

QUICK REFERENCE

4000+ KEY WORDS AND PHRASES

Accelerated growth	Adult services	Alternate supplier	Asset
Accelerating costs	Advance security	Alternate supplier approvals	allocation
Access requirements		Alternative career programs	base
Account development	Advanced	Alternative educational	disposition
Account management	cartographics data system	direction	divestiture
Account relationship	navigational technologies	Alternative educational	management
management	scientific applications	programs	protection
Account retention	systems design		purchase
Accountability	systems technology	Alumni relations	recovery
Accounts payable	technology	Ambulatory care	valuation
Accounts receivable	technology solutions	Amenities	value
Accreditation	training	American Disabilities Act (ADA)	-based lending
Acquisition		Analytical skills	Audit controls
Acquisition agreement	Advertising communications	Annual	Audit examination
Acquisition candidates	Advertising materials	expenditures	Audit management
Acquisition management	Advertising specialty distributor	funding	Audit review processes
Acting executive	Advertising specialty	operating budget	Automated
Action-driven	representative	operating costs	check clearing process
Actual billings		performance reviews	design technologies
Actual receivables	Advisory affairs	training meetings	EDP system
Acute care facility	Advocacy		manufacturing
Adjudication	Aerospace industry	Anticipated billings	purchasing system
Adjunct faculty	Affiliate organizations	Anticipated receivables	voice response (AVR)
Adjustable rate loans	Affirmative action	Antitrust	voice response (AVR)
Administration	Agency operations	Applications development	technology
	Agency relations	Architectural designer	by-products
Administrative		Architecture	mechanical issues
affairs	Air freight operations	Articulation program	-winning
assistant	management	Artificial intelligence (AI)	
expenses	Air/sea delivery operations	Assembly operations	Assortment analysis strategy
infrastructure	Aircraft/fleet operations	Assembly processes	
introduction	management	Association management	
law	Assisted living		
processes			
requirements			
support			
support functions			
management			

Back office operations	Benefit and compensation	Brand identification program	Business
Backbone	Benefit cost control	Brand management	colleagues
Bad debt portfolio	Benefit obligations	Brand strategy	development
Balance sheet	Benefit plan compliance		development initiatives
	Benefit programs	Breakeven	development materials
Bank reconciliation	Benefits administration	Breakeven analysis	development process
Banking institution	Benefits & risk management		ethics
Banking network		Briefs	ethics round-table
Banking relationships	Best practices	Broad-based	expansion
Bank-wide	Best practice work processes	Broadcast costs	group
Banquet operations	Best-in-class	Broadcast interviews	infrastructure
Basic interview skills workshop		Broadcast media	leadership
Behavior management	Beta testing		market
Behavior modification	Bias crime investigation	Budget administration	operations
Benchmark	Bid review	Budget allocation	partners
Benchmarking project	Bidding process	Budget oversight	partnership
	Billing system	Budget projections	plans
	Board of Directors		process design
	Board relations	Building code compliance	process reengineering
		Building trades	reengineering
	Bottom-line profitability	Bulk purchasing	resources
	Bottom-line profits		segment general managers
			targets
	Branch operations		travel markets
	Branch reporting system		unit
Call duration	Carrier management	Citation for excellence	Commercial
Call response costs	Case law	Civil cases	airline load requirements
Call to action	Case management	Civilian bar	architecture
Call volume	Case planning		architectural firm
	CASE tools	Claims administration	banking
Campaign design	Casework	Claims defense	credit
Campaign management	Casework planning	Claims processing systems	development
Campus life		Class action lawsuit	energy markets
Cannibalization	Cash	Classroom instruction	enterprise
	disbursements	Classroom management	markets
Capabilities statements	flow analysis system	Clean room environmental	paper
Capacity and consolidation	flow needs	systems	property
analysis	flow performance		systems vendors
Capacity planning	flow projections	Client	
	flow systems	advocacy	Commissioning
Capacity planning requirements	management	communications	Commodities
Capital	management functions	consultation	Commodities purchasing
assets	management program	development	Commodities trading
budgeting reviews		management	
budgets	CD-ROM technology	placement	Common carrier
equipment	Cell manufacturing	population	Communicable diseases
equipment acquisition	Cellular communications	relationships	Communication materials
expenditures	Centralized collections	review proceedings	Communication skills training
formation	Centralized production	/server	Communications program
gains	operation	/server architecture	
gains tax	Certificate of need (CON)	/server technology	Community
giving campaign	Change management	service-driven	affairs
improvement			-based
investments	Channel communication	Clinic visits	-based intervention
manufacturing equipment	program	Clinical intervention	clinic

