Course: MGT 360
Title: Management and Organizational Behavior (3 units)

“All wisdom is rooted in learning to call things by the right name.”
---Confucious (c. 500 B.C.)

Purpose

The purpose of this document is to help students understand the level of vocabulary that is required to succeed in this course. This list is especially helpful to those motivated students striving to master the English language.

Each semester in MGT 360, I assign an end-of-semester book report for a book located in a relevant section in the CSUN Library. As part of the book report, each student is required to identify, define, and use in a sentence, two terms, including phrases or acronyms, that the student didn’t know previously. The following are those terms. Words with similar roots are not duplicated. I began this assignment in Fall, 2006.

Frequently-cited Words

The following are terms that students have identified more than once.

<table>
<thead>
<tr>
<th>Number of citations</th>
<th>Word</th>
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<tbody>
<tr>
<td>6</td>
<td>synergy</td>
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<td>5</td>
<td>paradigm</td>
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<tr>
<td>4</td>
<td>acrimonious, axiom, benchmark, and convergent</td>
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<td>3</td>
<td>analogous, attunement, cadre, congruent, elicit, fiefdom, idiosyncratic, ostensibly, panacea, pertinent, pragmatic, proliferation, remuneration, ubiquitous, and veritable</td>
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<td>2</td>
<td>adhocracy, aggregate, aggrandizement, altruism, ameliorate, amygdala, antagonism, assertive, asynchronous, autocratic, burgeoning, cantankerous, complacency, continuum, corollary, cynic, debacle, demystify, disintermediation, disseminate, empirical, espouse, ethos, exacerbated, feign, folly, gumption, gunnysack holistic, ingenuity, keiretsu (Japanese), knowledge worker, inexorable, inextricable, lethargic, litany, mnemonic, plethora, procurement, reciprocity, reprimand, reticent, routinization, sabbatical, sanguine, self-effacing, staggering, stultifying, tantamount, tenacious, thwart, triad, usurp, vicarious, and vicissitudes</td>
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<td>Assimilate</td>
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Condign
Conglomerate
Congruent
Consensus
Consortia
Consortium
Consternation
Constituent
Constitute
Contagion
Contingency
Continuum
Contrarian
Contravene
Convergent
Conviviality
Coquette
Corollary
Cosmopolitan
Counter-productive
Counter-transference
Courted
Coveted
Credenza
Credo
Critical-Incident
Cross-functionally
Cross-wise
Crowd-sourcing
Crucible
Crux
Culpability
Cultivate
Cumbersome
Cunning
Curiosity
Curmudgeon
Cursory
Curtail
Cusp
Cyber-slacking
Cyber-squatting
Cyclical
Cynic
Dashboard
Daunting
Debacle
Debilitates
Deluge
Decipher
Deifies
Delegation
Delirium
Delve
Demarcation
Demythify
Denning
Desecrate
Deuce
Dexterity
Discordant
Discourse
Disingenuously
Disintermediation
Disparate
Disseminate
Dissenters
Dissonance
Dithering
Divergent
Divestiture
Divesting
Dogmatic
Domineering
Double-cross
Drudgery
Duly
Duress
Dynamic
Earmark
Ebulliently
Echelon
Effervescence
Efficacious
Egalitarian
Egregious
Élan (French)
Elicit
Emblazed
Empirical
Empowerment
Emulate
Enamored
Encasement
Encroacher
Enculturation
Encumber
Endowed
Engender
Ennui
Enshrined
Entrenched
Entrepreneur
Environmentalism
Envisaged
Epitome
Equanimity
Err
Eschew
Espouse
Ethnocentrism
Ethnography
Ethno-methodology
Ethos
Euphemism
Evangelism
Evanescent
Evoked
Exalted
Exacerbated
Exasperation
Exemplified
Exhortation
Expatiate
Extemporaneous
Extraneous
Extranet
Extrapolate
Extrusion
Facilitation
Fagin
Fait accompli (French)
Fastidious
Feign
Mentor

Mercosur (Spanish)

Mercurial

Meritocracy

Mesmerized

Meta-tags

Metanoia

Meticulous

Microcosm

Mimicking

Mimeograph

Ministry

Minutiae

Misanthropic

Misnomer

Mitigating

Mnemonic

Modus operandi (Latin)

