

Vocabulary Builder
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[updated: Monday, October 10, 2011]

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
19	paradigm
18	
17	
16	
15	
14	
13	
12	
11	synergy
10	
9	
8	idiosyncratic
7	axiom
6	congruent, panacea, remuneration, ubiquitous, usurp
5	acrimonious, autonomy, benchmark, bureaucratic, convergent, elicit,

	empowerment, hubris, ostensibly, reciprocity, reprimand
4	adhocracy, aggrandize, autocratic, burgeoning, complacency, competent, constituent, espouse, exacerbate, fiefdom, incongruous, infallibility, myriad, paradox, pertinent, pragmatic, proliferate, rapport, reflexivity, resilience, salient, veritable
3	adversary, ambivalent, ameliorate, arduous, altruism, analogous, aphorism, astute, attrition, attunement, cadre, chagrin, conglomerate, consortium, continuum, cynic, debacle, delegation, dichotomy, didactic, disparate, dogma, drudgery, echelon, efficacious, egregious, enamored, ephemeral, emulate, ethos, forlorn, gunnysack, indexicality, inexorable, inextricable, innovation, insurmountable, interdependent, intrapreneur, <i>kaizen</i> (<i>Japanese</i>), kinesthetic, lattice, nepotism, niche, obsolescence, procurement, proprietary, routinization, sabbatical, stratification, stultifying, zeal
2	abdicate, accelerate, <i>ad hoc</i> (<i>Latin</i>), aggregate, albeit, ambiguity, amiable, amalgam, amygdale, anathema, antagonism, apathy, aplomb, aspiration, assertive, asynchronous, authenticity, bandwidth, buttressing, cantankerous, catharsis, centrifugal, <i>chutzpah</i> (<i>Yiddish</i>), clannish, coalition, cogent, cognizant, competence, contingency, corollary, cosmopolitan, credo, cumbersome, delve, demystify, detriment, dilettante, disintermediation, disseminate, dissenters, dissonance, divergent, effervescence, egalitarian, elucidate, emanate, empathy, empirical, encompass, encroacher, engender, epitome, equanimity, eschew, exemplary, exhortation, facilitate, feign, folly, foment, formidable, <i>gestalt</i> (<i>German</i>), gnash, grandiose, gumption, heterogeneous, holistic, hone, <i>hoshin</i> (<i>Japanese</i>), impetus, impropriety, iconoclast, imbue, impinge, indoctrination, ingenuity, innuendo, intrinsic, introspection, inundated, iterative, iteration, <i>keiretsu</i> (<i>Japanese</i>), knowledge worker, labyrinthine, laity, lament, lethargic, litany, lucid, magnanimity, maxim, megalomania, malfeasance <i>mercosur</i> (<i>Spanish</i>), meticulous, milestone, mnemonic, monolithic, myopia, nefarious, nuance, obstreperous, ontology, oscillate, ossify, parity, perfunctory, pernicious, philanthropic, plethora, poignant, portend, posteriority, precarious, precipitously, preeminent, premise, profit center, promulgate, proselytism, pundit, quandary, <i>raison d'être</i> (<i>French</i>), reckon, reinvigorate, repudiation, reticent, rigmarole, rudiments, ruminant, sanguine, sarcasm, self-aggrandizing, self-effacing, self-efficacy, <i>sin quo non</i> (<i>Latin</i>), slanting, slough, slovenliness, staggering, stalemate, stewardship, succinctly, syllogism, synchronization, syndicate, synthesis, tabulating, tacit, taciturn, tantamount, taxonomy, tenacious, tenure, thwart, transference, transient, transparency, triad, tyranny, unscrupulous, untenable, vacillating, vehement, vicarious, vicissitudes, <i>Vis-à-vis</i> (<i>French</i>), vision, volatility

Terms

The following are terms that students have identified once.

