprises (MSME)

Microchips
Middle Majority
Milestone Payments
Milestones
Mini-Competition
Minimum Efficient Scale
Minimum Order Quantity (MOQ)
Minimum Pricing
Minimum Wage
Minor Breach
Mintzberg's Five Ps
Minutes
Mission
Mission Statement
Mitigating Actions
Mitigation
Mixed Loads
Mobile Device
Mobilisation
Model
Modern-Day Slavery
Modified Re-Buy
Modular Design
Money Laundering
Monitoring
Monopoly
Monopsony
Monte Carlo Model
Moonlighting
Motivation
Movements
Multi-Cultural
Multi-Discipline Team
Multilingual
Multi-Modal Transportation
Multi-National
Multi-National Company
Multi-National Organisations
Multi-Nationals

Multi-Sourcing
Mutual Information System On
Social Protection (MISSOC)
Mutual Surrender
Myopic And Far-Sighted
Contracts



Named Destination
Naming Convention
Narrative Format
National Audit Office
National Contact Point
National Insurance (NI)
National Living Wage (NLW)
National Standards Bodies
National/Cultural Stereotypes
Natural Language Programming
Nearshoring
Negotiated Tendering
Negotiation
Negotiation Impasse
Negotiation Strategy
Negotiation Tactics
Negotiation Variables
Negotiation Walk-Away
Nepotism
Net Amount
Net Income
Net Present Value (NPV)
Net Profit
Net Working Capital (NWC)
Network
Network Management
Network Optimisation Modelling
Network Sourcing
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Neuro-Linguistic Programming
Neuroplasticity
New Buy
New Engineering Contract (NEC)
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(NPD)
New Purchase
NGOs
Niche
Nodes
Nominal Group Technique
Nomothetic
Non-Cashable Savings
Non-Competitive Benchmarking
Non-Conformance
Non-Conformity
Non-Current Assets
Non-Disclosure Agreement
(NDA)
Non-Functional Requirements
Non-Governmental
Organisations (NGOs)
Non-Linear Pricing
Non-Profit Organisation
Non-Solicitation Clause
Non-Verbal Communications
Normal Distribution
Normalisation
Note
Notice
Notice Of Cancellation
Notice Period
Objective
Obligations
Obsolescence
Obsolescent Stock
Occupational Health & Safety
Agency (OHSA)



Off Shoring

Off Site

Offer

Offeree

Offeror

Officers

Offset

Industrial Participation

Offshoring

Off-The-Shelf

OJEU

Oligopoly

Oligopsony

Omni-Channel

On Cost

Online Transactions

On-Time Delivery In Full (OTIF)

Open Account

Open Book Costing

Open Tender Procedure

Open Trading

Open-Book Contract

Open-Book Costing

Open-Ended Change

Opening Stock

Open-Loop Feedback

Open-Loop Supply Chain

(Traditional/Forward-Loop
Supply Chain)

Operant Conditioning

Operating Capital

Operating Charter

Operating Costs

Operating Environment

Operating Profit

Operating Supplies

Operating System

Operational Expenditure

Operational Level

Operational Management

Operational Prerequisites

Operational Supplier

Relationship

Operations

Operations Expenditure

Operations Management

Opportunity Cost

Opportunity For Improvement

Optimisation

Options Contract

Order Fulfilment

Order Of Precedence Clause

Order Patterns

Order Qualifiers

Order Tracking System

Order Winners

Ordering System

Organic Development

Organic Internal Growth

Organisation

Organisation For Economic Co-

Operation And Development
(OECD)

Organisational Behaviour

Organisational Culture

Organisational Learning

Organisational Politics

Organisational Structure

Origin

Original Equipment

Manufacturer (OEM)

Oscillating

Out of Hours

Outbound Logistics

Outcome

Outcome Focused Specification
Outcome Measurement
Outcome-Focused Specification
Outcomes-Based Procurement
Out-Group
Output
Output Specification
Outsourcing
Overdraft
Overheads
Overservice
Over-Specified
Over-Supply
Over-The-Wall Engineering
Overtime
Ozone Layer



