Senior Professional in Supply Management® Program Index
The Senior Professional in Supply Management® Program Index will help you to locate specific topics within the six courses more easily, by determining which courses you should reference.

**How to use the index.** The index provides a list of topics alphabetically. Each topic is followed by one or more abbreviations, as some topics have been covered in more than one course. The abbreviations correspond to courses as follows:

- **MPF** – Mastering Purchasing Fundamentals
- **MEFPP** – Microsoft Excel For Purchasing Professionals
- **SMCW** – Supply Management Contract Writing
- **PNFSB** – Powerful Negotiation For Successful Buying
- **14PBP** – 14 Purchasing Best Practices
- **SSD** – Savings Strategy Development

After finding the topic in the index, note which course(s) include material on your topic.

**If you are enrolled in those courses:** login to those courses, or use your printer-friendly copies, to find information on this topic.

**If you are not enrolled in those courses:** visit [www.nextlevelpurchasing.com/registration.html](http://www.nextlevelpurchasing.com/registration.html) to enroll.

**Example.** To find where “supplier selection criteria” is covered in the Senior Professional in Supply Management® Program, look under S in the index.

You will find: supplier selection criteria MPF, SSD.

Information on “supplier selection criteria” can be found in the courses: Mastering Purchasing Fundamentals and Savings Strategy Development.
A
Absolute Reference MEFPP
acceptance MPF, SMCW
acknowledgements MPF, SMCW
seller’s MPF, SMCW
active voice SMCW
Add Level button MEFPP
addendum SMCW
Advisory Boards 14PBP
agents MPF, SMCW, PNFSB
agreement MPF, SMCW, 14PBP, PNFSB
confidentiality MPF, SMCW, 14PBP
documenting PNFSB
general terms SMCW
long-term MPF, 14PBP
mutual SMCW
oral MPF, SMCW
process PNFSB
trading partner SMCW
agreement provisions SMCW
Alternate Condition Savings SSD
alternatives, when negotiating PNFSB
amendment SMCW
amount estimated 14PBP
invoiced MPF, SMCW
analysis comparative 14PBP
financial statement MPF, 14PBP
gap 14PBP
independent 14PBP
spend SSD
Annual Quantity 14PBP
Annual Spend MEFPP
Annual value of cost reduction 14PBP
Annualized direct costs SSD
anomalies MPF, SSD
answers, supplier’s 14PBP
approval requirements 14PBP
approval rules 14PBP
approvals MPF, SMCW, 14PBP
additional 14PBP
approver 14PBP, SSD
arbitration SMCW
arbitrator SMCW
arrangements, cost-based price MPF
assest, mutual MPF, SMCW
assessment, price trend 14PBP
assignments SMCW
assumptions SSD
attorneys SMCW, SSD
auction 14PBP, SSD
authority MPF, SMCW
AutoFill MEFPP
average prices MEFPP, 14PBP, SSD
avoidances SSD

B
backlog MPF, 14PBP
supplier’s MPF, 14PBP
backordered goods MPF
Bad Cop, role in negotiation PNFSB
bankruptcies MPF, 14PBP
baseline SSD
battle of the forms MPF
Bean Counter, role on negotiation team PNFSB
benchmarking 14PBP
Best-of-Breed Offer PNFSB
best practice implementation 14PBP
best practices MPF, 14PBP
best price, negotiating PNFSB
Bid Chart MEFPP
Bid Comparison MEFPP
bid comparison sheet MEFPP
bid package MPF
bidders MPF, MEFPP, SSD
low MPF, SSD
successful MPF, SSD
bidding MPF, MEFPP, SSD
bids MPF, MEFPP, PNFSB, 14PBP, SSD
competing MPF
late MPF
low MEFPP, SSD
lowest MPF, MEFPP, PNFSB, 14PBP, SSD
bill of materials MPF
BLS (Bureau of Labor Statistics) MPF, 14PBP, SSD
Bold Formatting Icon MEFPP
BOMs MPF
Borders icon MEFPP
brainstorming PNFSB
brand names MPF
budgets MPF, MEFPP, 14PBP, SSD
capital MPF
direct materials MPF
Bureau of Labor Statistics, see BLS
business assistance organizations MPF
business cards, exchanging PNFSB
business hours, normal MEFPP
business model PNFSB
business partners SMCW
business relationships SMCW
buyer MPF, SMCW, 14PBP
willful misconduct of SMCW
buyer-seller boundaries, traditional 14PBP
buyer-seller relationships SMCW, PNFSB
buyer’s actions SMCW
buyer’s dock MPF
Buyer’s receipt of Seller’s invoice SMCW
buyer’s workload MPF
buying MPF, MEFPP, SMCW, PNFSB, 14PBP, SSD
buying plan 14PBP
annual 14PBP

