

Vocabulary Builder
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[updated: Friday, July 2, 2010]

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. In general, 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.

Number of citations	Word
12	paradigm
11	
10	
9	
8	
7	synergy
6	remuneration
5	acrimonious, axiom, congruent, convergent, hubris, idiosyncratic, reprimand, ubiquitous
4	autocratic, benchmark, burgeoning, elicit, exacerbate, fiefdom, ostensibly, panacea, pertinent, pragmatic, reciprocity, usurp
3	adhocracy, aggrandizement, ambivalent, arduous, altruism, analogous, attrition, attunement, bureaucratic, cadre, competency, complacency, conglomerate, consortium, constituent, continuum, debacle, empowerment, ephemeral, espouse, ethos, forlorn, gunnysack, inextricable, infallibility,

	myriad, obsolescence, proliferation, reflexivity, resilience, routinization, stultifying, veritable
2	abdicate, <i>ad hoc</i> (Latin), aggregate, ameliorate, amiable, amygdale, anathema, antagonism, aplomb, aspiration, assertive, astute, asynchronous, bandwidth, cantankerous, catharsis, chagrin, cogent, competence, contingency, corollary, cosmopolitan, credo, cumbersome, cynic, delegation, delve, demystify, dichotomy, disintermediation, disseminate, dissonance, echelon, effervescence, egalitarian, emanate, exemplary, empirical, emulate, enamored, encompass, encroacher, engender, epitome, exhortation, facilitate, feign, folly, formidable, <i>gestalt</i> (German), gnash, gumption, heterogeneous, holistic, hone, impetus, impropriety, incongruous, iconoclast, imbue, indexicality, indoctrination, inexorable, ingenuity, innovation, innuendo, insurmountable, intrapreneur, intrinsic, <i>keiretsu</i> (Japanese), knowledge worker, kinesthetic, labyrinthine, laity, lattice, lethargic, litany, lucid, magnanimity, megalomania, meticulous, milestone, mnemonic, myopia, nepotism, niche, obstreperous, ontology, oscillate, ossify, paradox, philanthropic, plethora, poignant, portend, posteriority, procurement, proprietary, rapport, reckon, reinvigorate, repudiation, reticent, rigmarole, rudiments, ruminant, sabbatical, salient, sanguine, self-effacing, slough, staggering, stalemate, stewardship, stratification, syllogism, synthesis, taciturn, tantamount, taxonomy, tenacious, tenure, thwart, transference, transient, transparency, triad, tyranny, untenable, vehement, vicarious, vicissitudes, zeal

Terms

The following are terms that students have identified once.

Abatement	Adept	Aloof
Abberation	Adherent	Ambiguous
Abeyance	Adjudicator	Ambiguity
Abhorrence	Adjunct	Angst
Ability	Admonish	Antiquate
Abreast	Admonition	Apathy
Abolition	Adroit	Aggregate
Abstemious	Adulation	Agnostic
Abundance	Adversary	Amorphous
Accelerate	Advocation	Anachronisms
Acclimatization	Affiliate	Anecdote
Accoutrements	Affinity	Anointed
Accretive	Aficionado	Anomalies
Acculturation	Albatross	Anthropomorphic
Acquiesce	Alchemy	Antipathy
Acquisition	Albeit	Antiphon
Acumen	All-encompassing	Aphorism
<i>Ad nauseum</i> (Latin)	Allegory	Apologia

