http://www.boxtheorygold.com/blog/bid/26268/So-What-Exactly-is-a-Business-System

του **Ron Carroll**

**Business Systems and Processes**

Το άρθρο συνίσταται από τρία μη αριθμημένα μέρη:

* Business system
* Business Systems and Processes
* Μεταφραστικές σημειώσεις στο τέλος

Διαβάζεται γενικώς εύκολα, αλλά έχει ορολογία που πρέπει να γίνει κατανοητή από τον αναγνώστη. Έχομε δώσει μεταφραστικές ερμηνείες μερικών λέξεων στο τέλος του κειμένου που λάβαμε από το Ελληνο-Αγγλικό Λεξικό της Ματζέντα ΙΙ.

Το κείμενο δίνεται σε word με σκοπό να είναι εύπλαστο. Μια χρήσιμη εξάσκηση στην κατανόησή του θα ήταν να το συμπληρώσετε ερμηνευτικά με βάση τις δικές σας ανάγκες. Χρησιμοποιείστε αναφορές τέλους ή υποσημειώσεις ή εντός κειμένου αναφορές σε αγκύλες [.]. Αυτό θα σας βοηθήσει

* στην κριτική ανάπτυξη των σκέψεών σας,
* στη διαμόρφωση των απόψεών σας και
* στην ορθολογιστική διατύπωση των προτάσεών σας.
* **Business system**

A person recently asked me what I meant by the term "**business system**." I thought others might like to know a definition that works for me.

A **system** is a *procedure*, *process*, *method*, or *course of action* designed to achieve a specific result. Its component parts and interrelated steps work together for the good of the whole. Creating effective business systems is the only way to attain *results* that are *consistent*, *measurable*, and *ultimately benefit customers*.

**Systems are Your Building Blocks**

**Systems and** [**processes**](http://www.boxtheorygold.com/blog/bid/191553/What-Is-a-Business-Process-and-Why-Should-You-Care-A-Lot)**[[1]](#endnote-1)** are the essential *building blocks* of your company, whether you realize it or not. Every facet of your business—in the store, the workshop, or the office—is part of a system that can be managed or improved by applying correct principles.  
  
Imagine the typical business activities below as carefully designed systems, each producing the daily results you need to be successful. Of course, you could list many other systems and subsystems unique to your organization.

|  |  |  |
| --- | --- | --- |
| **EXAMPLES OF BUSINESS SYSTEMS** | | |
| **Lead Generation** | **Customer Service** | **Purchasing** |
| **Sales Conversion** | **Hiring** | **Inventory Management** |
| **Website** | **Training** | **Shipping** |
| **Pricing** | **Accounting** | **Information Systems** |
| **Operations** | **Payroll** | **Safety** |
| **Order Fulfillment** | **Collections** | **Custodial** |

Having **effective business systems** is the only practical way to manage the important details of your operation. These details are found in lower-level subsystems. For example, your marketing system may have a subsystem called lead generation. The lead generation system could have subsystems such as direct mail, telemarketing, or radio advertising. Systems and subsystems are the workhorses that deliver consistent results, even when you're not around.

A **business system** may be as simple as a checklist created in an hour or two. However, more complex systems can take days or even weeks to implement. [The best systems consider such elements as design, components, people, quality, speed and measurement.](http://www.boxtheorygold.com/blog/bid/18628/Six-Qualities-of-Highly-Effective-Business-Systems)

There are "best practices" for creating **high-performance business systems and processes** that pay big dividends when applied correctly.

**The "Magic Formula" for Success**

Good systems take **waste and inefficiency** out of your business and help you give customers what they want every single time. They are the solution to weak sales growth, low profit margins, customer dissatisfaction, poor performance, excessive costs, inadequate cash flow, employee turnover, and daily frustration.

A systems approach to building an organization eliminates generalized solutions, seat-of-the-pants operations [**1.** Based on or using intuition and experience rather than a plan or method. **2.** Performed without using instruments], [employee discretion](http://www.boxtheorygold.com/blog/bid/26854/Beware-of-Employee-Discretion), and everything else left to chance. These hindrances are replaced with detailed procedures, performance standards, and accountability. You are saying to your employees, "This is how we do it here!"

