

Name: _____

Date: _____

Smarketing

B T S E T R E G N E L L A H C / N O I P M A H C
 A P P L I C A N T T R A C K I N G S Y S T E M L
 S S P C N Y H A C C O U N T S P A Y A B L E G E
 E V / O E L B A V I E C E R S T N U O C C A S M
 S A T N V G W 2 N C A L L F O R P R O P O S A L
 A F G V U Y F F B N L T E C M S P V O A Z R H I
 L V L E E V I T U C E X E T N U O C C A S W C H
 A Z H R C V / F N Z X L G D / M 2 M M C D O U P
 R S A S T E D S 2 V X T S V Y B C A K O V U Z X
 Y G N I T E K R A M D E S A B T N U O C C A E P
 L E T O X T N U O C C A Y N L P F W Z P E G P M
 V E U N E V E R G N I R R U C E R L A U N N A R
 C / V I E C N E G I L L E T N I S S E N I S U B
 B A E N W C T O O K C O L D E M A I L N / Y V F
 C H A N N E L P A R T N E R Y V W E P L R F C C
 X U L E N I L E S A B K C A B W A L C E U E D K
 E U L A V T C A R T N O C E G A R E V A R W D I
 C I W N O I T A Z I T R O M A C A O T R B H L /
 S W W X / D T C L O S E D W O N C Z X X R X E I
 G X L E Y 2 A B T E S T I N G S C B 2 C 2 B W W
 E C N E G I L L E T N I L A I C I F I T R A I N
 2 2 T Y A C C R E D I T E D I N V E S T O R B O
 E C I R P G N I L L E S / E L A S E G A R E V A
 2 L E D O M S E L A S R E G N E L L A H C E B M

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|----------------------------|---------------------------|--------------------------|--------------------------|
| Average Sale/Selling Price | Applicant Tracking System | Champion/Challenger Test | Annual Recurring Revenue |
| Artificial Intelligence | Account-Based Marketing | Challenger Sales Model | Average Contract Value |
| Business Intelligence | Accredited Investor | Accounts Receivable | Call for Proposal |
| Account Executive | Accounts Payable | Channel Partner | Channel Sales |
| Amortization | Base Salary | Conversion | Cold Email |
| Closed Won | AB Testing | Discovery | Clawback |
| Baseline | Account | B2C2B | B2C |
| B2B | | | |