project advancement architect planning counseling development direction handling processing delays	Channel development Channel development initiatives Channel marketing Channel pricing strategies Chapter Characteristics models Chemical analysis Chemical engineering Chronic care facility	Clinical intervention team Clinical services Club management Cobalt imaging system Collateral responsibility Collection policies Collection procedures College recruitment	development hospital leaders outreach outreach programs policing program relations revitalization teaching
Company assets Company security personnel Company transactions Company-wide	Computer -aided design (CAD) -aided engineering (CAE) -aided manufacturing (CAM) -based systems integrated manufacturing (CIM) science	Construction injury claims overrides management programs projects -related products trades	Contract administrative support personnel administration authors awards change order delivery development dissolution compensation negotiations purchase agreements terms and conditions transportation services response
Compensation Compensation administration Compensation design Compensation models Competency-based performance	Computerized bid system expense purchasing information retrieval systems library filing system operations planning software	Consultative sales Consultative selling Consulting firms Consulting position Consulting relationship Consulting services	Contracting processes Contracts law Contractual agreement Contractual and legal agreements Contractual disputes Contractual terms
Competitive award analysis bidding brands business market contract award edge incentive intelligence lead leasing market intelligence market lead market position position pricing issues product positioning positioned intelligence surveys market analysis	Computing solutions Concept acceptance Concentrated marketing Concept development Conceptualization Concurrent design and engineering Concurrent engineering Concurrent engineering processes Concurrent executive responsibility	Consumer affairs distribution system appeal banking -based technology credit data evaluation financial services goods industry groups issues lending lending relationships market demands products industry transportation	Controllership function Conventional retail channels Conversion rate
Complex joint venture Comprehensive	Conference management Conference planning Conference scheduling	Continuances Continuing education Continuity of care Continuous improvement Continuous process improvement Continuous quality improvement (CQI)	Cooperative advertising Cooperative educational programs Cooperative efforts Cooperative internal operations Cooperative research programs Copyright law
Comprehensive delivery systems Comprehensive marketing plan Comprehensive recruitment strategy Comprehensive wellness program	Confidential correspondence Conflict management Consensus building Consensus decision making Conservative culture Consolidated functions Consolidating activities Consolidation system Consolidations		Core business functions business systems competencies domestic financial systems drivers functions instructional programs operation functions productivity requirements
Corporate administration by-laws centers clients	Corporate representative	Creative concept Curriculum Creative design Curriculum Creative services Custom	Curriculum design

communications	secretary	Credibility Custom	Curriculum development
counsel	security	Credit administration	
credit	sponsors		Custom products
credit policy	sponsorship	Credit analysis	Custom vs. standard products
culture change	tax	collections	
dining room	taxation	collection processes	
debt	training center	and financial services	
development	treasury function	authorization	
downsizing	vision	authorization procedures	
espionage		decisioning	
ethics committee	Correspondent banking	operations	
executives		underwriting	
executive protection	Cost	valuation	
expansion	accounting		
financing transactions	accounting systems	Criminal cases	
fraud	allocation practices	Criminal law	
giving	analysis		
headquarters	avoidance	Crisis communications	
identity	center	Crisis intervention services	
image	containment	Crisis management	
intelligence	control	Crisis response	
law	-effective		
legal affairs	-efficient	Critical care	
legal staff	improvement	Critical path (CPM) scheduling	
loans	increases	Critical task analysis	
mission	justifications		
model	objectives	Cross	
performance	of services	-border transactions	
pricing	per contract	-cultural communication	
quality & performance	reduction	-cultural relations	
standards	reduction programs	-functional management	
record-keeping	-saving	expertise	
Customer	savings	-functional team	
acquisitions	-sensitive	-functional team leadership	
applications	/benefit analysis	-functional technology team	
automotive service		-sell performance	
base	Counseling	-technology	
buying	Counselor		
communications	Courier services	Cumulative cost reductions	
communications campaign	Course design	Currency hedging programs	
communications programs	Customer	Customer	
credibility	premiums	service objectives	
delivery	questionnaires	service organization	
delivery operations	information services	support	
demand	response operations	support operations	
development	response organization	surveys	
development initiatives	retention	technology installations	
expectations	retention rates	tracking database	
focus groups	satisfaction	-driven management	
incentives	satisfaction levels		
information analysis	satisfaction ratings	Cutting-edge	
liaison	sectors	Cycle time reduction	
loyalty	service		
management	service functions		
management program	service levels		
needs assessment	service management		
performance standards			