Packaging
Packaging Specifications
Packing
Packing List
Pain Share/Gain Share
Mechanism
Pain/Gain Clauses
Pallet
Palletization
Pandemic
Paperless
Paradigm of The Working
Environment
Parallel Negotiation
Parcel Shipping
Parental Fit
Pareto Analysis
Pareto Principle
Pareto Rule

Part Exchange
Participative
Participatory Innovation
Partnering Charter
Partnership
Partnership Relationship
Partnership Sourcing
Past Consideration
PAT (Portable Appliance Testing)
Patch
Patent
Patented
Pay Less Notice
Pay When Paid
Payback
Payback Analysis
Payment
Payment Escalation
Payment Terms
Peak Oil
Peg Record
Pegging
Penalties
Penetration Pricing
People
Peppercorn Contract
Perfect Competition
Performance
Performance (Or Outcome-
Focused) Specification
Performance Appraisal
Performance Benchmarking
Performance Bond
Performance Management
Performance Management
Framework
Performance Measurement
Performance Measures
Performance Metrics

Performance Specification
Performance Standards
Performance Visibility
Performance Warranty
Period of Acceptance
Peripheral
Permanent Current Assets
Permanent Working Capital
Persistent Bioaccumulative Toxic
(PBT) Chemicals
Person Specification
Personal Improvement Plan
(PIP)
Personality
Person-Job Fit
Person-Organisation Fit
PERT
Petty Cash
Phonemes
Photovoltaic
Physical Network
Pick And Pack
Pick List
Picker
Piece Part Price
Piece Price
Pipeline Inventory
Pitch
Plagiarism
Plaintiff
Planet
Planning
Platform
Pluralist
Pluralist Perspective
Poisson Distribution
Poka-Yoke
Policies
Political Activity

Port of Entry
Portal
Porter's Five Forces
Portfolio
Portfolio Analysis
Portfolio Techniques
Position Audit
Positioning
Positive-Sum Game
Post Contract Award Stage
Post Tender Negotiation
Postmodernism
Postponement Strategy
Poverty Line
Power Distance
Power Dynamics
PPE
Precedent
Precious Metals
Pre-Contract Award Stage
Predictive Maintenance
Predictive Validity
Preferred Customer
Preferred Supplier
Preferred Supplier List
Premium Price
Pre-Negotiation Agreement
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(PQQ)
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Preventative Maintenance (PM)
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Price Anchor
Price Comparator
Price Elasticity
Price Elasticity of Demand
Price Escalation
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Price On Application (POA)

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Price-Penetration Strategy
Price-Skimming Strategy
Pricing For Risk
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Pricing Model
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Primary Obligation
Primary Packaging
Primary Research
Primary Sector
Primary Sector Products
Prime Contract
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Principled
Prior Information Notice
Privacy Notice
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Privatised
Proactive
Probability
Probity
Procedure
Process Capability
Process Development
Process Mapping
Process Metric
Process Reliability
Processual
Procure to Pay (P2P)
Procurement
Procurement Analyst
Procurement And Supply
Management
Procurement Platform

Procurement Policy Note
Procurement Route
Procurement Specification
Product And Service Mix
Product Configuration
Product Development
Product Development and
Commercialisation
Product Disposition
Product Life Cycle
Product Obsolescence
Product Owner
Product Service System (PSS)
Product Variety
Product-Based Approach
Production Organisation
Productivity
Products
Professional Register
Profit
Profit Centre
Profit Margin
Profitability
Proforma Invoice
Programme
Project
Project Audit
Project Constraints
Project Initiation Document (PID)
Project Life Cycle
Project Management
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Project Steering Committee
Project Viability
Projectification
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Promisee

Promisor
Promotional Mix
Proof Of Concept (POC)
Proof Testing
Proprietary Information
Proprietary Technology
Prospective Suppliers
Protectionism
Prototype
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Psychological Contract
Psychometric Questionnaire
Psychosocial Crisis
Psychosocial Development
Public Accountability
Public And Private Sector
Partnership (Ppp Or P3)
Public Issues
Public Limited Company
Public Procurement
Public Sector
Public Sector Organisation
Pugh Analysis
Pull Control Method
Pull Distribution
Pull Style
Pull Systems
Pull-Based System
Punch List Items
Purchase Cost Analysis
Purchase Order (PO)
Purchase Order Lead Time
Purchase Requisition (PR)
Purchase to Pay (P2P)
Purchasing
Purchasing Card
Pure Competition
Push Back
Push Control Method

