

Commerce Related Abbreviations PDF

Terms with Letter A

Terms of Commerce	Abbreviations
1st Half	1H
24 hours a day OR seven days a week	24/7
Application Supported by Blocked Amount	ASBA
American Depository Receipt	ADR
Artificial Intelligence	AI
Account manager	AM
Adjusted Operating Profit	AOP
Annual Operating Plan	AOP
Accounts payable	AP
Accounts receivable	AR
Associated Chambers of Commerce and Industry of India	ASSOCHAM

Terms with Letter B

Terms of Commerce	Abbreviations
Break Even Point	BEP
Bureau of Indian Standards	BIS
Brief Project Report	BPR
Bank Payment Voucher	BPV
Business Model Canvas	BMC
Bill of Materials	BOM
Basic Statistical Return	BSR
Business Recovery Unit	BRU
Business Process Outsourcing	BPO
Bank Receipt Voucher	BRV
By the way	BTW
Business Requirements Document	BRD

Terms with Letter C

Terms of Commerce	Abbreviations
Certified Public Accountant	CPA
Cost Volume Profit	CVP
Consumer Price Index	CPI
Capital asset pricing model	CAPM
Customer Relationship Management	CRM

Chicago Board of Trade	CBOT
Cost Insurance and Freight	CIF
Call to action	CTA
Capital Expenditure	CAPEX
Chief Technology Officer	CTO
Chicago Board Options Exchange	CBOE
Customer Experience	CX
Any chief officer(s), x being a placeholder.	CXO
Change and Data Management	CDM
Cost of Goods Sold	COGS
Cash Compensatory Scheme	CCS
Collateralized debt obligation or Chief Data Officer	CDO
Cost Per Unit	CPU
Credit default swap	CDS
Chart of Account	COA
Corporate Social Responsibility	CSR
Chartered Financial Analyst	CFA
Chief executive officer	CEO
Cost and Freight	C&F
Confederation of Indian Industries	CII

Terms with Letter D

Terms of Commerce	Abbreviations
Deposit Insurance and Credit Guarantee Corporation of India	DICGC
Discount	DISC
Desktop Publishing	DTP
Delivery service provider	DSP
Days Sales Outstanding	DSO
Depository receipt	DR
Days Payable Outstanding	DPO
Depending on Experience	DOE
Delivery versus payment	DVP

Terms with Letter E

Terms of Commerce	Abbreviations
Earnings before interest and taxes and amortization	EBITA
Earnings before Interest, Taxes, Depreciation, and Amortization	EBITDA
Effective Annual Yield	EAY
Effective annual rate	EAR
External Commercial Borrowing	ECB
Electronic Data Interchange	EDI
End of day	EOD
End of business	EOB

Export	EXP
Electronic Funds Transfer at Point of Sale	EFTPOS
European Central Bank	ECB
European Financial Stabilisation Mechanism	EFSM
Earnings per share	EPS
End of Message	EOM
Enterprise Resource Planning	ERP
Estimated Time of Departure or Estimated Time of Delivery	ETD
Estimated Time of Arrival	ETA
Electronic Clearing Service or Electronic Clearing System	ECS
Equated Monthly Installment	EMI

Terms with Letter F

Terms of Commerce	Abbreviations
Federation of Indian Chambers of Commerce and Industry	FICCI
Foreign Currency Convertible Bond	FCCB
FI Financial Institution	FI
FEMA Foreign Exchange Management Act	FEMA
Foreign Institutional Investors	FII
Follow on public offer	FPO
Foreign Direct Investment	FDI
Financial Information Exchange	FIX
Future Value	FV
Free of Cost	FOC
Foreign exchange market	FX
Fiscal year or financial year	FY
Follow-Up	F/U
For Your Action	FYA
Financial Services Authority	FSA
freight on Board	FOB
For Your Information	FYI
Full Time Equivalent	FTE

Terms with Letter G

Terms of Commerce	Abbreviations
General Data Protection Regulation	GDPR
Gross Domestic Product	GDP
Generally Accepted Accounting Principles	GAAP
Generally Accepted Audit Standards	GAAS
General Ledger	GL
General Agreement for Trade and Tariff	GATT
Gross fixed capital formation	GFCF
Global depository receipt	GDR

Group purchasing organization	GPO
Gross Profit	GP
Gross Merchandise Volume	GMV
Global Depository Receipt	GDR

Terms with Letter H

Terms of Commerce	Abbreviations
Human Resources	HR
Human Resource Development	HRD
Headquarters	HQ
Her Majesty's Revenue and Customs	HMRC
Hire purchase	HP
Harmonized Commodity Description and Coding System	HS Code