Mono-chronic

Monolithic

Moribundity

Morass

Motivate

Multi-domestic

Mnemonics

Multifarious

Mundane

Muskets

Mystique

Narcissism

Nefarious

Neoteny

Nepotism

Newsgroup

Niching

Nimbly

Nifty-Fifty

Nomadic

Nosedive

Obfuscate

Obituary

Obsolescence

Obstinacy

Obstreperous

Odium

Offshoring

Omnipotent

Onomatopoeia

Ontology

Onus

Oppressor

Orchestrated

Oscillate

Ossification

Ostensibly

Ostracize

Obstreperous

Outplacement

Outsourcing

Outstrip

Overage

Palpitate

Paltry

Panacea

Pandemic

Panoptic

Paradigm

Paradoxically

Parameter

Parity

Parley

Parochial

Passive-aggressive

Patent

Peccadillo

Pedant

Penny-ante

Perennial

Pernicious

Pertinent

Perverse

Pesky

Phalanx

Phenomena

Philanthropic

Phishing

Photovoltaic

Pinnacle

Pitfall

Platitude

Plthora

Plodding
Quarrel

Quid pro quo (Latin)

Quintessential

Quixotic

Raider

Ramrod

Raconteur

Rancorous

Rapport

Rascality

Ravenous

Raving

Recalcitrant

Receptive

Recidivism

Reciprocity

Recombinant

Recommence

Referent

Reflectivity

Reflexivity

Regal

Reinvigorate

Remedy

Remonetization

Remuneration

Repatriation

Reprisal

Repudiation

Repression

Requisition

Resilience

Resound

Reticent

Retention

Reticence

Retrofit

Rhetoric

Rigmarole

Rigidity

Routinization

Rudiments

Ruminating

Sabbatical

Sacrosanct

Sagacity

Salient

Sanguine

Sapped

Sardonic

Scapegoat

Schism

Schmoozing (Yiddish)

Scotched

Scotoma

Scylla (Latin)

Sedentary

Self-actualization

Self-aggrandizing

Self-dependence

Self-effacing

Self-efficacy

Seditious

Semblance

Sensitivity

Sequester

Serendipity

Shabbat (Hebrew)

Sloughed

Snafu

Socio-critical

Spade

Spittoon

Staggering

Stagnation

Stalemate

Stimulating

Stipend

Stratification

Strewn

Stringent

Stroking

Stultifying

Stymied

Subversion

Succession

Succinctly

Super-ordinate

Supplanted

Surmised

Susceptibility

Syllogism

Synchronization

Syndicate

Synergy

Synopsis

Systematize

Tabulating

Tacturn

Taming

Tantamount

Telecommunications

Teleology

Telemetry

Tenacious

Tenure

Tinkering

Top-grading

Tortuous

Tradecraft

Transcend

Transference

Transient

Transparency

Transient

Translucent

Trenchant

Triad

Trite

Trolling

Twart

Tyranny

Upheaval

Ubiquitous

Unassailable

Undaunted

Undergird

Underpinning

Unduly

Unflappable

Unionism
Untenable
Usurp
Utopian
Valence
Vacillating
Veer
Vehement
Venal
Veneer
Verisimilitude
Veritable
Versatility
Vestigial
Vetted
Vicarious
Viscerally
Vicissitudes
Voluminous
Whilst
Winnow
Wreaked
Zealous
Zeitgeist (German)

Phrases
Adversary participation
After-action learning
Baldridge-centric
Behavioral science
Boundary condition
Buzz marketing
Capital spending plan
Change agent
Chief hacking officer
Colloquial language
Conference calling
Cognitive restructuring
Conscience evolution
Craft organization
Cradle-to-grave
Creative imitation
Cult branding
Culture affinity
Cycle Time
Deep decision
Diseconomies of scale
Dry run
Entanglement strategy
Even keel
Faulty attribution
Feminization of poverty
Focus strategy
Fracture Lines
Frame-bending change
Fully-amortized loan
Game theory
Incremental change
Janusian thinking
Job sharing
Knowledge worker
Knowledge society
Koi metaphor
Lead Management
Lead Time
Leverage Ratio
Ming-boggling
News Aggregators
Nominal partner
Organized abandonment
Perceptual biases
Predatory pricing
Profit center
Pygmalion effect
Pyrrhic victory
Quality circle
Rabble rousing
Secular rationality
Sequencing strategy
Serial independence
Silent partner
Social capital
Strategic capital
Strategic dashboard
Strategic fit
Symbolic Interactionism
Tangible relatedness
Vested interest
Vertical thinking
Volatility

Acronyms
BATNA (best alternative to a negotiated agreement)
CRM (customer relationship management)
MBO (management by objectives)
PES (positive explanatory style)
R&D (research and development)
WIIFM (what’s in it for me)