Appalling	Bottleneck	Compelling
Appraisal	Brevity	Complacent
Approach	Broadband	Compromising
Aptitude	Buoy	Compulsory
Arcane	Bureau-pathology	Concatenation
Archetype	Burnishing	Concessions
Ardently	Burnout	Concomitant
Articulate	Busyness	Concubines
Ascertaining	Butting	Concurrence
Aspersions	Cabals	Condign
Assertions	Cajoles	Consensus
Assessments	Candidly	Consternation
Assimilate	Candor	Consummate
Astragalus	Caucus	Contiguity
Atavistic	Captivate	Constitute
<i>Attaché (French)</i>	Catalyst	Contagion
Attenuated	<i>Caveat emptor (Latin)</i>	Contentious
<i>Au courant (French)</i>	Chaos	Contrarian
Auditories	Charisma	Contravene
Authenticity	<i>Charybdis (Latin)</i>	Conversely
Autonomy	Chasm	Conviviality
Aversion	Chastise	Coquette
Avert	Chit	Core
Avowal	Chronemics	Counter-cyclical
Avuncular	<i>Chutzpah (Yiddish)</i>	Counter-productive
Backwardation	Cirrhosis	Counter-transference
Bastion	Circumspectly	Courted
Begrudge	Circumvent	Coveted
Behemoth	Clamoring	Credenza
Beleaguered	Clannish	Critical-Incident
Belie	Cliché	Cross-functionally
Belittled	Coalesce	Cross-wise
Bemoan	Coalition	Crowd-sourcing
Benevolent	Codger	Crucible
Bereft	Cognitive	Crux
Beset	Cognizant	Cryptomenesia
Bestowed	Cohesion	Culpability
Bio-logic	Collateral	Cultivate
Binging	Collegiality	Cunning
Blanched	Collaboration	Curiosity
Blitz	Colloquial	Curmudgeon
Blurriness	Collusion	Cursory
Bogged	Commiserate	Curtail
Bolster	Commitment	Cusp
Bombastic	Camouflage	Cyber-slacking
Boorishness	Compartmentalization	Cyber-squatting

Cyclical	Double-cross	Euphemism
Cynicism	Dovetail	Evangelism
Dashboard	Drudgery	Evanescence
Daunting	Duly	Evoked
Debilitates	Dumbfound	Exalted
Debunk	Duplicitous	Exasperation
Deluge	Duress	Executive
Decipher	Dynamic	Exemplified
Decry	Dynamism	Expatriate
Deifies	Earmark	Extemporaneous
Defile	Ebulliently	Extraneous
Delineated	Edification	Extranet
Delirium	Efficacious	Extrapolate
Demarcation	Effrontery	Extrusion
Democratizing	Egocentric	Fagin
Demonstrably	Egregious	<i>Fait accompli (French)</i>
Demur	<i>Élan (French)</i>	Fastidious
Denning	Eloquent	Feasibility
Deplorable	Emblazed	Ferret
Deportment	Embodiment	Featherbedding
Desecrate	Eminence	Filial
Despotism	Eminently	Fisticuff
Deterred	Empathy	Flexiplace
Detrimental	Enculturation	Flexographic
Deuce	Encumber	Flog
Deviant	Endogenous	Flouridation
Dexterity	Endowed	Flow
Devastate	Enmeshed	Foci
Didactic	Ennobling	Fodder
Disavowal	Ennui	Followership
Discerned	Enshrined	Fomenting
Disciplined	Entangle	Forecasting
Disconcerted	Enthralled	Fortuitous
Discordant	Entrenched	Frank
Discourse	Entrepreneur	Fratricidal
Disingenuously	Environmentalism	Freeloader
Dismal	Envisaged	Fructify
Disparate	Eponymous	Furrier
Dissenters	Equanimity	Gadfly
Dissertation	Eradicate	Gamesmanship
Dithering	Err	Gamut
Divergent	Eschew	Garner
Divestiture	Ethnocentrism	Gauging
Divesting	Ethnography	Generic
Dogmatic	Ethno-methodology	Genesis
Domineering	Etiquette	Germane