Data	Design and engineering	Daily operations management	Document management
analysis	Design evaluation	Daily production flow	
center operations	Design facility	Daily sales operations	Documentation procedures
collection	Design modifications	Daily service operations	Documentation processes
communications	Design/ratings specifications		
delivery		Discharge planning	Domestic operations
dictionary	Desktop technology	Disciplinary action	Domestic tax liability
entry	Desktop technology market	Discovery	Downsizing
processing		Discretionary funding	Downtrends
processing &	Development	Discriminatory hiring practices	Downturn
communications	and analysis	Dispatch operations	Downward profit trends
recovery	engineering		Downward trend
support center	programming	Distribution	Driver leasing
administration	programs	agreements	Driver training
Database administration	projects	channels	
function	strategy	contracts	Due diligence
Database design	products	development	Due diligence reviews
Database server	Diagnostic evaluation	facilities	Due diligence team
	Diagnostic services	operations	Dynamic
Day-to-day legal operations	Digital system programs	management	
Day-to-day operations	Diplomatic protocol	network	
	Diplomatic relations	management	
Debt and equity transactions		process	
Debt financing	Direct	base	
Debt management	intermediary	markets	
Debt portfolio	mail campaign		
Debt service proformas	mail marketing	Distributor sales programs	
	mail programs	District sales	
Decision-making	management reports	Diversification	
Decision-making authority	operations	Diversification strategy	
Dedicated logistics operations	response campaigns	Diversity management	
	response marketing	Diversity requirements	
Defense-based	responsibility	Divestiture	
Defense-based R & D division		Divestment strategy	
	Direct sales	Divisional requests	
Demand analysis	Direct sales associates		
Demand strategy	Direct sales force	Document flow	
Departmental infrastructure	Direct sales programs	Document imaging	
Departmental output	Direct sales team	Document imaging systems	
Deposit base		Document imaging technology	
Depositions	Disaster recovery		
Depository services	Disaster recovery processes		
Deregulation			

Early retirement plan	Emergency medical systems (EMS)	Energy assistance funds	Equity capital venture
Easily-accessible	Emergency planning and response	Energy conservation project	Equity financing
Economic development project	Emergency preparedness	Energy provider	Equity management
espionage	Emergency response	Enforcement and defense actions	Eroding business environment
growth	Emergency unit availability	Engineering applications	Estimating
market size	Emerging business venture	Engineering change order (ECO)	Ethernet
ordering quantity	Emerging markets	Engineering documentation	Ethics
methodology	Emerging multi-media technologies	Engineering organizations	European economic community (EEC)
trends	Emerging technologies	Engineering modifications	Evaluation period
rates			Event management
Economically disadvantaged	Employee	Enhanced accountability	Executive
Education foundation	assistance program (EAP)	Enrollment	assistant
Educational administration	base	Enterprise systems	board presentations
Educational opportunities	communications	Entrepreneurial leadership	consulting practice
Educational programming	downsizing	Environment of achievement	-level
Educational standards	empowerment	Environmental	liaison affairs
Efficiency	incentives	compliance	management team
Efficiency improvement	involvement teams	engineering	negotiations
Efficiency ratings	labor agreements	health and safety (EHS)	officer support
Electrical engineering	law	programming	presentations
	morale	standards	Existing product revitalization
Electronic	payroll deduction	systems maintenance	Expansion strategies
advertising	participation	testing	
claims processing	productivity	Equal Employment Opportunity	Expense controls
	recognition		Expense reports
E-commerce	recognition events	Equipment acquisition-allocation	Experimental design
commerce product line	relations	Equipment control	Experimental methods
data interchange (EDI)	retention	Equipment management	Expert systems
mail (Email)	satisfaction	Equipment rental programs	
media	selection	Equipment resources	Export
surveillance	Stock Ownership Plan (ESOP)	Equipment rental programs	Export financing
systems deployment	surveys	Equitable compensation	Export operations
components acquisition	turnover		Extension program
engineering	credentials		
	law		
Electronics technologies	opportunities		
	End user support		
	Endowment funds		
	Energetic change agent		

Facilities	Field	Financially viable	Full
consolidation	operations	Finite element analysis	autonomy
development	patrol	First-ever	operational responsibility
engineering	performance	Fiscal budgets	responsibility
expansion	productivity	5-year financial and accounting plan	-scale market launch
expenses	research	Fixed price contracts	-scale operation
maintenance program	sales management	Fleet management	-scale production
management	sales organization	Flexible lines of credit	-service
management program	service operation	Flexible work agreement	time equivalent (FTE)
management system	service organization	Flight safety services	Fully-integrated MIS technology
renovation	support	Flowcharts	Functional supervision
requirements	surveillance	Focus groups	Funding approval
improvement	training	Follow-up care	Fundraising
staffing	Financial	Forecasted budget	Fundraising campaigns
Faculty development	advisors	Foreign competitive review	Fundraising initiatives
Fair market value pricing	affairs	Foreign exchange	Fundraising solicitations
Family counseling	analysis	Foreign government affairs	Funds acquisition
Family law	analysis models	Foreign investment	Funds disbursement
Family-owned	analyst	Forensic accounting	Funds transfer operations
Fastest growing division	arena	Foundation management	
	audits	Fourth generation language	
Fast-paced	burden rates	Frame relay	
Fast-track promotion	community	Frame relay technology	
Fault analysis	competencies	Franchise community	
Fault tolerant client server	controls	Franchise owners	
	counsel	Fraud	
Feasibility analysis	data	Free-standing community	
Feasibility project	gains	clinics	
Federal jurisdictions	institutions	Freight consolidation	
	management	Frontline leadership	
Fee billing	models	Fulfillment	
Fee income	planning		
Field	projections		
administrators	reporting		
compensation management	restructuring		
construction management	services institution		
crews	services network		
engineering personnel	software industry		
installation	statements		
instruction	systems		
marketing	systems maintenance		
marketing staff	targets		
	tools		
	turnaround		

