

# 1 Strategic Supply Chain Management

- **OEM:** Original Equipment Manufacturer
- **SWOT:** Strength Weaknesses Opportunities Threats
- **Stakeholder:** A corporate *stakeholder* is a party that can affect or be affected by the actions of the business as a whole.
- **Shareholder** A mutual shareholder or stockholder is an individual or company (including a corporation) that legally owns one or more shares of stock in a joint stock company
- **SKU** Stock Keeping Units
- **POS** Point of Sales
- **Batch production** is the manufacturing technique of creating a group of components at a workstation
- **POS** point-of-sale
- **DSD** direct store delivery
- **CDC** combined distribution center
- **Wholesaler** grossiste, Wholesaling, jobbing, or distributing is defined as the sale of goods or merchandise to retailers, to industrial, commercial, institutional, or other professional business users, or to other wholesalers and related subordinated services. In general, it is the sale of goods to anyone other than a standard consumer.
- **Warehouse** is a commercial building designed to accommodate long-term storage.
- **Distribution Center (DC)** is set up to distribute supplies.

# 2 Management Information Systems

- **ROI** Return on investment
- **ROA** Return on asset
- **ERP** Enterprise Resource Planning, IT-system that helps coordinate the activities of a firm. Ex SAP, Oracle, ...