Push Style
Push Systems



Qualified Bid
Qualify Control
Qualitative
Qualitative Analysis
Qualitative Measures
Qualitative Research
Quality Assurance (QA)
Quality Circles (QCs)
Quality Control
Quality Function Deployment (QFD)
Quality Inspection (Quality Control)
Quality Management System (QMS)
Quality Register
Quality Specifications
Quantitative
Quantitative Analysis
Quantitative Measures
Quantitative Research
Quarantine Area
Quota
Quota System
Quotation



Radical Change
Radio Frequency (RF)
Radio Frequency Identification (RFID)

Rapport
Rater Framework
Rationalisation
Raw Materials
Reactive
Reactive Capacity
Read Receipt
Realised Strategy
Rebate
Recency
Reciprocal
Reconciliation
Recondition
Reconfiguration Processes
Reconstructive Change
Recoverable Manufacturing
Recovery Point
Recovery Time
Recovery Window
Recruitment
Recycling
Red Ocean
Redundancy
Redundant Costs
Redundant Stock
Re-Engineering
Referent Group
Refinement
Reflection-On-Action
Regionalised Inventory Holding
Regression Analysis
Regulatory Framework
Regulatory Specifications
Relationship Life Cycle
Supplier Relationship
Management (SRM)
Relationship Marketing
Relative Market Share
Relevance

Relevant Filing System
Reliability
Reliability Specifications
Reliability Testing
Reliance Damages
Reliance Data
Remanufacturing
Remedies
Remedy of The Situation
Remittance Advice
Remuneration
Renegotiation
Renewal Clause
Re-Order Point
Reporting Framework
Representation
Reprocurement
Repudiate
Repudiatory Breach
Reputational Damage
Request For Information (RFI)
Request For Proposal (RFP)
Request For Quotation (RFQ)
Request For Tender (RFT)
Required Rate of Return
Requisition
Rescind
Rescission of Contract
Research And Development
(R&D)
Residual Risk
Residual Waste
Resilient Supply Chain
Resource Allocation Syndrome
Resource Levelling
Resource Loading
Resource-Based View (RBV)
Resources
Responsible Procurement

Restitution Measures
Restricted Marketplace
Restricted Tender Procedure
Restricted Tendering
Restrictive Covenant
Retention
Retention of Title (ROT)
Return
Return on Capital
Return on Capital Employed (ROCE)
Return On Investment (ROI)
Return on Relationship
Return Policy
Returns Management
Reuse
Revenue
Reverse Auction
Reverse E-Auction
Reverse Engineering
Reverse Logistics
Revolutionary Change
RFP (Request For Proposal)
RFQ (Request For Quotation)
Riddor Statistics
Right of Set-Off
Right Wing
Right-Sizing
Risk
Risk Appetite
Risk Assessment
Risk Exposure
Risk Factor/Expectation Value
Risk Impact
Risk Impact Assessment
Risk Management
Risk Management Culture
Risk Management Framework
Risk Management Protocol

Risk Mitigation
Risk Monitoring
Risk Probability Assessment
Risk Register
Risk Threshold
Risk Tolerance
Risk Transfer
Rivalry
Road Safety Impact Assessment (RSIA)
Robotic Process Automation
Robustness Specifications
Roller-Stacker Shelf Mechanism
Roll-Over Contract
Root Cause Analysis
Router
Routing Guide
Rules of Interpretation
Run To Breakdown (RTB)



Safety Performance Index (SPI)
Safety Specifications
Safety Stock
Sales And Operations Planning (S&OP)
Sales Tax
Sample
Scalability
Scalability Specifications
Scaled Advantage
Scanner
Scenario Planning
Schedule of Payments
Schedule of Rates
Schematic
Scope

Scope Creep
SCOR (Supply Chain Operations Reference)
Scorecards
Script
Search Engine
Secondary
Secondary Data
Secondary Legislation
Secondary Obligation
Secondary Research
Secondary Sector
Secondary Sector Products
Second-Party Audit
Second-Party Data
Sector
Segmentation
Self-Actualisation
Self-Administered Survey
Self-Assessment Tool
Self-Efficacy
Semi-Variable Costs
Sense-Making
Sensex
Sensitive Receptors
Sensitivity Analysis
SEO
Separation Of Duties (SoD)
Sequencing
Server
Service Credit
Service Level
Service Level Agreement (SLA)
Service Life-Cycle Management (SLM)
Service Response Logistics
Service Sector
Services
Servqual