C
calculations MPF, MEFPP, SMCW, 14PBP, SSD
capacity MPF, 14PBP, SSD
CapEx Equipment MEFPP
careers MPF, MEFPP
carriage MPF
carrier MPF, SMCW
carrying costs 14PBP, SSD
cash MPF, 14PBP
cash burn, rate of MPF, 14PBP
cash equivalents MPF, 14PBP
cash flow 14PBP
categories MPF, MEFPP, SMCW, SSD
   assigning SSD
   contracted 14PBP
categories of purchases SSD
Center Formatting Icon MEFPP
CEOs MPF, SSD
certificates SMCW
CFOs SSD
challenges MPF, 14PBP
change orders MPF
chart MEFPP
   clustered column MEFPP
   improvement 14PBP
   line MEFPP
Chart Layouts MEFPP
Chart sub-types MEFPP
chart title MEFPP
Chart Wizard MEFPP
Choice of Law SMCW
CIF MPF
CISG (Contracts for the International Sale of Goods) MPF
Clarity of specifications MPF
closed-ended questions PNFSB
Clustered Column MEFPP
collaboration 14PBP, SSD
Column Width MEFPP
Comma Style Icon MEFPP
Commercial Provisions SMCW
commitment MPF, SMCW, 14PBP
commodity MPF, MEFPP, SMCW, 14PBP, SSD
commodity classification SSD
commodity team 14PBP
common law MPF, SMCW
communication MPF, SMCW, PNFSB, 14PBP, SSD
company-wide change 14PBP
company-wide process change 14PBP
comparison MPF, 14PBP
   absolute price 14PBP
   apples-to-apples MPF, MEFPP
comparison price SSD
comparison tools MPF, SSD
competition MPF, 14PBP, SSD
competitive advantage MPF, 14PBP
competitive bidding MPF, SMCW, 14PBP, SSD
competitiveness MPF
competitors MPF, SMCW, 14PBP, SSD
completion MPF, MEFPP, SMCW, 14PBP, SSD
compliance MPF
compromise PNFSB
concessions PNFSB
conditions MPF, SMCW, SSD
   economic SMCW
confidential information SMCW, 14PBP
   receipt of SMCW
confidentiality SMCW
confidentiality provisions SMCW
conflicts MPF, SMCW, PNFSB, 14PBP, SSD
consent SMCW
consultants MPF, SMCW, 14PBP, SSD
Consumer Price Index PNFSB
contact, multiple points of MPF
contingency planning PNFSB
continuous improvement PNFSB, 14PBP, SSD
contract MPF, MEFPP, SMCW, PNFSB, 14PBP, SSD
   binding MPF, SMCW
   combination SMCW
   entire SMCW
   evergreen SMCW
   exclusive SMCW
   existing MPF, SMCW, 14PBP
   long-term MPF, SMCW, 14PBP, SSD
   purposes of SMCW
   sample goods SMCW
   service MPF, SMCW
   standard SMCW
   standard seller SMCW
   supplier's SSD
   systems MPF
   written SMCW, 14PBP
contract administration MPF, 14PBP
contract compliance MEFPP
contract file SMCW
contract language SMCW, PNFSB, 14PBP, SSD
   standard SMCW, SSD
contract number SMCW
contract provisions SMCW
Contract Rate MEFPP
contract revisions SMCW
contract risk management matrix 14PBP
contract template SMCW, 14PBP, SSD
contract terms SMCW, SSD
contract writers SMCW
contracting SMCW, 14PBP, SSD
contractor SMCW
   independent SMCW
Contracts & Forms SMCW
Contracts for the International Sale of Goods (CISG) MPF
contractual matters SMCW
contractual relationship SMCW
control MPF, SMCW, 14PBP, SSD
control costs MPF
control group MEFPP
Copy Icon MEFPP
corrective action MPF, SMCW, 14PBP, SSD
correspondence, commitment-related MPF
cost analysis MPF
cost avoidance SSD
cost components MPF
cost information MPF, 14PBP
cost model MPF, MEFPP
cost of goods sold MPF
Cost of Lost Sales 14PBP
cost of products SSD
cost of rework 14PBP
cost savings MPF, PNFSB, 14PBP, SSD
costs MPF, MEFPP, SMCW, PNFSB, 14PBP, SSD