Garnishment	Global	Government	GUI application
General management methods	banking	affairs	Graphics development tools
General partnership	consulting group	agency bids	Graphics programming
General purpose image processing	expansion	contracting	Grassroots campaign
hardware	expansion plan	grant opportunities	Grievance proceedings
Geographic information system (GIS)	manufacturing network	liaison affairs	Ground floor
Geographically dispersed staff	market	relations	Grounds maintenance
GIS technology	market expansion	-subsidized	Group buying consortium
	market launch	Grant administration	Group counseling
	market position	Grant dollars	Group medical practice
	marketing	Graphical user interface (GUI)	Guarantee program
	sales		
	sales offices		
	systems support		
Hardware configuration	High	Holistic education	Hands-on experience
Hardware development	-caliber service	Holistic medicine	
Hardware engineering	-end		
Hazardous materials	-growth	Home healthcare	
	-growth organization	Home healthcare agency	
Headquarters account management	-impact		
Headquarters facilities operations	-impact presentations	Hospital foundation	
Health maintenance organization (HMO)	-level	Hospitality industry	
	-performance	Hospitality management	
	-potential	Host-based system	
	-profile		
Healthcare	-quality	Human	
administration	-quality coverage	relief services	
complex	-tech	resources	
cost containment	-tech corporations	resources affairs	
delivery procedures	technology services	resources generalist affairs	
delivery systems		resource allocation	
education program	Highly competitive	resources partnerships	
provider	Highly efficient	services	
research complex	Highly proficient	services agencies	
specialists	Highly profitable	service organizations	
unit	Highly technical	service program	
	Historic property renovation		
Help desk	Historic property resale		
Help desk staff			
Hierarchical organization			

IBM administrative software system	Information access	Interactive graphics software	Internet
IBM based logistical software programs	Information dissemination	Interactive instruction program	Interpersonal relations
IBM based material handling software	Information systems design	Interactive technology	Interrogation
	Information technology (IT)	Intercollegiate athletics	Interrogatory
	Infrared search and track imaging	Interdisciplinary team	
Imaging technology	Infrastructure	Inter-fraternity functions and events	Inventory analysis
Immediate and long-term revenues	Infrastructure development	Interim executive	commodities controls
Implementation efforts		Intermodal transportation network	costs expenses
Importing operations	In-home healthcare		holding costs levels
Import-restricted raw materials	committee	Internal business processes	maintenance management
Inbound service operation	information systems research	business systems consulting operations	planning shrinkage
Incentive-based	sales programs	controls operating processes	
Incentive planning	specialty healthcare practices	processes reorganization	
Incentive structures		sales controls	Investigations management
Incident rate	Initial consultation sessions		Investigative services
Incremental profit potential	Initial discovery procedures		Investigative operations
	Initial marketing plan	International alliances	
Independent consultant	Initial public offering (IPO)	business development	Investment management
Independent franchisee		business operations	Investment partnerships
Independent subsidiary		business protocol	Investment performance
In-depth experience	Inpatient admission	commodities trading	Investment returns
Indirect sales	Inpatient care	employment experience	Investment tax credits
Indirect sales force		finance financing	
	Instant customer service	freight forwarding	Investor accounting
Individual cost centers	Institution building and support	liaison	communications
Individual counseling	Institutional chain sales	licensee marketing	group lending programs
Individual sales performance	Institutional Education System (IES)	media coverage	relations reporting
Individualized treatment plans		negotiations programming	
	In-store promotions	sales sourcing	Issues management
Industrial development	In-store sales promotions	subsidiary support program	
engineering		trade	
espionage	Instructional materials		
hygiene	Instructional media		
medicine	Instructional programming		
security	Instructional system development (ISD)		
	Insurance/risk management		
Industry analysis			
association	Intellectual property		
-leading peers	Intellectual property protection technology		
-specific operations	Intelligence gathering activities		
relations			
team			
training			
trends			

Job classification	Landlord-tenant contracts	Licensing	Long-range - Long-term
Job costing	Landmark decision	Licensing agreements	business forecast
Job costing standards	Large-scale regional sales	Life skills training	business planning
Job skills training	Law enforcement	Lifelong learning	career planning
Job task analysis	Lead tracking system	Limited Liability Corporation (LLC)	development
Joint	Leadership assessment	Limited partnership	planning
application development	Leadership development	Line extension	strategies
(JAD)	Leadership programs	Line management	care
exploration projects	Leadership training	Line of credit	growth
public-private venture	Leading edge	Line responsibility	health facilities
spouse maternity leave	Learner retention	Liquidity	market viability
programs	Lease administration	Litigation	potential
systems development	Lease/buy alternatives	Litigation affairs	projections
venture	Lease negotiations	Load analysis	staffing requirements
venture analysis	Leasing management	Loan	travel assignments
venture programs	Leasing options	administration	Loss prevention
venture transactions	Leasing services	authorization	Low-cost supplier
Judicial affairs	Leasing transactions	financing	
Juris Doctor (JD)	Legal	portfolio	
Just-in-time (JIT) purchasing	advocacy	processing	
Key	agreement	quality	
account management	consultation	recovery procedures	
account retention	contracts	underwriting	
customer relationships	counsel	Local area network (LAN)	
elements	documentation	LAN technology	
liaison	proceedings	Local business community	
management positions	representation	Local buying activity	
performance indicators	research	Local economic trends	
projects	affairs	Local jurisdictions	
Labor	requirements	Logistics	
agreement	Legislative review/analysis	Logistics functions	
arbitration	Lender/investor relations	Logistics management	
contract negotiations	Lending institution	Logistics organization	
cost controls	Letters of credit		
cost reductions	Level of profitability		
disputes	Leveraged buy-out (LBO)		
efficiency	Liability exposure		
law	Liability management		
negotiations			
mediation			
relations			
shortages			