Michael Gerber said, "**Organize around business functions, not people. Build systems within each business function. Let systems run the business and people run the systems. People come and go but the systems remain constant**" (*E-Myth Revisited, book*).

**Remarkable Systems are Everywhere**

Our natural world is a great example of systems at work—solar systems, ecosystems, weather systems, bodily systems, and so forth. Man has wisely followed this pattern to solve problems and make extraordinary advancements.

In truth, the best companies are also those with the best business systems and processes. Many highly-successful companies of our day started with one major innovative system—McDonald's fast food, Federal Express overnight delivery, and Google Internet search, to name a few. These companies, and thousands of others, have built their fortunes on one or more remarkable systems that serve customers better than anyone else in their target market.

Now that you know what a business system is, it's time to identify yours, elevate them to higher performance, and enjoy greater profit.

**If this article was helpful...**

I have additional information to give you containing new insights, powerful principles, and proven strategies that will dramatically improve your business.

I will show you how to eliminate business frustrations and make more money by creating effective systems and processes that will boost your customer loyalty, profitability and growth. The application of these strategies has proven to be of great worth for many small and mid-size business owners. Put me to the test!  
  
If you haven't already done so, please sign up below to get 5 Free hand-picked items that will guide you to an immediate financial payoff. You will learn the following, and much more:

* How to become a Systems Thinker and raise your business I.Q. by 80 points—OVERNIGHT.
* What six elements are found in every great business system.
* How you can remove waste and inefficiency, and build a results-driven organization.
* Why good systems and processes are the essential ingredient to start, grow, fix or franchise (replicate) your business.
* **Business Systems and Processes**

A business is made up of **people**, **products**, and **processes** *organized to profitably find and keep customers.* Many companies **fail** because owners and managers are **unable to create effective business processes** that accomplish this fundamental objective.

So, what exactly is a **business process?** And how can you create processes that will help your company achieve greater customer loyalty, profitability, and growth?



**Simple Definitions**

There are **business process experts** who get deep in the weeds when defining a [business process](http://en.wikipedia.org/wiki/Business_process) or trying to distinguish it from a business procedure or a business system. However, for entrepreneurs and owners of small to midsize businesses, a few simple definitions will suffice for our discussion.

* Business Procedure [*διαδικασία*] – a sequence of actions [ενέργειες] taken to accomplish a task[[2]](#endnote-2) (*emphasis on following steps in a specified order*).
* Business Process [*επεξεργασία, διεργασία: σειρά γεγονότων που καθορίζεται από το σκοπό της ή από τα αποτελέσματά της και επιτυγχάνεται κάτω από δεδομένες συνθήκες (ΕΛΟΤ)*] – a series of ordered activities that transform inputs into higher-value outputs (*emphasis on transforming materials or information into a product or service*).
* Business System – a group of interacting, interrelated, or interdependent elements forming a unified whole (*emphasis on related parts working together for a desired outcome*).

**A Process is Just a Recipe**

As a business owner or manager, you may use these terms interchangeably. They are all business activities designed to produce a specific, pre-determined, and consistent result. They include your processes for marketing and sales, hiring and training employees, customer service, production, order fulfillment, accounting, and many more, some unique to your industry or company.

**Business systems and processes**—whether in the store, the office or the workshop—are *your unique recipes* for getting work done. They are governed by the [**Law of Cause and Effect**](http://www.boxtheorygold.com/blog/bid/36335/What-Law-Determines-the-Outcome-of-All-Your-Business-Systems)**[[3]](#endnote-3)**. The result (**effect**) of a business process is determined by the ingredients used (e.g., forms, checklists, materials, supplies, equipment, software, people, and so forth) and the procedure followed (**cause**). **The only way to get a better process result is to improve the ingredients or the procedure of the recipe**.

For example, when you carefully follow the detailed instructions of a chocolate cake recipe, you get the same result every time. However, we all agree there are chocolate cakes and then there are CHOCOLATE CAKES!  (e.g., [Chocolate Thunder](http://www.food.com/recipe/chocolate-thunder-cake-99061)). They may go by the same name, but **the unique recipe makes all the difference**.

The same is true with your recipe for generating sales leads or hiring the best people*. A little change in ingredients or procedure can give you far superior results!*

Correctly designed, your **business systems and processes** support the mission, strategy and goals of your organization. While people may come and go, the successful recipes you have created remain constant. Furthermore, the better your recipes are, the greater the customer loyalty, profitability and growth you will enjoy!