Share Of Wallet
Share Purchase Agreements
Shared Directory
Shareholder
Shareholder Equity
Shares
Sharing Ratio
Shift
Shipping Address
Shop Floor
Short Fat Process
Should Cost Analysis
SHRM
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Signed Off
Silence as a Strategy
Silo Thinking
Silo Working
Silos
Silo-Working
Simple Conditions
Simultaneous (Concurrent) Engineering
Single Administrative Document (SAD)
Single Piece Flow
Single Point of Failure
Single Source Procurement
Single Source Risk
Single Sourcing
Single-Loop Learning
Situation Analysis
Situational Leadership
Six Sigma
Skimming Pricing Strategy
Skunkworks
Skype
SLA (Service Level Agreement)
Slack

Slotting (or Profiling)
Small- And Medium-Sized
Enterprise (SME)
SMART Goals
Smart Metering
Smarter
SME
Social Advocacy
Social Capital
Social Dialogue
Social Engineering
Social Impact Assessment
Social Intelligence
Social Learning
Social Proof
Social Protection
Social Value
Socio-Technical
Soft Commodities
Soft Measures
Soft Pegging
Soft Skills
Software
Sole Trade
Sole Trading Agreements
Source to Contract (S2C)
Source-To-Pay (S2P)
Sourcing
Sourcing Events
Sourcing Risk Management
Sourcing Strategy
Specific Performance
Specification
Specification Compliance
Specification Sheet
Speculation
Speculator
Spend Analytics
Spend Cube

Spend Intelligence
Sponsor
Spontaneous Learning
Spot Buying
Spot Price
Stability Agenda
Staff Churn
Staff Turnover
Stage Payment
Staged Pricing
Staggered Delivery
Stakeholder
Stakeholder Alignment
Stakeholder Management
Stakeholder View
Stakeholders
Standard
Standard Building Contract
Standard Deviation
Standard Term Contract
Standard Terms and Conditions
Standards-Developing
Organisations
Standing Orders
Statement Of Comprehensive
Income
Statement of Need
Statement of Work
Static Conditions
Statistical Data
Statistical Process Control (SPC)
Statistics
Statutory
Stay of Court Proceedings
Stay of Execution
Steeple Analysis
Steeple Framework
STEEPLED
Steepled Analysis

Step Change
Stewardship
Stock
Stock Keeping Unit (SKU)
Stock Markets
Stock Out
Stock Ticker Data
Stock Turn/Stock Turnover
Stock/Inventory
Stockout
Stocktake
Stockyard
Stores
Straight Re-Buy
Strategic
Strategic Alliance
Strategic Business Decisions
Strategic Business Units (SBUS)
Strategic Capabilities
Strategic Core
Strategic Decisions
Strategic Drivers
Strategic Fit
Strategic Implementation
Strategic Management
Strategic Partnering
Strategic Partnership
Strategic Plan
Strategic Position
Strategic Procurement
Strategic Re-Buy
Strategic Recruitment
Strategic Sourcing
Strategic Supplier
Strategic Supplier Relationship
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Strategy Canvas
Strengths
Strict Liability

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Subcontract
Subcontract or Outsource
Subcontracting
Subcontractor
Subcultures
Subject to Contract
Subjective
Subjective Measures
Subsidiary
Substitutable
Substitute Products
Substitutes
Sub-Tier Supplier
Sundries
Sunk Cost
Super Profits
Supplier
Supplier Appraisal
Supplier Assessment
Supplier Assessment Criteria
Supplier Attrition
Supplier Audit
Supplier Benchmarking
Supplier Capability Audit
Supplier Capability Improvement
Supplier Code of Conduct
Supplier Collaboration
Supplier Collaboration
Agreement
Supplier Collaboration Benefits
Supplier Collaboration Case
Study
Supplier Collaboration
Framework
Supplier Collaboration Initiatives
Supplier Collaboration on
Specifications