Mail and messenger services	Manufacturing	Marketing	Materials
Mail response costs	complex	share increase	acquisition
Mail turnaround time	costs	share quotas	forecasting
Mainframe	engineering	share ratings	management
Mainstreaming	facilities	share reduction	planning
Maintenance engineering	integration	success	repair
Make/buy analysis	operation reviews	survey	replenishment ordering
Malpractice	operations	trends	(MRO)
Managed care	plans	viability	replenishment system (MRP)
Managed healthcare delivery system	practices	visibility	
	process	-driven management	Matrix management
	subsidiaries		Matrix management environment
	technology improvement	Marketing activities	
Management candidates	Maritime operations	analysis	Mature hardlines market
communications		analysis programs	Mature markets
consulting firm	Market	campaigns	Measurable gains
development	analysis	collaterals	Mechanical engineering
/employee incentive program	capitalization	communications	
expectations	competitiveness	competitive analysis	Media
hierarchy	demand	consulting services	buys
information systems (MIS)	demographics	corporation	coverage
personnel	development	display materials	inquiries
seminars	entry	investment	interviews
service organization (MSO)	expansion	management	markets
system	focus	materials	placement
team	image	plans	relations
tiers	introduction	resource issues	scheduling
training and development	launch	segment	
Managerial skills	leadership	strategy	Mediation
Manhours	niches	support	
Manpower planning	opportunities	Mass merchant	Medical referrals
Manual processes	opportunity analysis	Mass merchant channels	Medical support
	penetration	Mass merchant markets	Meeting planning
	performance		
Manufacturers representative	positioning	Master community association	Member communications
Manufacturers representative organization	presence	Master schedule	Member development
	prospecting	Master scheduling	Member-driven organization
	repositioning		Member products
Merger	research	Material costs	Member retention
Merger/divestiture analysis	share	Material management	Member services
Merit promotion	share improvement	programs	Memoranda
Messenger services			
Methodologies	Multi	Multimedia communications	Merchandisers
Methods design	-branch	Multimedia content design	Merchandising
Micro-credit lending	-channel distribution network	Multimedia demonstration techniques	Merchandising program
Military legal system	-channel sales	Multimedia marketing communications	Merchant banking
	-disciplinary team	Multimedia technology	
Mission planning	-district task force	Multimedia training	
Mission statement	-function experience	Multimedia tutorial	
MIS technology	-hospital network		
Mixed use property	-industry experience	Multinational	
Model display	-lingual	Multinational workforce	
Motions	advertising		
	modal freight marketing		

- site call center management
- site management
- site operations
- site operations management
- site regional sales
- tasking
- tiered systems
- unit operations
- unit residential property
- use complex
- user interface
- vendor systems integration
- year process

National	Not-for-profit	National account management	Optics engineering
communities	Nuclear engineering	On-time delivery	Optimization
competition	Nursing personnel	On-time delivery performance	Optimizing raw materials
foundation	Nursing services	One-on-one service program	Optimizing software
media coverage	Nursing staff	Open environment	Optimum services
recruiting program	Object oriented	Open-to-buy program	Optimum strategies
service and parts center	Occupancy	Operating and maintenance (O	Optimum utilization
teams	Occupancy levels	& M)	Order fulfillment
Nationwide	Occupancy rates	Operating	Order processing
Nationwide market share	Occupancy ratings	budgets	Organization-wide
Needs analyses	Occupational health	divisions	Organizational
Negative cash flow	Occupational health and safety	enhancements	change
Negotiations	(OH&S)	environments	culture
Net operating expenses	Occupational medicine	executives	design
Net sales increase	Occupational medicine facility	goals	development (OD)
Net worth	Occupational Safety and Health	infrastructure	goals
Network	Administration (OSHA)	leadership	infrastructure
Network administration	Office	locations	leadership
New	affairs	margin	liaison affairs
account development	automation (OA)	procedures	mission
accounts	equipment	profit growth	needs
business development	management	requirements	needs assessment
business feasibility studies	productivity tools	standards	performance
company identification	relocation	system	restructuring
hire orientation	services	manual	vision
market development	supply costs	risk	Organized crime investigations
product development	-premise events	Operational	Outbound service operation
product enhancement	Offshore operations	audits	Outbound transportation
product innovations	Offshore purchasing	competencies	Out-licensing effort
product introduction	Offshore sales	department functions	Outpatient
product launch	Off-site contractors	efficiency	Outpatient care
product roll-out	On-budget completion	feasibility	Outpatient facility
project development	On-going business	goals	Outreach programs
property development	On-going litigation	reference manual	Outsourced operation
store openings	Ongoing projects	support	Outsourcing
Next generation products	On-hand inventory assets	Operations	Outstanding receivables
Non-compliance issues	Online	integration	Overall advertising objective
Non-exempt employees		management	
Non-performing assets		mapping process	