Simply put, 100% of your business is made up of systems and processes (recipes) that can be managed and improved by applying correct principles to fine-tune

1. the ingredients or 2) the procedures. **There is no other way!**

**Three Types of Business Processes**

**Effective[[4]](#endnote-4) systems and processes** are the *essential building blocks* of your company. There are three general types to consider:

1. **Management processes** include **planning**, organizing, controlling, and leading —the activities for governing your business (e.g., developing strategy, management meetings, and board of directors or advisors).
2. **Operational Processes** constitute your **core business functions** and create the primary value stream for customers (e.g., lead generation, sales, purchasing, production, order-fulfillment, shipping, and customer service).
3. **Supporting processes** uphold and **sustain the core** processes (e.g., accounting, hiring, information systems, safety, and custodial).

**Most business systems and processes are unique to your company** (like fingerprints) and differentiate you from all other companies, unless you are a franchise. They include sub-systems or sub-processes that focus on the details of your business activities. For example, a marketing process has a sub-process called lead generation, which has sub-processes such as print advertising, radio, social media, or a website. *It is in the details—the sub-systems and processes—that profit dollars are made or lost!*

**Good business systems and processes** have three primary purposes:

**1)** to attract customers, exceed their expectations and transform them into loyal fans,

**2)** to eliminate operational waste and inefficiencies that rob profit, and

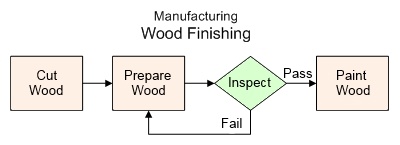
**3)** to create differentiation and domination in your target market.

Michael Gerber, author of *E-Myth Revisited*, teaches, "**Organize around business functions, not people. Build systems [and processes] within each business function. Let systems run the business and people run the systems. People come and go but the systems [and processes] remain constant.**”

**Describing a Process: Procedure vs. Checklist**

When the steps of a task are performed in a specific order, the term “sequential steps” or “**procedure**” is used. For example, in a furniture shop, you first cut the wood, then sand the wood, and finally paint the wood. Doing these three things in the right order is essential. Your finished product would be unacceptable if you painted the wood before you sanded and prepared it.

A **flowchart diagram** with boxes and arrows—indicating steps, decision points, branches, and loops—sometimes makes it easier to describe a multi-path process than does a written procedure. Using the furniture example, if the wood has a rough edge when it arrives at painting, your decision is to reject the wood and send it back to the preparation stage. There it is re-sanded and returned to painting. After painting, a branch in the process might also send different colors of wood to separate pallets for storage.



When the steps in a process can be performed in any order, a simple "**checklist**" is all that is needed. For example, your office custodian might empty the trash, dust the furniture, and vacuum the floor. However, it doesn't really matter in what order the tasks are completed. **Checklists are easy business systems that do not require flowcharts and can usually be created rather quickly**.

Remember: While much thought, planning, and experimentation may go into developing a high-performance business system or process (see [Your First Business Improvement Workshop](http://www.boxtheorygold.com/blog/bid/57859/Your-First-Business-Improvement-Workshop)), **everything learned is eventually reduced to a single procedure or checklist that is used by the people who operate the system.** Their responsibility is to follow that procedure with exactness until the system is improved. If you encourage and reward innovation, system operators will also drive the improvement process.

**Processes Are For Customers**

*REMEMBER: In a Process, emphasis on transforming materials or information into a product or service*.

A primary purpose of your business processes is to provide value for customers—to transform information or material into something that customers want, and which meets their specifications and expectations. Customers can be those who ultimately buy your products or services; *however,* ***business processes*** *also serve the similar needs of your internal customers* (see [Your Five Different Customers](http://www.boxtheorygold.com/blog/bid/107266/Voice-of-the-Customer-Are-You-Listening-to-Your-Five-Different-Customers)).

For example, in your ***business operations***, the next step in a business process is the customer of the previous step in that process. In an assembly line, station two is the ***internal customer*** of station one. The order-fulfillment department is the customer of the order-processing department. The sales team is a customer of the advertising or lead generation team. Each “customer” in a chain of business activities looks for added value, and also wants their specifications and expectations to be met.