acquisition 14PBP, SSD
annual SSD
average SSD
company's SSD
contracted supplier's 14PBP
court SMCW
high MPF
labor MPF, 14PBP, SSD
lower MPF, PNFSB, 14PBP
lower purchase PNFSB, 14PBP
minimized MPF, PNFSB
non-product MPF
opportunity MPF, PNFSB
packaging SSD
ramp-up MPF
reduced MPF, PNFSB, 14PBP, SSD
reducing MPF, PNFSB, 14PBP
supplier's MPF
up-front MPF, 14PBP
counteroffer MPF
countries MPF, SMCW, SSD
buyer's MPF
seller's MPF
supplier's MPF
courts MPF, SMCW
Creating Charts MEFPP
Creating Weighted Average Supplier Scorecards MEFPP
creativity in negotiation PNFSB
credibility PNFSB
criteria MPF, PNFSB, 14PBP, SSD
acceptance MPF
selection MPF, 14PBP, SSD
cross-functional teams 14PBP
cultural norms PNFSB
cultures, organizational MPF, 14PBP
currency MPF, MEFPP, SMCW
Currency Style Icon MEFPP
customer service MPF, MEFPP, 14PBP
excellent 14PBP
customers MPF, SMCW, 14PBP, SSD
internal MPF, 14PBP
organization's MPF, 14PBP
customization MPF, MEFPP, 14PBP, SSD
customs MPF
data aggregate purchase 14PBP
hard 14PBP
invalid MEFPP
large amounts of MEFPP
objective SSD
purchasing MEFPP, SSD
soft 14PBP
data dump 14PBP, SSD
data validation MEFPP
DDP (Delivered Duty Paid) MPF
DDU (Delivered Duty Unpaid) MPF
deadline MPF, SMCW, PNFSB, SSD
debt SMCW
decentralizing 14PBP
decisions in negotiation PNFSB
decision points 14PBP
decision support MEFPP
Decrease Decimal Icon MEFPP
defects MPF, SMCW, 14PBP, SSD
defined references SMCW
defined terms SMCW
deliverables MPF, SMCW, 14PBP
Delivered Duty Paid, see DDP
Delivered Duty Unpaid, see DDU
delivery MPF, SMCW, 14PBP, SSD
early MPF
guarantees 14PBP
late MPF, 14PBP, SSD
on-time MPF, 14PBP, SSD
proof of MPF
delivery provisions SMCW
delivery schedule MPF, 14PBP
delivery terms SMCW, 14PBP
departments
purchasing MPF, 14PBP, SSD
requisitioning MPF
dependencies MEFPP, SMCW
design MPF, 14PBP, SSD
design specs MPF
disclaimers SMCW
discount MPF, SMCW, PNFSB, 14PBP, SSD
discrepancies MPF, SMCW
dispute SMCW, SSD
dispute resolution SMCW
Distribution Center MEFPP
distributors MPF, SMCW
diversity suppliers MPF, SSD
dollar orders, low 14PBP
duration MPF, 14PBP
duties MPF, SMCW, 14PBP
E
ECommerce 14PBP
EDI SMCW
Edit Menu MEFPP
efficiencies MPF, 14PBP
effort MPF, MEFPP, SMCW, 14PBP, SSD
clerical 14PBP
low SSD
emotion, role in negotiations PNFSB
environmentally conscious procurement decisions, see green buying
eProcurement MPF, 14PBP, SSD
eProcurement application 14PBP
eProcurement provider 14PBP
eProcurement system SMCW, 14PBP, SSD
equation MEFPP, 14PBP
equipment MPF, MEFPP, SMCW, 14PBP, SSD
eSource MPF, 14PBP
estimate MPF, MEFPP, SMCW, 14PBP, SSD
effects MPF, 14PBP
effects policy 14PBP
evidence MPF, SMCW, 14PBP, SSD
Ex-works MPF
Excel MEFPP, SSD using MEFPP, SSD
Excel functions MEFPP
Excel techniques SSD
excellent purchasing performance MPF
exclusivity MPF, SMCW
exclusivity provision SMCW
execute contract SSD
execution SMCW, 14PBP
executive summary 14PBP
Executive View of Purchasing Savings SSD
executives MPF, 14PBP, SSD
executor SMCW
exhibit SMCW
expediting MPF
expenditures MPF, 14PBP, SSD
expenses MPF, SMCW, 14PBP, SSD
administrative SSD
individual SMCW
expiration date SMCW
contract’s SMCW
Extended Price MPF
Extended Term SMCW
extension MPF, MEFPP, SMCW
EXW MPF

