

Business Consulting (20 Acronyms)

Acronym	Meaning	Typical use / example
KPI	Key Performance Indicator	Defining key metrics to track performance of a project or team.
ROI	Return on Investment	Comparing or justifying investments and initiatives.
NPV	Net Present Value	Evaluating long-term project or investment value.
IRR	Internal Rate of Return	Comparing profitability across different projects.
DCF	Discounted Cash Flow	Valuing companies or projects using future cash flows.
EBITDA	Earnings Before Interest, Taxes, Depreciation and Amortisation	Analysing operating profitability independent of financing.
P&L	Profit and Loss	Reviewing revenues, costs and profit in a period.
B2B	Business-to-Business	Describing business models that sell to other companies.
B2C	Business-to-Consumer	Describing business models that sell to end consumers.
OKR	Objectives and Key Results	Structuring and aligning goals and measurable outcomes.
SWOT	Strengths, Weaknesses, Opportunities, Threats	Framing a strategic diagnosis for a business or project.
PEST	Political, Economic, Social, Technological	Analysing the macro environment of a market.
SME	Small and Medium-sized Enterprise	Referring to small and mid-sized client companies.
MNC	Multi-National Corporation	Talking about large corporations with global operations.
CSR	Corporate Social Responsibility	Discussing sustainability and social impact initiatives.
WIP	Work In Progress	Describing ongoing work in operations or production.
SCM	Supply Chain Management	Referring to end-to-end management of supply chains.
TQM	Total Quality Management	Talking about company-wide quality improvement programmes.
YOY	Year On Year	Comparing this year's results with last year's.
CAGR	Compound Annual Growth Rate	Expressing average growth over multiple years.