Non-performing employees	On-premise operations	marketing process	Overhead costs
Non-productive trade support	On-site health examinations	reengineering	Over-quota production
Non-technical personnel	On-site inspection	start-up	
	On-site security		
	On-site stevedoring		
Packaging graphics	Perimeter searches	Policy development	Primary care
Packaging system	Peripherals	Policy recommendations	Primary care facility
Paperless purchasing and invoicing system	Perpetual inventory system	Political action committee (PAC)	Primary vendors
Parallel systems operations	Personal career objectives	Political affairs	Principal and penalty liabilities
Part task trainer	Personal injury	Political liaison affairs	Principal investor group
Participative management	Personal production		Print costs
Partnering program	Personal protection	Port operations	Print media
Partnership accounting	Personal security protection		Print production company
Patent acquisition program	Personnel allocation	Portfolio	
Patent and trademark origination	Personnel assignment	Portfolio management	Private
Patent law	Personnel expenses	Portfolio valuation	duty healthcare system
	Personnel management	Portion control	investigator
	Personnel training	Position classification	investment
Patient accounting	Petitions	Positive cash flow	label program
Patient accounting operations		Positive income impact	organizations
Patient care standards	Physical distribution	POS promotions	partnerships
Patient demographics	Physical inspection	Post-sales customer support	pay
Patient relations	Physical inventory	Potential best practices	properties
	Physical resources	Potential cash flow losses	security firm
Patrol assignments	Physical security operations	Practice management	Proactive development
Payroll expenditures		Predictive failure analysis	Proactive leadership
Payroll expenses	Physician credentialing	Pre-established performance criteria	Proactive management techniques
	Physician relations		Proactive working relations
PC-based program	Pilot implementation	Preferred customer base	
PC-based templates	Pilot manufacturing	Preferred customer management	Probate law
PC technology	Pilot operations	Preferred provider organization (PPO)	Problem resolution
Peak workload demands	Pilot project		Problem solving
Peer counseling		Premium priced product	Procedure standardization
Peer review	Pioneering research	Premiums	
Pension plan administration function	Pivotal role	Press communications	Process
Pension plan reporting function	Plan-do-review process	Press relations	automation
	Planned urban development	Press releases	-based model
Performance appraisal	Planned use development (PUD)	Preventative care program	change and implementation
-based compensation system	Plant divestitures	Preventive healthcare	development
-based incentives	Plant engineering	Preventive healthcare teaching	engineering
-driven	Plant operations	Preventive maintenance	modeling
gains	Plant throughput	Preventive medicine	ownership
improvement		Price-driven	redesign
improvement initiatives	Plea bargaining	Price negotiation	redesign initiatives
incentive program	Point of sale marketing program	Price structures	reengineering
incentives	Point of sale materials expenditures	Pricing	simplification
management	Policies and procedures	Pricing strategies	standardization
reengineering	Production		
results			Proposal development
reviews			Proposal preparation
			Proposal review
			Proposal writing

Processing time	efficiency	Progressive career movement	
Procurement	forecasting	Progressive experience	Proprietary third party materials
	inefficiencies		Proprietary technologies
Product	lead time	Project	Prospective buyers
categories	management	accounting	Protection and security
cost	operations	budget	operations
definition	output	completion	Protective services
demonstration	planning	concept	Protocol development
design	scheduling	costing	Prototype design projects
development	yields	cycle	Prototyping
development cycle		development	Provider relations
displays	Productivity gain	feasibility analysis	Provider support
distribution	Productivity improvement	financing	
diversification	Productivity tools	leadership	Psychoanalysis
engineering		lifecycle	Psychological counseling
functionality	Professional business	management	Psychotherapy
initiation proposals	environment	management methodology	Psychotropic medication
innovation	Professional clientele	personnel	
inventories	Professional recruitment	planning	Public
knowledge	Professional training	prioritization	affairs
launch		scheduling	awareness program
lifecycle management	Profit	team	education
line	and loss management	cash flow needs	education initiatives
line requirements	center opportunities	costs	health administration
losses	gains		health issues
management	growth	Projects sales volume	investment
manufacturability	improvement opportunities		ownership
marketing group	/loss (P & L) analysis	Promotional activities	partnerships
markets	margins	Promotional efforts	policy development
mix	planning	Promotional materials	relations
movement	trends	Promotional rollout	relations campaign
portfolio	-producing	Promotions	relations materials
positioning			safety
quality	Profitability	Property	speaking
quality ratings	Profitability improvements	acquisition	
rationalization		development	Publications
recalls	Proformas	improvement	Publicity
redefinition	Proforma projections	management	
redesign		management issues	Purchase orders
reliability	Program	portfolio	Purchase recommendations
requirements	funding	renovation	
sales	certification	security	
specialist	development	turnaround	
support	guidelines	valuation	
testing	management	value	
	objectives		