In addition, employees are important customers of the business. They too have specifications (e.g. work hours, wages, and benefits) and expectations (e.g., rewarding assignments and opportunities for advancement). Whether spoken or not, if you fail to meet their requirements, they will eventually go somewhere else. **Good business processes** support the learning and growth of your people and inspire their loyalty.

All of your **business processes** must deliver **four basic things** to its external and internal customers:

1) **quality** — low defects, does what is supposed to do,

2) **speed** — on schedule, meets deadlines, no delay,

3) **low cost** — high perceived value, competitively priced, and

4) **pleasurable buying experience** — no hassle, [“killer customer care.”](http://www.boxtheorygold.com/blog/bid/43461/Five-Ways-to-Add-Killer-Customer-Care-to-Your-Business-Systems)

**Business Process Development**

Learning**how to develop good business processes** is the *Master Skill* of the entrepreneur. All business functions—marketing, finance, and operations—fall within the scope of this single skill mastery. What’s more, the true value of your business is found in **the maturity of its business processes—their ability to produce desired results consistently**.  [(How would you and others grade your current business systems and processes?)](http://www.boxtheorygold.com/blog/bid/56219/How-Would-Others-Grade-Your-Business-Systems-D-or-A)



Below are ten characteristics of an **effective**, **efficient[[5]](#endnote-5)** and even exceptional business system or process:

1. The process is built with **the customer in mind**. (Does this business system or process help turn your customers into loyal followers by meeting or exceeding their expectations? Does it help your workers perform at their best and get top results, even when you're not around?)
2. The process **represents “best practices”** or your *best-known* way of doing something. (Are you getting less than 1% errors? Is the process as fast as it could be? Be honest. Is this the best you can do, or could you make the process better?)
3. The business process **is designed with one primary purpose** (more than one purpose usually means that processes are wrongly combined).  In addition, the process has no unnecessary steps and little or no idle time between steps.  (Is the process stable, steady, and paced with sales orders and fulfillment? Are the process goals aligned with your company goals?)
4. The **system or process has an owner** or **team leader**. (Who is accountable for and reports the results of the process? Is the person rewarded for exceeding performance standards or making improvements?)
5. There is **ongoing and updated documentation** on how to execute the process properly, including the handling of details and exceptions. (Do workers fully understand the process and can easily repeat it with consistent results? Have you created a winning *recip*e?)
6. The process is **as simple as possible** to get the job done, but not simpler. (Can you lesson complexity, customization, and exceptions in products and services? Can you reduce the physical path, clutter, barriers and distractions? Can you drop unprofitable product-lines or services?)
7. There is a sufficient focus on system details to **eliminate most** [**bottlenecks**](http://www.boxtheorygold.com/blog/bid/59599/The-Theory-of-Constraints-for-Small-Business-Eliminate-Bottlenecks), inefficiencies, delay, mistakes, defects, and rework. (*Every* process has waste. Have you reduced it to a minimum? Do you accumulate defects for later handling or do you properly fix problems in the process as they occur?)
8. The business system is not hampered [παρεμποδίζεται, παρακωλύεται] by **poor planning** (lack of materials or labor) or stop-start work-flow as people switch between processes. (Are your workers losing productivity or making excessive errors caused by shifting assignments, multitasking, being "spread too thin," or "wearing too many hats”?)
9. The system has performance **standards**, and [**results are measured**](http://www.boxtheorygold.com/blog/bid/79703/What-are-Some-Common-Business-Measures). (Are you "managing by the numbers" for maximum profit? Do you celebrate success?)
10. Workers get ongoing **feedback** about system-performance and are recognized or rewarded for exceptional results. (Do people always know how they are performing in relation to the goal? Is feedback self-administered, and in real time like a sporting event? Simple tip: To improve performance, increase the frequency of the feedback.)

**Quality + Speed = Low Cost**

By creating business processes that have minimal mistakes, defects, and rework (quality), you will reduce [waste](http://www.boxtheorygold.com/blog/bid/24019/Three-Kinds-of-Business-Waste-Robbing-Your-Profit) and increases process speed. By eliminating delay, downtime, and other [speed bumps](http://www.boxtheorygold.com/blog/bid/26447/Eliminate-8-System-Busters-from-Your-Business-Systems), you will boost sales throughput. This powerful one-two punch of *quality and speed* will give you the lowest possible operational costs and provide your customers the greatest value.