F
facilities MPF, MEFPP, SMCW, 14PBP, SSD
buyer’s MPF
supplier’s MPF, 14PBP
factoring 14PBP
failure MPF, SMCW, 14PBP
buyer’s SMCW
organization’s 14PBP
supplier’s MPF, SMCW, 14PBP
FCA (Free Carrier) MPF
Fee Waiver Savings SSD
fees MPF, SMCW, 14PBP, SSD
File Menu MEFPP
file names MEFPP, SMCW, SSD
Fill Series Command MEFPP
filtering MEFPP, SSD
financial benefits 14PBP, SSD
financial statement analysis 14PBP
financial statements MPF, 14PBP, SSD
fitness SMCW
flow charts 14PBP
as-is 14PBP
to-be 14PBP
FOB MPF, SMCW
Force Majeure SMCW
Force Majeure events SMCW
forces, competitive MPF, 14PBP, SSD
forecast 14PBP, SSD
Forgone Purchase Avoidance SSD
formatting MEFPP
conditional MEFPP
formatting buttons MEFPP
formatting icons MEFPP
Formatting Toolbar MEFPP, SMCW
Formula Bar MEFPP
formulas MPF, MEFPP, SMCW, SSD
copying MEFPP
forms of agreement SMCW
Free Carrier, see FCA
Free on Board MPF
Freeze Panes MEFPP
freight MPF, SMCW
freight prepaid MPF
functional specs MPF
functions MPF, MEFPP, SMCW, 14PBP, SSD
future of purchasing MPF