Abatement	Anointed	Bemoan
Abberation	Anomalies	Benevolent
Abeyance	Anomalous	Bereft
Abhorrence	Anthropomorphic	Beset
Ability	Antipathy	Bestowed
Abreast	Antiphon	Bio-logic
Abolition	Apologia	Binging
Abrasive	Appalling	Blanched
Abstemious	Appraisal	Blitz
Abundance	Approach	Blurriness
Acclimatization	Aptitude	Bogged
Accoutrements	Arbitrageurs	Bolster
Accretive	Arbitration	Bombastic
Acculturation	Arcane	Boorishness
Acquiesce	Archetype	Bottleneck
Acquired	Ardently	Brevity
Acquisition	Articulate	Broadband
Acumen	Ascertaining	Bromide
<i>Ad nauseum (Latin)</i>	Aspersions	Buoy
Adept	Assertions	Bureau-pathology
Adherent	Assessments	Burnishing
Adjudicator	Assimilate	Burnout
Adjunct	Astragalus	Bushwack
Admonish	Atavistic	Busyness
Admonition	<i>Attaché (French)</i>	Butting
Adroit	Attenuated	Cabals
Adulation	Autopoiesis	Cajoles
Advent	<i>Au courant (French)</i>	Cameralism
Advocation	Auditories	Candidly
Affiliate	Augur	Candor
Affinity	Aversion	Caucus
Aficionado	Avert	Captivate
Albatross	Avowal	Catalyst
Alchemy	Avuncular	Caveat
Alienated	Backwardation	Chaos
All-encompassing	Balk	Charisma
Allegory	Banal	<i>Charybdis (Latin)</i>
Aloof	Bastion	Chasm
Angst	Beckon	Chastise
Antiquate	Beget	Chit
Aggregate	Begrudge	Chronemics
Agnostic	Behemoth	Cirrhosis
Amorphous	Beleaguered	Circumspectly
Anachronisms	Belie	Circumvent
Anecdote	Belittled	Clamoring

Clandestine
Cliché
Coalesce
Codger
Coercive
Cogitate
Cognitive
Coherent
Cohesion
Cohort
Collateral
Collegiality
Collaboration
Colloquial
Collusion
Commiserate
Commitment
Camouflage
Compartmentalization
Compelling
Complacent
Composure
Compromising
Compulsory
Concatenation
Concessions
Concomitant
Concubines
Concurrence
Co-determination
Condign
Confectionary
Connoisseur
Consensus
Consolidate
Consternation
Consummate
Constitute
Contagion
Contemplation
Contentious
Contextual
Contiguity
Contraband
Contradict
Contrarian

Contravene
Convalesced
Conversely
Conviviality
Copiously
Coquette
Core
Counter-cyclical
Counter-productive
Counter-purchase
Counter-transference
Courtied
Coveted
Credenza
Crestfallen
Critical-incident
Cronyism
Cross-docking
Cross-functionally
Cross-wise
Crowd-sourcing
Crucible
Crumudgeonly
Crux
Cryptomenesia
Culpability
Cultivate
Cunning
Curiosity
Curmudgeon
Cursory
Curtail
Cusp
Cyber-slacking
Cyber-squatting
Cyclical
Cynicism
Dashboard
Daunting
Debilitates
Debunk
Decentralization
Decipher
Decry
Deifies
Deference

Defile
Delineated
Delirium
Deluge
Demarcation
Democratizing
Demonstrably
Demur
Denning
Deplorable
Department
Derelict
Desecrate
Desideratum
Despotism
Deterred
Deuce
Deviant
Dexterity
Devastate
Diagnose
Dickensian
Disavowal
Discerned
Disciplined
Disconcerted
Discordant
Discourse
Disingenuously
Disintegrate
Dismal
Dispensation
Dissembling
Dissertation
Dithering
Divestiture
Divesting
Doldrum
Domineering
Double-cross
Dovetail
Duality
Duly
Dumbfound
Duplicitous
Duress

Dynamic
Dynamism
Earmark
Ebulliently
Ecclesiastical
Ecletic
Edification
Effrontery
Egocentric
Élan (French)
Elixir
Eloquent
Emblazed
Embodiment
Eminence
Eminently
Emulation
Enculturation
Encumber
Endogenous
Endowed
Enmeshed
Ennobling
Ennui
Enshrined
Entangle
Enthralled
Entrenched
Entrepreneur
Environmentalism
Envisaged
Eponymous
Eradicate
Err
Esoteric
Esprit (French)
Ethnocentrism
Ethnography
Ethno-methodology
Etiquette
Euphemism
Evangelism
Evanescent
Evoked
Exalted
Exasperation

Executive
Exemplified
Exodus
Expatriate
Extemporaneous
Extraneous
Extranet
Extrapolate
Externalization
Extrusion
Fagin
Fait accompli (French)
Fastidious
Feasibility
Featherbedding
Ferret
Fervor
Filial
Fisticuff
Flexiplace
Flexographic
Flog
Floodgate
Flouridation
Flow
Foci
Fodder
Followership
Forecasting
Fortuitous
Frank
Fratricidal
Freeloader
Fructify
Furrier
Gadfly
Gamesmanship
Gamut
Garner
Gauging
Generic
Genesis
Germane
Gild
Glitter
Grafting