Gild	Indolent	Kinesthesia
Glitter	Inducement	Knowledge
Grafting	Indulgent	<i>Krona (Swedish)</i>
Grandiose	Industrialist	<i>Kvetch (Yiddish)</i>
Greedy	Ineffable	Laggard
Gregarious	Inertia	Lament
Gridlock	Inevitable	Languish
Gruff	Infomediary	Largesse
Grumbles	Inherent	Lassitude
Guile	Inhibit	Laxity
Gyroscopic	Inimical	Leader
Habadasher	Inimitable	Leadership
Haggle	Innocuous	Legitimacy
Haphazardly	Innumerate	Lexicon
Haptics	Inordinate	Liaison
Harangue	Inquisitive	Lilliputian
Harbinger	Insatiable	Litigation
Hearken	Insidious	Litigious
Heresy	Integrative	Litigiousness
Hermeneutic	Integrity	Malevolence
Heuristic	Interference	Malice
Hindered	Interloper	Matrix
<i>Hito (Japanese)</i>	Intra-group	Maxim
Hodgepodge	Intractability	<i>Mano (Japanese)</i>
Homestead	Intranet	Malfeasance
<i>Hoshin (Japanese)</i>	Intransigent	Manager
Hosiery	Intrapreneurship	Mantra
Husky	Intermittency	<i>Maquiladora (Spanish)</i>
Hyper-reality	Interoperable	Marauding
<i>I ching (Chinese)</i>	Intonation	Marginality
Immense	Intransigent	Maverick
Imperative	Introspection	Megalopolis
Impinge	Inundated	<i>Mélange (French)</i>
Implementation	Irascible	Melee
Imprimatur	Iteration	Meme
Inadvertently	Iterative	Memo
Incessantly	Jettison	Meta-cognition
Inchaoate	Jibe	Metamorphose
Incommensurable	Jostle	Mentor
Incredulous	Juxtaposition	<i>Mercosur (Spanish)</i>
Increment	<i>Kaikaku (Japanese)</i>	Mercurial
Incumbent	<i>Kaizen (Japanese)</i>	Meritocracy
Indecision	Kaleidoscope	Meritorious
Indelible	<i>Kanban (Japanese)</i>	Mesmerized
Indemnification	<i>Kane (Japanese)</i>	Messianic
Indispensability	Kinesics	Meta-tags

Metanoia	Onomatopoeia	Pilloried
Microcosm	Onus	Pinnacle
Milieu	Oppressor	Pitfall
Militate	Oracle	Pizzazz
Mimicking	Orchestrate	Placate
Mimeograph	Ostracize	Platitude
Minion	<i>Ouruboros (Greek)</i>	Plodding
Ministry	Outplacement	Plough
Minutiae	Outsourcing	Plutocracy
Misanthropic	Outstrip	Politicking
Misnomer	Overage	Poltroon
Mitigating	Palpitate	Pollyanna
Mnemonic	Paltry	Poly-chronic
Modular	Pandemic	Polymath
<i>Modus operandi (Latin)</i>	Pandit	Posit
Mono-chronic	Panoptic	Post-Capitalism
Monolithic	Paralanguage	Postscript
Moribundity	Paralysis	Postulates
Morass	Parameter	Praise
Motivate	Parity	Precipitously
Multi-domestic	Parley	Preeminent
Multidimensional	Parochial	Premising
Multifarious	Parsimonious	Preordained
Mundane	Participative	Preposterous
Muskets	Paucity	Prepotent
Mystique	Passive-aggressive	Presuppositions
Narcissism	Patent	Primal
Nascent	Pathology	Privy
Nefarious	Peccadillo	Procrastinators
Negotiation	Pedant	Probe
Neoteny	Penchant	Proffer
Netiquette	Penny-ante	Proficient
Newsgroup	<i>Per diem (Latin)</i>	Profligate
Nimbly	Perception	Progenitor
Nifty-Fifty	Perennial	Prognostic
Nomadic	Perfunctory	Proletariat
Nosedive	Permutation	Prominent
Nurture	Pernicious	Promulgate
Obfuscate	Persister	Propensity
Obituary	Perverse	Prophecy
Obstacle	Pesky	Propriety
Obstinacy	Phalanx	Protracted
Odium	<i>Pharmakos (Greek)</i>	Proviso
Offshoring	Phenomena	Precarious
Ombudsman	Phishing	Procurement
Omnipotent	Photovoltaic	Prodigious