Purchasing	Real time data	Relational database	Return-on-assets (ROA)
contract agreements	Real-time date access	Relationship management	Return-on-equity (ROE)
costs	Real-time data exchange	Relationship management	Return-on-investment (ROI)
department	Real-time systems	functions	Revenue
management	Receivables	Remediation facilities	center
operations	Receivership	Remediation projects	gain
organization	Record-keeping	Remote systems access	-generating
programs	Record results	Renovation	growth
Quality	Records management	Renovation projects	improvement
assurance	Recruiting efforts	Reorganization	performance
control	Recruitment	Reorganization initiatives	production
circles	Recruitment strategies and	Repeat customer traffic	projections
-driven	focus	Repeat sales	stream
engineering	Reengineering	Repetitive functions	Risk analysis process
enhancement	Reengineering strategy	Reporting functions	Risk management
function	Regional	Request for proposals (RFP)	Robotic equipment
improvement	communities	Request for quotation (RFQ)	Robotics technologies
improvement team	director	Research and development (R	Root cause
management	expansion	& D)	Root cause analysis
management processes	market	Research facility	Round table discussion
management protocols	operations	Research foundation	Route analysis
of care	representative	Research funds	Route management
of service	roll-out	Reseller channels	Route planning
review	sales	Reseller markets	Routing capabilities
service enhancement	-based	Residential life	
Quantifiable tools	Registration process and	Residential properties	
Rail transportation	procedures	Residential real estate	
Rapid application development	Regulatory	Residential treatment	
(RAD)	affairs	Resort management	
Rapid regional growth	compliance	Resource acquisition	
Real estate	compliance auditing	Resource allocation	
acquisition	compliance function	Resource management	
appraisal	compliance programs	Results-oriented	
assets	compliance standards	Retail banking	
brokerage	obligations	Retail banking network	
brokerage and leasing	oversight	Retail deposit facilities	
development projects	reporting	Retail lending	
investment	requirements	Retail markets	
investment banking division	standards (JCAHO)	Retail sales	
investment firm	Rehabilitation centers	Retention	
investment projects	Rehabilitation services	Retention strategies	
investment trust (REIT)	Reimbursement program	Retirement community service	
law			
estate partnership			
estate practices			

Salary grades	Security operations	Settlement negotiations	Safe work practices
Sales	Security planning	Shareholder communications	Safety improvement programs
administration	Security training program	Shareholder relations	Safety management
channels	Select task force	Shift assignments	Safety requirements
closing	Selection decision-making	Shipping operations	Safety training
conferences	Self-directed work teams	Shipping & receiving operation	Space utilization
conventions	Self-help programs	Signatory authority	Spares & repairs management
cycle management	Self-insured healthcare costs	Signature property	Speaker plant
distribution network	Self-managing work teams	Sister company	Speakers bureau
excellence	Selling strategies	Site	Special
forecasting	Seminar management	assessment	assistant
incentives	Seminar materials	demographic	events
management	Seminar programs	model	events management
management reports	Senior executive team	demographics	investigations
materials	Senior management	development	needs populations
meetings	Senior management team	improvement	projects
negotiations	Senior operative executive	penetration correlations	promotions
networks	Senior staff	remediation	Specialist
numbers	Service	renovation	Specialty products division
operations	availability	selection	Specialty retailer
penetration	benchmarks	surveillance	Specifications
presentations	bureau	threat assessment	Specifications compliance
producer	customers	work	Specifications technologist
production	delivery	Skilled nursing facility	Spin-off
promotion programs	delivery processes	Skills performance criteria	Spreadsheet
promotions	delivery requirements	Skills training program	Spreadsheet programs
revenues	delivery responsibility	Social programs	Staff
territory	design	Social services	accountability
training	-driven	Social services organizations	capabilities
trends	enhancement	Social welfare	development
Scale-up	expansion	Softgoods	productivity
Scanner data-based trade	levels	Software configuration	recruitment
promotion	management	Software design and testing	reduction
evaluation systems	measures	Software development	relations and
Schedule completion	offerings	Software engineering	communications
Schedule compliance	operations	Software programs	retention
Scholastic standards	planning	Solutions selling	training and development
School counseling	quality	Sourcing	Staffing
School psychology	quality program	Space allocation	Staffing analysis
SEC affairs	region	Space management systems	Staffing functions
Secondary market research	requirements	Space planning	Staffing requirements
Secondary markets	staff	Supplier management	Standards maintenance
Secretarial procedures manual	training	Supplier quality	Start-up
Securities management	Streamlined workforce	Supply agreements	Start-up operation
Security consultant	Structured design techniques	Supply chain management	Start-up venture
Security escort services	Student	Supply management programs	Systems
State jurisdictions	advisement	Support personnel	capabilities
State-of-the-art	affairs	Support program operations	
Statewide	evaluation		
Statistical analysis	placement		
Statistical process control			