Greedy
Gregarious
Gridlock
Gruff
Grumbles
Guile
Gulag
Gustatory
Gyroscopic
Habadasher
Haggle
Haphazardly
Haptics
Harangue
Harbinger
Hearken
Heritability
Heresy
Hermeneutic
Heuristic
Hindered
Hitherto
Hito (Japanese)
Hodgepodge
Homestead
Homogeneity
Homophily
Hosiery
Husky
Hyper-reality
Hypervigilant
Hypocrisy
I ching (Chinese)
Illuminate
Immense
Imperative
Impertinent
Implementation
Imprimatur
Impunity
Inadvertently
Incessantly
Inchaoate
Inclination
Incommensurable
Incredulous

Increment	Jargon	Mediocre
Incumbent	Jettison	Megalopolis
Indecision	Jibe	<i>Mélange (French)</i>
Indelible	Jolt	Melee
Indemnification	Jostle	Meme
Indignant	Juxtaposition	Memo
Indispensability	<i>Kaikaku (Japanese)</i>	Meta-cognition
Indolent	Kaleidoscope	Metamorphose
Inducement	<i>Kanban (Japanese)</i>	Mentor
Induction	<i>Kane (Japanese)</i>	Mercurial
Indulgent	Kinesics	Meritocracy
Industrialist	Kinesthesia	Meritorious
Ineffable	Knowledge	Mesmerized
Inertia	<i>Krona (Swedish)</i>	Messianic
Inevitable	<i>Kvetch (Yiddish)</i>	Meta-tags
Infomediary	Laggard	Metanoia
Inherent	Languish	Microcosm
Inhibit	Largesse	Micro-management
Inimical	Lassitude	Milieu
Inimitable	Laterally	Militate
Innocuous	Laudable	Mimicking
Innumerate	Laxity	Mimeograph
Inordinate	Leader	Mindful
Inquisitive	Leadership	Minion
Insatiable	Legitimacy	Ministry
Insidious	Lexicon	Minutiae
Insurrection	Liaison	Misanthropic
Integrative	Lien	Misnomer
Integrity	Lilliputian	Mitigating
Interference	Litigation	Mnemonic
Interloper	Litigious	Modicum
Intermediaries	Litigiousness	Modular
Intermittency	Localitis	<i>Modus operandi (Latin)</i>
Internalization	Malevolence	Mono-chronic
Internecine	Malice	Moot
Interoperable	Matrix	Moralize
Intra-group	Maneuvering	Morass
Intractability	<i>Mano (Japanese)</i>	Moratorium
Intranet	Manager	Moribundity
Intransigent	Manipulation	Morass
Intrapreneurship	Mantra	Motivate
Intrapsychically	<i>Maquiladora (Spanish)</i>	Mulling
Intonation	Marauding	Multi-domestic
Intransigent	Marginality	Multidimensional
Intricate	Master	Multifarious
Irascible	Maverick	Mundane

Muskets
Mystique
Narcissism
Nascent
Naysayer
Negotiation
Neoteny
Netiquette
Newfangled
Newsgroup
Nimbly
Nifty-Fifty
Nomadic
Nosedive
Nurture
Obfuscate
Obituary
Oblige
Obscene
Obstacle
Obstinancy
Odium
Offshoring
Ombudsman
Omnipotent
Onerous
Onomatopoeia
Onus
Onward
Oppressor
Opulence
Oracle
Orchestrate
Orgmind
Ostracize
Ouruboros (Greek)
Outplacement
Outsourcing
Outstrip
Overage
Pall
Palpable
Palpitate
Paltry
Pandemic
Pandit

Panoptic
Paralanguage
Paralysis
Parameter
Pariah
Parley
Parochial
Parsimonious
Participative
Paucity
Passive-aggressive
Patent
Pathology
Peccadillo
Pedant
Pechant
Penny-ante
Pension
Per diem (Latin)
Perception
Perennial
Permutation
Persister
Persuasive
Petulance
Perverse
Pesky
Phalanx
Pharmakos (Greek)
Phenomena
Phishing
Photovoltaic
Pilferage
Pilloried
Pinnacle
Pitfall
Pizzazz
Placate
Platitude
Plodding
Plough
Plutocracy
Politicking
Poltroon
Pollyanna
Poly-chronic

Polymath
Port (wine)
Posit
Positioning
Post-Capitalism
Postscript
Postulates
Praise
Precept
Predecessor
Preordained
Preposterous
Prepotent
Presuppositions
Primal
Privy
Procrastinators
Probe
Proffer
Proficient
Profligate
Progenitor
Prognostic
Proletariat
Prominent
Progaganda
Propensity
Prophecy
Propriety
Protracted
Proviso
Procurement
Prodigious
Prodrome
Proliferation
Promulgate
Proprietary
Proverbial
Prowess
Proxemics
Proximity
Pseudo-certainty
Psyche
Purposeive
Pygmalion
Pyramiding