Terms with Letter I

Terms of Commerce	Abbreviations
International Accounting Standards	IAS
Initial Public Offering	IPO
Industry Classification Benchmark	ICB
Industrial Finance Corporation of India	IFCI
Incorporated	INC.
International Bank Account Number	IBAN
Internal Revenue Service	IRS
Invitation to tender	ITT
Initial Public Offering	IPO
International Monetary Fund	IMF
Institute of Supply Management	ISM
Internal Rate of Return	IRR
International Securities Identification Number	ISIN

Terms with Letter J – L

Terms of Commerce	Abbreviations
Joint Supervisory Team	JST
Just in time	JIT
Just in sequence	JIS
Karachi Interbank Offered Rate	KIBOR
Key Performance Indicator	KPI
Know Your Customer	KYC
Letter of credit	LC
Leveraged Buyout	LBO
London Interbank Offered Rate	LIBOR

Limited Liability Partnership	LLP
London Metal Exchange	LME
Limited Liability Company	LLC
Last In, First Out	LIFO
Last Year	LY
Letters of Undertaking	LoU
Limited Company	Ltd
Loan to Value	LTV
Learning Management System	LMS
Letter of intent	LOI

Terms with Letter M – O

Terms of Commerce	Abbreviations
Maximum Retail Price	MRP
Maintenance, Repair, and Operations	MRO
Memorandum of understanding	MPC
Marginal propensity to consume	MPC
Monopoly and Restrictive Trade Practices	M RTP
Not To Exceed	NTE
Net Present Value	NPV
Non-performing loan	NPL
Non-Performing Asset	NPA
Net Operating Profit After Tax	NOPAT
Net Operating Income	NOI
Net Operating Assets	NOA
Net Asset Value	NAV
New York Mercantile Exchange	NYMEX
National Securities Depository Limited	NSDL
National Association of Securities Dealers Automated Quotation	NASDAQ
New York Stock Exchange	NYSE
Over-the-counter (finance)	OTC
On Time in Full	OTIF
Operating Expenditure or Operational Expenditure	OPEX
On Line Tax Accounting System	OLTAS

Terms with Letter P – S

Terms of Commerce	Abbreviations
Permanent Account Number	PAN
Property, plant, and equipment	PP&E
Public-private partnership	PPP
Purchasing power parity	PPP
PowerPoint presentation	PPT
Public Sector Undertakings	PSU

Quality control or Quality costs	QC
Quarter on quarter	QoQ
Quick Review Report	QRR
Reserve Bank of India	RBI
Reserve Bank of Australia	RBA
Retained Earnings	RE
Request for information	RFI
Real Estate Investment Trust	REIT
Request for Proposal	RFP
Request for Quotation	RFQ
Reverse Tranche Position	RTP
Securities and Exchange Board of India	SEBI
Special Drawing Rights	SDR
Securities Transaction Tax	STT
Small and Medium Enterprises	SME
Securities and Exchange Commission	SEC
State Cooperative Agriculture and Rural Development Bank	SCARDB
Small Office/Home Office	SOHO
Special Drawing Rights	SDR
Standard Operating Procedure	SOP

Terms with Letter T – Z

Terms of Commerce	Abbreviations
Tax Deduction and Collection Account Number	TAN
Tax Information Network	TIN
Terms and Conditions	Ts & Cs
Total Quality Management	TQM
Total Shareholder Return	TSR
Trailing Twelve Months	TTM
Tax Deduction at Source	TDS
Time Value of Money	TVM
Unique Selling Proposition	USP
Unified Payment Interface	UPI
United Nations Conference on Trade and Development	UNCTAD
Value Added Tax	VAT
Value-Added Distributor	VAD
Venture Capital	VC
Value at Risk	VaR
Value-Added Reseller	VAR
Withholding Tax	WHT
Working Group on Money Supply	WGMS
World Trade Organization	WTO
Yield to Maturity	YTM
Year-to-go	YTG

Year-to-date	YTD
Year-over-year	YOY
Zero Based Budgeting	ZBB

Abbreviations Related to E-commerce

- AVS - Address Verification Service
- API - Application Programming Interface
- B2B - Business to Business
- B2C - Business to Consumer
- CSV - Comma Separated Values
- CRO - Conversion Rate Optimization
- CMS – Content Management System
- COS - Content Optimization System
- CRM - Customer Relationship Management
- CLV - Customer Lifetime Value
- CAC - Customer Acquisition Cost
- KPI - Key Performance Indicator
- m Commerce - mobile commerce
- MBR - Monthly Recurring Revenue
- NPS - Net Promoter Score
- PPC - Pay-Per-Click marketing
- POS - Point-of-Sale
- QR Code - Quick Response Code
- SEO - Search Engine Optimization
- SERP – Search engine results page
- SLA - Service Level Agreement
- SKU - Stock Keeping Unit
- SaaS - Software as a Service