

Term	Meaning
Gross Sales	Total money from all sales (before any deductions).
Net Sales	Actual income from sales after removing returns, discounts, etc.
Returns	When customers give back products for a refund.
Discounts	Price reductions offered to customers.
Allowances	Partial refunds for issues (e.g., damage, delay), without full returns.
Refund	Money returned to the customer (full or partial).
Revenue	Total money made from selling goods/services.
Income / Profit	Revenue minus all costs and expenses.

Term	Meaning
Stock / Inventory	Products available for sale.
Stock Keeping Unit (SKU)	Unique identifier for each product (useful for barcoding).
Reorder Level	The point when new stock should be ordered.
Out of Stock	Product is not available.
Dead Stock	Products that haven't sold for a long time.

Term	Meaning
Invoice	A bill given to the customer after purchase.
Receipt	Proof of payment received.
Customer Loyalty	Programs to reward repeat customers.
Credit Sale	Sale where customer pays later.
Cash Sale	Sale where customer pays immediately.

Term	Meaning
Cash	Physical money.
Card Payment	Via credit/debit cards.
UPI / QR Payment	Digital wallets or mobile apps.
Split Payment	Customer pays with multiple methods (e.g., part cash, part card).

Term	Meaning
Tax (VAT/GST)	Government charge on goods/services.
Taxable Amount	Part of the price that tax is applied to.
Invoice Number	Unique number for each sale, important for records.

Term	Meaning
Sales Summary	Report showing total sales, net sales, returns, etc.
Top-Selling Items	Products that sold the most.
Profit Margin	How much profit per item sold.