Qualitative	Robust	Strewn
Quantitative	Sacrosanct	Stringent
Quarrel	Sagacity	Stroking
Quasi-quantitative	Sapped	Stymied
<i>Quid pro quo (Latin)</i>	Sardonic	Subdued
Quintessential	Scapegoat	Subordinate
Quixotic	Scarce	Subsequent
Raider	Schism	Substantiate
Ramrod	<i>Schmoozing (Yiddish)</i>	Subversion
Raconteur	Scotched	Succession
Rancorous	Scotoma	Successor
Rapacious	Scrutinize	Super-ordinate
Rascality	<i>Scylla (Latin)</i>	Supremacy
Ravenous	Sedentary	Supplanted
Raving	Seismic	Surmised
Realm	Self-actualization	Surmountable
Recalcitrant	Self-dependence	Surreptitiously
Receptive	Seditious	Susceptibility
Recidivism	Segmentalism	Sustenance
Reciprocal	Semblance	Symposium
Recombinant	Seminal	Syncretism
Recommence	Sensitivity	Synopsis
Reconcile	Sensitization	Synopticon
Referent	Sequester	Systematize
Reflectivity	Serendipity	Tactics
Regal	<i>Shabbat (Hebrew)</i>	Talisman
Regimented	Shirk	Taming
Regression	Shoddy	Tantalizing
Remedy	Sieve	Tautology
Remonetization	Silos	Technocrat
Revolutionizing	Skewed	Telecommunications
Repatriation	Skivvies	Telematics
Repatory	Smolder	Teleology
Reprisal	Snafu	Teleonomy
Repression	Socio-critical	Telework
Requisition	Socio-emotional	Telex
Resound	Sophistry	Temerity
Responsibility	Spade	Tenable
Retention	Spittoon	Tenacity
Reticence	Stabilization	Tenet
Retrofit	Stagnation	Terrain
Revamp	Stanford-Binet	Terse
Rhetoric	Sterile	Thematic
Rigamarole	Stimulating	Threshold
Rigidity	Stipend	Tinkering
Riverting	Stoicism	Top-grading

Torquing
Tortuous
Tradecraft
Trait
Transactional
Transcend
Transient
Translucent
Trenchant
Triangulate
Trite
Trolling
Turpitude
Upheaval
Unabashed
Unassailable
Uncanny
Undaunted
Undergird
Undermining
Underpinning
Unduly
Unflappable
Unhampered
Unilateralism
Unionism
Unkemptness
Unleashing
Unorthodox
Unsubstantiated
Unsullied
Utopian
Vacuity
Valence
Veer
Venal
Veneer
Verisimilitude
Versatility
Vestigial
Vetted
Vexed
Vigilant
Viscerally
Vivid
Voluminous

Wa (Japanese)
Watershed
Widow-maker
Whilst
Whistleblower
Wield
Winnow
Wreaked
Yardstick
Zapping
Zeitgeist (German)

Phrases

Adversary participation
Affirmative Action
After-action learning
Angel investor
Baldrige-centric
Behavioral science
Boundary condition
Buzz marketing
Capital spending plan
Caveat emptor (Latin)
Change agent
Chief hacking officer
Collectivist cultures
Colloquial language
Conference calling
Cognitive restructuring
Confrontational inquiry
Conscience evolution
Corporate Governance
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
Ethnic Philanthropy
Even keel

External Assessment
Faulty attribution
Feminization of poverty
Focus strategy
Fracture Lines
Frame-bending change
Fully-amortized loan
Game theory
Gold-collar workers
Golden Handshake
Golden Parachute
Greenmail
Halo effect
High stakes
Incremental change
Integration marketing
Internal Assessment
Interpersonal conflict
Interpersonal
communication
Janusian thinking
Job blindness
Job capture
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
Ponzi scheme
Power-base
Power coalitions
Perceptual biases
Predatory pricing
Process consultant

Pure inquiry
Pygmalion effect
Pyrrhic victory
Quality circle
Quantum leap
Rabble rousing
Red herring
Relationship map
Secular rationality
Seed money
Sequencing strategy
Serial independence
Silent partner
Social awareness
Social capital
Social facility
Spiral staircase
Strategic capital
Strategic dashboard
Strategic fit
Strictly Dominated
Symbolic Interactionism
System integrator
Tangible relatedness
Theory Z
Time robbers
Turnkey project
Venture
Vested interest
Vertical integration
Vertical society
Vertical thinking
Work-out
Work-product

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)

Acronyms

501c3 (federal-exempt non-profit organization)

BATNA (best alternative to a negotiated agreement)