G
gap MPF, 14PBP
gap analysis 14PBP
General Terms Agreement SMCW
gifts 14PBP
global procurement, see international suppliers
Goal Seek MEFPP
goals MPF, MEFPP, 14PBP, SSD
organization’s 14PBP
organization’s SMCW
socioeconomic MPF
Good Cop, role in negotiation PNFSB
goods MPF, SMCW, 14PBP
acceptance of SMCW
category of SSD
contacted SMCW
defective SMCW
delivery of SMCW
non-conforming SMCW
purchase of MPF, SMCW
purchased MPF, SMCW, 14PBP
purchases of MPF, SMCW, SSD
quantity of MPF, SMCW
repaired SMCW
sale of SMCW
transactions of MPF, SMCW
Goods Contract SMCW
Goods Purchase Agreement SMCW
government MPF, SMCW, 14PBP, SSD
green buying MPF
Green Eggs & Ham, negotiation tactic PNFSB
groundwork SSD
groups, supplier-commodity SMCW
GTAs SMCW

H
health, financial MPF, 14PBP
hiring 14PBP
home tab MEFPP, SSD
hosting 14PBP

I
icons MEFPP
style MEFPP
IFB (Invitation For Bid) MPF
impasse in negotiation PNFSB
implied warranty of fitness SMCW
improvements SMCW, 14PBP, SSD
incentives for suppliers PNFSB
income statement MPF, 14PBP, SSD
supplier’s MPF, 14PBP
income taxes 14PBP, SSD
Incoterm MPF, SMCW
Increase Decimal Icon MEFPP
indemnify SMCW
indemnity SMCW, SSD
index, supplier price SSD
Index-based price adjustment provisions SMCW
indices SMCW, 14PBP
information MPF, MEFPP, SMCW, 14PBP, SSD
historical 14PBP
non-price MPF
proposal MPF, SSD
injunctions SMCW
Insert Menu MEFPP
Insert Tab MEFPP
insurance MPF, SMCW, 14PBP, SSD
insurance clauses PNFSB
insurance coverage SMCW
integration, batch 14PBP
intent MPF, MEFPP, SMCW, 14PBP
letter of MPF, SMCW
interest expense SSD
interests in negotiation PNFSB
international suppliers MPF
Internet Explorer 14PBP
Internet Reverse Auctions MPF, 14PBP, SSD
interpretations MPF, SMCW, 14PBP
inventory MPF, 14PBP, SSD
finished goods MPF, 14PBP
Inventory Management 14PBP
Inventory Reduction Avoidance SSD
inventory value 14PBP

Invitation For Bid, see IFB
invoice MPF, SMCW
issues, order of discussing in negotiation PNFSB
Italic Formatting Icon MEFPP
item number MPF
supplier’s 14PBP

J
job rotation program 14PBP
jurisdiction SMCW
justifications, valid SSD

L
labor rate MPF, MEFPP
lag time MPF
language MPF, SMCW, PNFSB, 14PBP, SSD
body PNFSB
supplier’s native PNFSB
law MPF, SMCW, 14PBP
bodies of MPF
Law provision SMCW
lawsuits SMCW, 14PBP
Legal Provisions SMCW, SSD
Legal Risk 14PBP
legal services MPF, SMCW, SSD
leverage in a negotiation PNFSB
liabilities MPF, SMCW
Liability provision SMCW, SSD
Limit of Liability SMCW
Line Item Number MEFPP
liquidated damages MPF, SMCW, 14PBP
amount of MPF, SMCW
payment of SMCW, 14PBP
list price 14PBP, SSD
litigation MPF, SMCW
location, choosing for negotiation PNFSB
logic MPF, MEFPP, PNFSB
long-term business relationship PNFSB
loss MPF, SMCW, 14PBP
lowest price MPF, 14PBP, SSD
true 14PBP, SSD

M
main function 14PBP
Main Functions 14PBP
management MPF, MEFPP, SMCW, 14PBP, SSD
executive MPF, SSD
managing spending MPF, 14PBP
managing supplier performance 14PBP, SSD
manufacturer MPF, SMCW, 14PBP, SSD
margins MEFPP, SSD
Market Analysis 14PBP
marketplace 14PBP, SSD
markup MPF, MEFPP, SSD
match MPF, MEFPP, SMCW, 14PBP, SSD
matching terms MPF
Material Requirements Planning (MRP) MPF
materials MPF, MEFPP
hazardous MPF, 14PBP
unused SMCW
materials cost MPF
materials planner 14PBP
Maximizing Effectiveness 14PBP
Maximizing Efficiency 14PBP
measurability SMCW
measuring purchasing performance 14PBP
mediation SMCW
Mediation provisions SMCW
mediator SMCW
meetings MPF, SMCW, 14PBP
memorandum SMCW
Menu Bar MEFPP
Merge and Center Formatting Icon MEFPP
methodology, categorization SSD
metrics MPF, 14PBP, SSD
Microsoft Excel MEFPP, SSD
Microsoft Office Button MEFPP
Microsoft Project MPF
milestones MPF, SMCW, SSD
miscellaneous provisions SMCW
mission 14PBP, SSD
mock negotiations PNFSB
money, saving MEFPP, SSD
most desirable outcome in negotiations PNFSB
Most Favored Nations 14PBP
Most Important Principle of Team Negotiations PNFSB
MRP (Material Requirements Planning) MPF
murder boards PNFSB
mutual assent MPF, SMCW

