**Leaving Certificate Business Abbreviations**

**AGM:**Annual General Meeting

**APR:**Annual Percentage Rate

**AOB:**Any Other Business

**ATM:**Automated Teller Machine

**BEP or B/E:**Break Even Point

**BIK:**Benefit in Kind

**BES:** Business Expansion Scheme

**BOP:** Balance of Payments

**BOT:** Balance of Trade

**CAD: Computer Aided Design**

**CAM: Computer Aided Manufacturing**

**CAP:**Common Agricultural Policy

**CEB:**County Enterprise Board

**CFF:**Cash Flow Forecast

**CFP:**Common Fisheries Policy

**CPI:**Consumer Price Index

**DIRT:** Deposit Interest Retention Tax

**EA:**Equality Authority

**EAT:**Employment Appeals Tribunal

**ECJ:**European Court of Justice

**EDI:**Electronic Data Interchange

**EPA:** Environmental Protective Agency

**EPOS:**Electronic Point of Sale

**EFF:**European Fisheries Fund

**EMU:**European and Monetary Union

**ERDF:**European Regional Development Fund

**ESF:**European Social Fund

**FDI:** Foreign Direct Investment

**FIFO:** First in First Out

**GDP:** Gross Domestic Product

**GNP:** Gross National Product

**HRM:** Human Resource Management

**IBEC:**Irish Business *and* Employer’s Confederation

**ICT:**Information Communications Technology

**ICTU:**Irish Congress of Trade Unions

**IFA:**Irish Farmers Association

**IG:**Interest Groups

**ISO:**International Standards Organisation

**JIT:** Just in Time

**LIFO:** Last in First Out

**MNC:** Multinational Company

**PAYE:**Pay as you Earn

**PC:** Personal Computer

**PLC:**Public Limited Company

**PPSN:**Personal Public Service Number

**PR:**Public Relations

**PRO:**Public Relations Officer

**PRSI:**Pay Related Social Insurance

**R&D:**Research and Development

**ROCE:**Return On Capital Employed

**ROI:**Return on Investment

**SEM:**Single European Market

**SMART:** Specific Measurable Agreed Realistic Timing

**SWOT:**Strengths, Weaknesses, Opportunities, Threats

**TNC:**Transnational Company

**TQM:**Total Quality Management

**USP:** Unique Selling Point

**VAT:**Value Added Tax

**VHI:** Voluntary Health Insurance

**WCM:**World Class Manufacturing

**WRC:** Workplace Relations Commission

**WTO:**World Trade Organisation