*Outstanding business systems and processes are the "magic formula" for success! Superior quality and speed are the “secret sauce” that will wow customers, boost profit, blow the competition away, and make your company remarkable!*

**Wrapping Up**

**Well-designed business systems and processes** increase efficiency, accomplish objectives, and give customers what they want every single time. They are your answer to weak sales growth, customer dissatisfaction, poor performance/productivity, waste of resources, employee turnover, excessive costs, slow cash flow, low profit margins, daily frustration, and every other business problem.

**Whether in the store, the office or the workshop, developing effective business systems and processes begins with good system design**. After creating a flowchart or checklist, and acquiring the components necessary to operate the system, you now focus on improving its quality and speed. Measuring system-performance provides the feedback for making adjustments and improvements.

More specifically, each step in the process flowchart contributes value to the customer. The process generates output that meets quality standards, with no accumulation of rejects or rework. The workload is level, uses standardized tasks, and is paced with the input of sales orders. Bottlenecks that delay order completion are eliminated. "Speed bumps" such as clutter, poor layout, and downtime are minimized. Employees are well-trained and incentivized when possible. People and systems learn and improve from the ongoing feedback of process results.

**So, what exactly is a business process, and why should you care (a lot)?**

In the game of work, **good systems and processes embody your distinctive business strategy**. **They are your means to increase customer value and product demand**. They enable you to differentiate yourself in a crowded marketplace. They help you maximize efficiency for greater profit, more personal income, and the ability to share financial rewards with others. In addition to people and products, processes give your company a unique identity and place in the world.

Is it worth it to learn the *Master Skill* of system development? A thousand times, “YES”!

There is an **art** and a **science** to creating exceptional business systems and processes and growing a remarkable business enterprise. I invite you to check out the [Box Theory™ Way](http://www.boxtheorygold.com/products/) today and discover our eCourse and breakthrough business-process software**,** especially designed for small to mid-size businesses.

**If This Article Got You Thinking ...**

I have some other great information that will give you new insights, powerful tips, and proven strategies to dramatically improve your business operation.

You will learn how to create customer-pleasing, waste-removing, profit-boosting business systems and processes. The application of Box Theory™ strategies has proven to be worth THOUSANDS OF DOLLARS for many business owners. Put me to the test!

If you haven't had a chance, sign up in the top-right column for 5 Free hand-picked items that will guide you to an immediate financial payoff. You will learn the following, and much more:

* How Systems Thinking can raise your business I.Q. by 80 points—INSTANTLY?
* What six essential ingredients are found in every great business process?
* Ten low-cost things you can do to remove waste and inefficiency, and build a results-driven organization?
* How effective systems and processes will help you start, grow, fix or franchise (replicate) your business.
* **ΣΗΜΕΙΩΣΕΙΣ ΤΕΛΟΥΣ**

1. ***Process***

   **[prOuses]** ***ουσ***. **διαδικασία**: *long and tedious* μακρά και κουραστική διαδικασία *§* *process of maturing* διαδικασία ωρίμανσης *§* *by due process of law* δια των νομίμων διαδικασιών, δια της νόμιμης οδού *#* **μέθοδος**: *diagnostic process* διαγνωστική μέθοδος *#* **σειρά φυσικών ή άλλων μεταβολών**, **διεργασία**, **"μηχανισμός"**: *evolutionary process* εξελικτική διεργασία *§* *processes of the mind* μηχανισμοί της ανθρώπινης σκέψης *#* **επεξεργασία**, **κατεργασία**: *manufacturing process* βιομηχανική επεξεργασία *#* **διεξαγωγή**, **"εξέλιξη"**: *in the process of..* κατά τη διεξαγωγή του.. *§* *now in process* ήδη σε εξέλιξη *#* ***βιολ***. **απόφυση** *#* ***νομ***. 1. **αγωγή ή δίωξη** > 2. **κλήση για εμφάνιση σε δικαστήριο**