Supplier Collaboration Platform
Supplier Collaboration Tools
Supplier Collaboration Workshop
Supplier Communication
Supplier Compliance
Supplier Concentration
Supplier Conditioning
Supplier Cost Breakdowns
Supplier Costs
Supplier Development
Supplier Development Benefits
Supplier Development Best Practices
Supplier Development Case For Change
Supplier Development Champion
Supplier Development Communication
Supplier Development Communication Plan
Supplier Development Continuous Improvement
Supplier Development Continuous Learning
Supplier Development Cycle
Supplier Development Evaluation
Supplier Development Framework
Supplier Development Goals
Supplier Development Governance
Supplier Development Innovation
Supplier Development Knowledge Transfer
Supplier Development Maturity Model

Supplier Development
Performance Review
Supplier Development Process
Supplier Development Resources
Supplier Development Risk Management
Supplier Development Roadmap
Supplier Development ROI (Return On Investment)
Supplier Development Steering Committee
Supplier Development Strategy
Supplier Development Sustainability
Supplier Development Team
Supplier Development Tracking Tools
Supplier Development Workshop
Supplier Diversity
Supplier Engagement
Supplier Evaluation
Supplier Improvement Plan
Supplier Improvement Tracking
Supplier Inspection
Supplier Landscape
Supplier Negotiation
Supplier Negotiation Plan
Supplier Negotiation Tactics
Supplier Onboarding
Supplier Performance
Supplier Performance Enhancement
Supplier Performance Improvement Plan
Supplier Performance Management
Supplier Performance Metrics
Supplier Performance

Monitoring Scheme (SPMS)
Supplier Performance Scorecard
Supplier Power
Supplier Preferencing
Supplier Pre-Qualification
Supplier Process Optimization
Supplier Profiling
Supplier Quality Improvement
Supplier Quality Management
Supplier Ranking
Supplier Rating
Supplier Rating System
Supplier Rationalization
Supplier Relationship Continuity
Supplier Relationship Goals
Supplier Relationship
Governance
Supplier Relationship Hierarchy
Supplier Relationship Kpis
Supplier Relationship
Management (SRM)
Supplier Relationship
Management Benefits
Supplier Relationship
Management Framework
Supplier Relationship
Management Policy
Supplier Relationship
Management Process
Supplier Relationship
Management Software
Supplier Relationship
Management Training
Supplier Relationship Manager
(SRM)
Supplier Relationship Mapping
Supplier Relationship Metrics
Supplier Relationship
Performance Review

Supplier Relationship ROI
Supplier Relationship Strategy
Supplier Relationship
Sustainability
Supplier Relationship Tracking
Supplier Risk Assessment
Supplier Risk Categorization
Supplier Risk Management
Supplier Risk Profile
Supplier Risk Scoring
Supplier Scorecard
Supplier Segmentation
Supplier Training
Supply
Supply Base
Supply Base Rationalisation
Supply Chain
Supply Chain Audit
Supply Chain Capabilities
Supply Chain Contingency Plan
Supply Chain Continuity Planning
Supply Chain Design
Supply Chain Disruption
Supply Chain Disruption
Recovery
Supply Chain Diversification
Supply Chain Ecosystem
Supply Chain Event Management
Supply Chain Flows
Supply Chain For Commodities
Supply Chain Governance
Supply Chain Integration
Supply Chain Management
(SCM)
Supply Chain Mapping
Supply Chain Network
Supply Chain Network Design
Supply Chain Operations
Supply Chain Reshoring

Supply Chain Resilience
Supply Chain Risk
Supply Chain Risk Analytics
Supply Chain Risk Assessment
Framework
Supply Chain Risk Assessment
Tools
Supply Chain Risk
Communication
Supply Chain Risk Dashboard
Supply Chain Risk Governance
Supply Chain Risk Intelligence
Supply Chain Risk Management
Software
Supply Chain Risk Metrics
Supply Chain Risk Reduction
Supply Chain Risk Register
Supply Chain Risk Reporting
Supply Chain Risk Response
Plan
Supply Chain Risk Review
Supply Chain Risk Workshop
Supply Chain Success
Supply Chain Transparency
Supply Chain Visibility
Supply Chain Vulnerability
Supply Market
Supply Market Research
Supply Network Design
Supply Organisation
Supply Risk Management
Supply Signal
Supply Uncertainty
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Sustainability Development
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Sustainability Policy
Sustainability Reports
Sustainable Competitive