negotiation skills PNFSB
negotiation style PNFSB
negotiation tactics PNFSB
effective mid- PNFSB
suppliers’ PNFSB
negotiation teams PNFSB
supplier’s PNFSB
negotiation topics PNFSB
Negotiation Worksheet PNFSB
negotiator PNFSB
average PNFSB
win-win PNFSB
net income MPF, SSD
new suppliers MPF, 14PBP, SSD
potential MPF, 14PBP, SSD
non-contractual supplier relationships 14PBP
Non-Disclosure Agreement SMCW
Non-Value-Added Steps 14PBP
notes, taking during a negotiation PNFSB
number
account MPF, 14PBP
article SMCW
assigning SMCW

objective criteria, using in a negotiation PNFSB
Objective Definition SSD
obligations MPF, SMCW
time-bound SMCW
Obtaining delivery of backordered goods MPF
off-contract SMCW
off-contract spending 14PBP
omissions MPF, SMCW
online bidding MPF
online marketplaces MPF, SMCW
open-ended questions PNFSB
operations MPF, SMCW, 14PBP, SSD
purchasing 14PBP
supplier's MPF
operators, mathematical MEFPP
opportunity classifications SSD
orders MPF, SMCW, 14PBP, SSD
blanket MPF, 14PBP
correct SMCW
late MPF
open MPF
receipt of SMCW, 14PBP
rush MPF
organization, purchasing MPF, MEFPP, 14PBP
Organization Direction 14PBP
Organizational Objectives 14PBP
organization's demand 14PBP
over-specification MPF
overhead MPF, MEFPP, SSD
overpayments SMCW
ownership, total cost of MPF, 14PBP, SSD

negotiation issues PNFSB
negotiation no-no’s PNFSB
negotiation plan PNFSB
negotiation planning PNFSB
negotiation preparation PNFSB
Negotiation Secret Supplier's Don't Want You To
Know PNFSB