   **[prOuses]** ***ρ***. **υποβάλλω σε επεξεργασία**, **επεξεργάζομαι**, **κατεργάζομαι**: *process leather to make it soft* κατεργάζομαι δέρμα για να το μαλακώσω *§* *process raw materials* επεξεργάζομαι πρώτες ύλες *#* (για επίσημα έγγραφα κτλ.) **διεκπεραιώνω**: *process an application* διεκπεραιώνω αίτηση *#* **βιομηχανοποιώ**: *processed food* βιομηχανοποιημένα τρόφιμα *#* (για φωτογραφίες:) **επεξεργάζομαι για εκτύπωση**, **"εμφανίζω"**: *I began to process the film* άρχισα να εμφαίζω το φιλμ *#* **βαδίζω συντεταγμένος**: *the priests processed into the cathedral* οι ιερείς μπήκαν με πομπή στον καθεδρικό ναό *#* ***τεχνολ***. **υποβάλλω σε ηλεκτρονική επεξεργασία**, **"μηχανογραφώ"**

   **διεργασία**. Σειρά γεγονότων που καθορίζεται από το σκοπό της ή από τα αποτελέσματά της και επιτυγχάνεται κάτω από δεδομένες συνθήκες (ΕΛΟΤ). [↑](#endnote-ref-1)
2. ***task***

   **[tEesk]** ***ουσ***. (εντεταλμένο) **έργο**, **αποστολή**, (διατεταγμένο) **καθήκον**: *I set him the task of..* του ανέθεσα το έργο/καθήκον να.. *§* *I was entrusted with the task of..* μου εμπιστεύθηκαν το καθήκον να.. *#* ***ΦΡ***. *task force* ***στρατ***. τακτική (στρατιωτική) δύναμη *§* *task work* εργολαβία, ***κν***. φατούρα *§* *address oneself to a task* καταγίνομαι με ένα έργο *§* *adequate to the task of..* ικανός για να φέρει σε πέρας το έργο.. *§* *take to task* επιτιμώ, ***κν***. Κατσαδιάζω [↑](#endnote-ref-2)
3. ***cause and effect***

   αιτία και αποτέλεσμα *#* αιτιοκρατία *#* αιτιότητα *#* νομοτέλεια

   ***cause***  
   **[kOoz]** ***ουσ***. **αιτία**, **αίτιο**: *what was the cause of his refusal?* ποιά ήταν η αιτία της άρνησής του; *#* **λόγος**, **δικαιολογία**: *there is no cause for anxiety* δεν υπάρχει λόγος ανησυχίας *#* **επιδίωξη**, (ιδεολογικός) **"αγώνας"**: *he supported our cause* στήριξε τον αγώνα μας *§* *make common cause* θέτω κοινούς στόχους, τάσσω ως κοινόν σκοπόν *#* ***νομ***. (θέσεις υποστηριζόμενες σε) **επίδικο θέμα** *#* ***ΦΡ***. *argue from the effect to the cause* κρίνω εκ του αποτελέσματος την αιτία *§* *cause and effect* αιτιοκρατία, αιτία και αποτέλεσμα, αιτιότητα, νομοτέλεια *§* *direct cause* άμεσο αίτιο *§* *efficient cause* 1. τελεσιουργό αίτιο > 2. αποχρών λόγος *§* *final cause* ***φιλοσ***. 1. τελική αιτία > 2. τελικό αίτιο *§* *First cause, the* ***θρησκ***., ***φιλοσ***. η Θεότητα, το Πρώτον Κινούν *§* *in the cause of justice* χάριν του περί δικαίου αισθήματος *§* *just cause* δίκαιη επιδίωξη *§* *prime cause* πρωτεύον αίτιο *§* *proximate cause* άμεσο αίτιο *§* *root cause* πρωταρχικό αίτιο *§* *secondary cause* δευτερεύον αίτιο *§* *show cause* αιτιολογώ

   ***cause***  
   **[kOoz]** ***ρ***. **γίνομαι αίτιος**, **προκαλώ**, **προξενώ**, **δημιουργώ**, **επιφέρω**: *smoking can cause lung cancer* το κάπνισμα μπορεί να προκαλέσει καρκίνο των πνευμόνων *§* *cause suspicions* δημιουργώ υποψίες