(SPC)	relations	Supporting operations	components
Stiff market competition	retention	Surface freight	configuration
Stock fraud	services	Surveillance	deployment
Stock fraud swindle	surveys	Suspect interrogation	design
Stock management	-faculty relations	Sustainable gains	development methodology
Stock purchase	Subcontractor	Syndications	development project
Strategic	Subcontractor negotiations	System level sales	documentation
alliances	Subject matter expert	System needs	-driven marketing reports
business partner	Substance abuse programs	Systems	duplication
changes	Succession planning	accessibility	engineering
communications plan	Supervisory personnel	acquisition	enhancements
development	Supervisory positions	architecture design	functionality
direction		analysis	implementation
leadership		availability	integration
market planning		automation	operability
marketing		benchmarking	performance
marketing partnerships			planning responsibility
negotiations			reliability
partnerships			security
planning			technology
positioning			
product position			
Tactical	Technology	Test program	Train-the-trainer programs
information	needs assessment	Testing	Training and development
feedback	providers	Textbook acquisition	Training curriculum
action	research project	Textbook review	Training symposia
campaign	requirements	Textbook selection	Training team
execution	rightsizing	Third party administrator	Transaction banking
field operations	solutions	Third party agent	Transactional requirements
leadership	support operations	Third party concept	Transactions law
market plans	support systems	Third party contractor	Transfer agreements
planning	training	Third party submissions	Transition
Target	transfer	Third party contractor	Transition issues
dates	transfer agreements	Third party reimbursement	Transition management
clients	upgrades	3D modeling software program	Transportation functions
milestones	valuation	Time and motion studies	Transportation management
segmentation	venture	Time management	Transportation planning
campaigns	Technical	Time management training	Transportation time
promotions	service consultants	program	Trans-shipping rates
Task force	support	Tool crib controls	Treasury
Tax law	training	Top-flight	Treasury administration
Teaching techniques	training manual	Top-level	Treatment planning
Team building	appropriate	Top producers	Treatment protocols
Team leadership	-sophisticated	Top-producing	Trend analysis
Team-based	Telecommunication	Total customer satisfaction	Trend modeling
Team-oriented	applications	Total quality management	Trial law
Technical	telecommunications	(TQM)	Trial work
field support	telecommunications service	Total sales volume	Trust accounting
briefings	provider	Track record	Trust funds
documentation	telecommunications	Tracker applications	Trust services
liaison affairs	technology		
performance	teleconferencing		
	teleconferencing technology		

presentations	Telemarketing operations	Tracker software	programs
product materials	Telesales operations	Tracking system	Turnaround management
Technology	Tenant	Trade legislation	Turnaround management expertise
acquisition	leases	Trade marketing allowance incentives	Turnaround/asset workout
commercialization	mix	Trade mission	Turnkey
consortium	needs	Trade publications and periodicals	Turnkey construction
development	quality	Trade secrets	Turnover
enhancements	relations	Trade shows	Turnover reduction
integration	retention	Trademark	Twelve month import forecast
introductions	satisfaction	Trademark protection policy	
licenses	Territory management	Traffic management	
licensing	Terminal operations	Traffic planning	
	Test engineering		
	Test market		
Under budget	Venture capital	Wholesale banking	Working relationships
Under-performing assets	Venture capital firm	Wide area network (WAN)	Work-in-progress
Unfair competition	Venture capital funding	Wide-ranging	Workload
Unfair promotion practices	Venture capital negotiations	Witness interviewing	Workload scheduling
		Witness scheduling obligations	Workout
Union contracts	Videoconferencing	Word processing	Workpapers
Union negotiations			Workstation technology
Union relations	VIP protection	Work	World class manufacturing (WCM)
Unsecured lending	VIP relations	crews	World class organization
Upgrade project	VIP security operations	in progress (WIP)	Worldwide player
Upward profit trends		methods analysis	Year-end closing results
Upward trend	Vocational placement	orders	Yield improvement
User functionality	Vocational rehabilitation	performance	Youth training program
User training and support	Vocational testing	stoppages	
Utilization management	Vocational training opportunities	systems	
Utilization review			
Utility expenses	Voice communications	Worker morale	
Value-added processes	Voice communications technologies	Workers' compensation claims	
Variance reporting	Voice response technology	Workers' compensation litigation	
Vendor			
communications	Volunteer recruitment	Workflow optimization	
-based contractors	Volunteer training	Workflow planning	
compliance		Workflow prioritization	
contracts	Wage agreements	Workforce	
files	Wage and salary administration	Workforce management	
management	Walk-outs	Workforce reengineering	
negotiations		Working relations	
partnerships	Warehouse control program		
quality certification	Warehouse management		
research	Warehousing centers		
selection	Warehousing operations		
site	Wellness programs		
sourcing	White collar crime		