

# PROFESSIONAL LEXICON REFERENCE

## Executive Vocabulary & Business Terminology

### A

**Acquisition** The act of acquiring control of a subsidiary.

### B

**Benchmark** A standard against which others are measured.

### C

**Compliance** Conformity in fulfilling official requirements.

### D

**Deliverable** A tangible good or service produced by a project.

### E

**Equity** The value of shares issued by a company.

### F

**Fiscal** Relating to government or corporate revenue.

### G

**Governance** The system by which entities are directed.

### H

**Hierarchy** A system of ranking based on status or authority.

### I

**Infrastructure** Basic physical and organizational structures.

### J

**Jurisdiction** The official power to make legal decisions.

### K

**Keynote** The central theme of a conference or speech.

### L

**Liability** The state of being responsible for something.

### M

**Mitigation** The action of reducing the severity of something.

### N

**Negotiation** Discussion aimed at reaching an agreement.

### O

**Optimization** Making the best or most effective use of a resource.

## **P**

**Proprietary** Relating to an owner or ownership.

## **Q**

**Quantitative** Relating to, or measured by quantity.

## **R**

**Redundancy** The state of being no longer useful or needed.

## **S**

**Sustainability** The ability to be maintained at a certain level.

## **T**

**Transparency** Operating in such a way that it is easy to see.

## **U**

**Utilization** The action of making practical use of something.

## **V**

**Viability** Ability to work successfully; feasibility.

## **W**

**Workflow** The sequence of processes through which a piece of work passes.

## **X**

**Xenodochial** Friendly to strangers (Internal Relations).

## **Y**

**Yield** The amount of agricultural or industrial product.

## **Z**

**Zeal** Great energy or enthusiasm in pursuit of a cause.