   ***cause***  
   **[kOoz]** ***σύνδ***. ***ιδ***. βλ. [*because*](file:///C:\Users\Iannis\AppData\Local\Temp\because)

   ***cause***  
   **αιτία**.

   ***effect***  
   **[ifEkt]** ***ουσ***. **επενέργεια**, **επίπτωση**, **επίδραση**: *I felt the effect of the drug* αισθάνθηκα την επίδραση της δρόγης *#* **αποτέλεσμα**, **επακόλουθο**, **συνέπεια**: *argue from the effect to the cause* κρίνω εκ του αποτελέσματος την αιτία *§* *I tried to dissuade her, but with little effect* προσπάθησα να την αποτρέψω, αλλά με ελάχιστα αποτελέσματα *#* **φαινόμενο**: *greenhouse effect* φαινόμενο θερμοκηπίου (παγίδευσης της ηλιακής θερμότητας στη γήινη ατμόσφαιρα) *#* (δημιουργούμενη) **εντύπωση**, **απήχηση**, **εφφέ**: *for effect* για δημιουργία εντυπώσεων, για εφφέ *#* **τέχνασμα εντυπωσιασμού**, **εφφέ**: *lighting effect* φωτιστικό εφφέ *#* (πληθ.) (προσωπικά) **είδη**, **αντικείμενα**: *household effects* οικιακά είδη *#* ***ΦΡ***. 1. *after-effects* επιπτώσεις > 2. επακόλουθα > 3. παρενέργειες *§* *bring / carry into effect* πραγματοποιώ, πραγματώνω, υλοποιώ *§* *cause and effect* 1. αιτιοκρατία, αιτία και αποτέλεσμα > 2. αιτιότητα, νομοτέλεια *§* *in effect* 1. στην ουσία/πραγματικότητα > 2. ***νομ***. (για συμβάσεις κτλ.) σε ισχύ *§* *personal effects* προσωπικά αντικείμενα/είδη *§* *put into effect* βάζω σε ενέργεια/εφαρμογή *§* *side effects* παρενέργειες *§* *take effect* 1. (επι)συμβαίνω, τεκταίνομαι, διαδραματίζομαι > 2. διεξάγομαι, πραγματοποιούμαι, υλοποιούμαι > 3. επακολουθώ > 4. τίθεμαι σε εφαρμογή *§* *to no effect* χωρίς αποτέλεσμα, ανώφελα, μάταια *§* *to the effect that..* κατά το περιεχόμενο του οποίου.., που να λέει ότι..: *you must issue a directive to the effect that..* πρέπει να εκδώσεις ντιρεκτίβα που να λέει ότι.. *§* *to this effect* 1. προς τούτο > 2. περί τούτου > 3. (για κείμενα κτλ.) που να λέει κάτι τέτοιο

   ***effect***  
   **[ifEkt]** ***ρ***. **πραγματοποιώ**, **πραγματώνω**, **υλοποιώ**: *I effected my purpose* πραγματοποίησα το σκοπό μου *§* *the sale was effected last month* η πώληση πραγματοποιήθηκε τον περασμένο μήνα *#* **ενεργώ**, **διενεργώ**: *effect an arrest* ενεργώ σύλληψη *§* *effect payment* διενεργώ πληρωμή [↑](#endnote-ref-3)
4. effective

   [ifEktiv] επίθ. αποτελεσματικός, τελέσφορος: effective method αποτελεσματική μέθοδος § effective measures αποτελεσματικά μέτρα # που βρίσκει απήχηση, εμπνευσμένος: effective sermon εμπνευσμένο κήρυγμα # πραγματικός: their effective number is.. ο πραγματικός τους αριθμός είναι.. # ενεργός: antenna effective height ενεργό ύψος κεραίας § effective power ενεργός ισχύς # που βρίσκεται σε ισχύ, ισχύων: the contract is still effective η σύμβαση εξακολουθεί να ισχύει # δραστικός: effective range δραστικό βεληνεκές # στρατ. μάχιμος, ετοιμοπόλεμος: non-effective unit αναξιόμαχη μονάδα [↑](#endnote-ref-4)
5. efficient  
   [ifIshent] επίθ. (για πρόσωπα:) ικανός: efficient salesman ικανός πωλητής # (για συστήματα, μέσα κτλ.) αποδοτικός: efficient accounting system αποδοτικό λογιστικό σύστημα # τελεσιουργός: efficient cause τελεσιουργό αίτιο [↑](#endnote-ref-5)