negotiation situations PNFSB
p

P-cards MPF
paperwork MPF, 14PBP
paragraph number SMCW
paragraph numbering SMCW
parentheses MPF, MEFPP, SMCW, 14PBP
Parol Evidence Rule SMCW
parties MPF, SMCW, 14PBP, SSD
    aggrieved SMCW
    contracting SMCW
    responsible SMCW
    third MPF, SMCW, 14PBP
partners SMCW
    key supply SSD
partnership SMCW
Paste Function Icon MEFPP
Paste Icon MEFPP
paying MPF, SMCW, 14PBP, SSD
payment MPF, SMCW, SSD
payment provisions SMCW
Payment Term Savings SSD
payment terms MPF, SMCW, PNFSB, 14PBP, SSD
penalty MPF, SMCW, 14PBP
performance MPF, SMCW, 14PBP, SSD
    company’s SSD
    conforming MPF
    excellent 14PBP, SSD
    good price 14PBP
    historical SSD
    supplier’s MPF, MEFPP, 14PBP, SSD
performance benchmarking 14PBP
performance data 14PBP, SSD
Performance events 14PBP
Performance guarantees SMCW
performance information 14PBP, SSD
performance measures 14PBP
performance specs MPF
peripheral issues in a negotiation PNFSB
personnel MPF, SMCW, 14PBP, SSD
    organization’s MPF
phases 14PBP, SSD
pie chart MEFPP
pilot program MPF, 14PBP
PivotTable MEFPP, SSD
PivotTable and PivotChart Wizard MEFPP
policies MPF, SMCW, 14PBP
    organization’s MPF
Policies and Procedures for Suppliers Working SMCW
poor performance MPF, 14PBP, SSD
positions in a negotiation PNFSB
possibility of production line shutdown 14PBP
post-negotiation best practices PNFSB
Post Review & Analysis PNFSB
power, purchasing MPF, MEFPP
PPI (Producer Price Index) MPF, SMCW, PNFSB, 14PBP, SSD
PPI value SMCW, 14PBP, SSD
Pre-bid conferences MPF
preamble SMCW
prejudice SMCW, 14PBP
premises SMCW, 14PBP, SSD
preparing for negotiation PNFSB
pressure PNFSB, 14PBP, SSD
Price Adjustment SMCW
price adjustments SMCW
price analysis MPF
price benchmarking 14PBP
price changes MPF, SMCW, SSD
    supplier’s SSD
Price Evaluation MEFPP
price indices PNFSB
price information, sharing 14PBP
price lists SMCW
price negotiation PNFSB, SSD
price reductions PNFSB, SSD
price revision PNFSB
Price Risk 14PBP
price trends 14PBP, SSD
prices MPF, MEFPP, SMCW, PNFSB, 14PBP, SSD
    benchmark MPF
    best 14PBP, SSD
    buyer’s SMCW
    final MPF, SSD
    highest MPF, MEFPP, 14PBP, SSD
    lower MPF, PNFSB, 14PBP, SSD
    predetermined MPF
    premium SSD
    reducing PNFSB, SSD
    selling SSD
    supplier’s MPF, PNFSB, 14PBP, SSD
    target PNFSB
pricing MPF, SMCW, PNFSB, 14PBP, SSD
    pricing data, real 14PBP
pricing structures MPF, SMCW, SSD
Print Preview MEFPP
Printing Professional Bid Comparison Sheets MEFPP
Problem Solving SSD
problems MPF, SMCW, 14PBP, SSD
process improvement 14PBP
Process Improvement Avoidance SSD
Process Mapping 14PBP
process maps 14PBP
procurement decision 14PBP
procurement systems 14PBP
Producer Price Index, see PPI
production MPF, 14PBP, SSD
production line shutdowns MPF, 14PBP
production plans 14PBP
production schedule 14PBP
productivity MPF, SMCW, 14PBP
products
    cost of SSD
    customized MPF, 14PBP
    finished MPF, SSD
    identical SSD
overpriced MPF
premium SSD
provider of 14PBP
purchased MPF
specialized MPF
supplier's 14PBP, SSD
profession, purchasing MPF, MEFPP, 14PBP, SSD
Professional Bid Comparison MEFPP
Professional Purchasing Organizations MPF
professionals, purchasing MPF, MEFPP, SMCW, 14PBP, SSD
profit margins MPF, 14PBP, SSD
profitability MPF, 14PBP
profits MPF, MEFPP, SMCW, 14PBP, SSD
  annual 14PBP
gross SSD
pre-tax MPF
project MPF, SSD
shared savings SSD
project management 14PBP
projection 14PBP
proofreading contracts SMCW
property damage SMCW
proposals MPF, MEFPP, SMCW, 14PBP, SSD
  supplier's SSD
technical MPF
proprietary information, supplier's MPF
protection SMCW, 14PBP
provisions MPF, SMCW, 14PBP
assignment SMCW
contractual SMCW
convenience SMCW
indemnity SMCW, 14PBP
price adjustment MPF, SMCW, 14PBP
standard 14PBP
Public Relations Risk 14PBP
purchase agreement MPF
purchase order MPF, SMCW, 14PBP, SSD
  buyer's MPF, SMCW
purchase order number MPF, MEFPP
purchase price PNFSB, 14PBP
purchase requisition SSD
purchase services SMCW
purchase substitute goods SMCW
purchases
  capital equipment MEFPP
categorizing SSD
  contracted 14PBP
organizational MPF
purchasing best practices MPF, 14PBP
Purchasing Direction 14PBP
purchasing performance MPF, 14PBP, SSD
  measuring 14PBP
purchasing process MPF, 14PBP
Purchasing Strategy 14PBP
purchasing systems MPF, MEFPP, SSD
Purchasing's control SSD
Purchasing's impact SSD
Purchasing's mission 14PBP

Purchasing's performance 14PBP, SSD
Purchasing's value 14PBP, SSD
Purchasing's vision 14PBP
Purposes of Contracts SMCW

Q
quality MPF, MEFPP, SMCW, 14PBP, SSD
higher MPF, 14PBP
quality problems MPF, SMCW, 14PBP
quality specifications SMCW
quantity MPF, MEFPP, SMCW, 14PBP, SSD
questions PNFSB
  closed-ended PNFSB, SSD
  open-ended PNFSB, SSD
Quick Access Toolbar MEFPP
Quick Hit Opportunities SSD
quotaion MPF

R
Ramp-up costs MPF
range MPF, MEFPP
rate
  burn MPF, 14PBP
  wage MPF
rater 14PBP
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