Advantage
Sustainable Development
Sustainable Procurement
Sustainably
Sweatshops
Switching Costs
SWOT
SWOT Analysis
Synchronisation Of Data
Syncing
Synergy
System
System Boundary
System Image
System Integration
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Systems Approach
Systems Integration
Systems Perspective



Tacit
Tacit Knowledge
Tactical Level
Tactical/Operational Sourcing
Tactics
Tag
Takeover
Tall Poppy Syndrome
Tall Structure
Tangible
Target Audience
Target Cost

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Target Fee	Tier
Target Service Levels	Tier 1 Supplier
Targeted Segmentation	Tier 2 Supplier
Tariff	Tier Skipping
Taxonomy	Tiering
Technical	Tightly Coupled Supply Chain
Technical (Or Conformance)	Time And Materials Contract
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Technical Nutrient	Time Bucket
Technical Specification	Time Charter
Technology	Time Horizon
Technology Chasm	Time is of the Essence
Technology Road Map (TRM)	Time Series
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Tendering	Time Value of Money
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Termination Clause	Title of Goods
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Tertiary Sector Services	Tooling
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Testing	Total Addressable Market (TAM)
Testing Specifications	Total Asset Turnover
The Public Interest Test	Total Cost
The Vienna Convention (CISG)	Total Cost Approach
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Through Life Contracts	Touchpoint

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Trade Body
Trade Contracts
Trade Execution
Trade Secret
Trade Union
Trade War
Tradeable
Trademark
Trade-Off
Traffic
Traffic Light (Or RAG) Method
Training
Training And Development
Transaction
Transaction Exposure
Transactional Leadership
Transcendent Approach
Transcendental
Transcription
Transfer of Ownership
Transformational Step Change
Transitional Economy
Transparency
Transport
Transport Optimisation
Modelling
Transportation Management
Transportation Route
Optimization
Triangulation
Trigger Event
Tripartite
Triple Bottom Line
Trust
Trustee
Trustworthiness

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TUPE Legislation
Turnkey Contract
Turnover



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United Nations
Universal Serial Bus (USB)
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Unstructured Data
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Upgrade
Up-Skill
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Upstream Environmental
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Upstream Processes
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User-Based Approach
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Utilities Sector



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Value Advantage
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Value At Risk (VAR)
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Value Chain Approach
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Value Engineering
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Verbally-Administered Survey

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Vertical Trading
Vertically Integrated
Vienna Convention
Violation
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Virtually
Vision
Vision Statement
Volatility
Volume Discount
Voyage Charter
Vulnerability



Waiting Time
Waiting Time Charge
Waiver
Waiver of Subrogation
Walk-Away Point
Warehouse
Warehouse Management System
Warehouse Slotting
Warehouses
Warehousing
Warranties
Warranty
Waste
Waste Electronics And Electrical
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Waybill (Or Airway Bill)

Wearing Parts
 Web Browser
 Weighted Score
 Weighted Scorecard
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 What if Analysis
 Whistle Blowing
 Whistle-Blower
 White Elephant
 Whole Life Cycle Costing
 Whole System Perspective
 Wilful Acts
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 Win-Win
 Win-Win Negotiation
 Wire Transfer
 Wise Agreement
 Word-Of-Mouth
 Work Breakdown Structure (WBS)
 Work Centre
 Work In Progress Inventory
 Work Packages
 Working Capital
 Working Time
 Work-In-Progress (WIP)
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 Works Contractor
 World Trade Organization
 Written Off/To Write-Off



X-factor
 X-bracing
 X-bar
 XML
 X-docking

X-ray Inspection Services



Yield
 Year-to-date (YTD)
 Year-end
 Yarn-forward
 Yellow goods



Zeitgeist
 Zero Based Budget
 Zero Defects
 Zero-Defect Specifications
 Zero-Sum
 Zero-Sum Game
 Zoning
 ZOPA (Zone Of Possible Agreement)

Physics Profile



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- **Certified Professional in Sourcing Excellence (CPSE)**