Prodrome	Requisition	Spittoon
Proliferation	Resound	Stagnation
Promulgate	Retention	Sterile
Proprietary	Reticence	Stimulating
Proselytizing	Retrofit	Stipend
Proverbial	Revamp	Stoicism
Proxemics	Rhetoric	Strewn
Proximity	Rigidity	Stringent
Pseudo-certainty	Robust	Stroking
Psyche	Sacrosanct	Stymied
Pundit	Sagacity	Subdued
Pygmalion	Sapped	Subordinate
Pyramiding	Sarcasm	Substantiate
Qualitative	Sardonic	Subversion
Quandary	Scapegoat	Succession
Quantitative	Scarce	Successor
Quarrel	Schism	Succinctly
Quasi-quantitative	<i>Schmoozing (Yiddish)</i>	Super-ordinate
<i>Quid pro quo (Latin)</i>	Scotched	Supremacy
Quintessential	Scotoma	Supplanted
Quixotic	Scrutinize	Surmised
Raider	<i>Scylla (Latin)</i>	Surreptitiously
Ramrod	Sedentary	Susceptibility
Raconteur	Seismic	Synchronization
Rancorous	Self-actualization	Syncretism
Rapacious	Self-aggrandizing	Syndicate
Rascality	Self-dependence	Synopsis
Ravenous	Self-efficacy	Synopticon
Raving	Seditious	Systematize
Realm	Semblance	Tabulating
Recalcitrant	Sensitivity	Tacit
Receptive	Sequester	Taming
Recidivism	Serendipity	Tautology
Reciprocal	<i>Shabbat (Hebrew)</i>	Technocrat
Recombinant	Shoddy	Telecommunications
Recommence	Sieve	Telematics
Referent	Silos	Teleology
Reflectivity	<i>Sin quo non (Latin)</i>	Teleonomy
Regal	Skivvies	Temerity
Regression	Slanting	Tenable
Remedy	Slovenliness	Tenacity
Remonetization	Smolder	Tenet
Repatriation	Snafu	Terse
Repatory	Socio-critical	Thematic
Reprisal	Socioemotional	Threshold
Repression	Spade	Tinkering

Top-grading
Tortuous
Tradecraft
Trait
Transcend
Transient
Translucent
Trenchant
Trite
Trolling
Upheaval
Unassailable
Uncanny
Undaunted
Undergird
Underpinning
Unduly
Unflappable
Unhampered
Unilateralism
Unionism
Unleashing
Unorthodox
Unsubstantiated
Unsullied
Utopian
Vacuity
Valence
Vacillating
Veer
Venal
Veneer
Verisimilitude
Versatility
Vestigial
Vetted
Vexed
Vigilant
Viscerally
Vision
Vis-à-vis (French)
Vivid
Voluminous
Wa (Japanese)
Whilst
Whistleblower

Wield
Winnow
Wreaked
Zapping
Zeitgeist (German)

Phrases

Adversary participation
Affirmative Action
After-action learning
Baldrige-centric
Behavioral science
Boundary condition
Buzz marketing
Capital spending plan
Change agent
Chief hacking officer
Collectivist cultures
Colloquial language
Conference calling
Cognitive restructuring
Conscience evolution
Craft organization
Cradle-to-grave
Crawford slip writing
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
Greenmail
Halo effect
High stakes
Incremental change

Integration marketing
Janusian thinking
Job blindness
Job sharing
Knowledge society
Koi (Japanese)
metaphor
Lead management
Lead time
Leverage ratio
Litmus test
Maginot (French) Line
Meta-grumbles
Ming-boggling
News Aggregators
Nominal partner
One-upmanship
Open source
Operations research
Organized abandonment
Power-base
Power coalitions
Perceptual biases
Predatory pricing
Process consultant
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
System integrator
Tangible relatedness
Venture
Vested interest
Vertical integration
Vertical society
Vertical thinking

Volatility
Work-out
Work-product

Acronyms

501c3 (federal-exempt
non-profit organization)

BATNA (best
alternative to a
negotiated agreement)

CRM (customer
relationship
management)

MBO (management by
objectives)

PES (positive
explanatory style)

R&D (research and
development)

SBA (small business
administration)

WIIFM (what's in it for
me)