Prentice-Hall Editorial Staff Revised by Mary A. De Vries



RIVATE EDITION SECRETARY'S ENCYCLOPEDIC DICTIONARY

The authoritative, everyday reference-and-guide for the busy secretary

- Alphabetically Arranged
- Thousands of Entries Cover All Your Duties
- Quick Help at Your Fingertips

PRIVATE SECRETARY'S ENCYCLOPEDIC DICTIONARY

THIRD EDITION

PRIVATE SECRETARY'S ENCYCLOPEDIC DICTIONARY

THIRD EDITION

By the PRENTICE-HALL EDITORIAL STAFF

Revised by MARY A. DE VRIES

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ABOUT THIS THIRD EDITION— A WORD FROM THE REVISER

The old adage that "it's not what you know but whom you know" is a dangerous half-truth. The whole truth is that "what you know" makes the difference in the long run, and good reference books are an essential part of self-education, the key to professional growth. That's why encyclopedic dictionaries are so popular. No one dares to be without one, since they generally make you better informed and specifically enhance your basic office skills at the same time.

The previous edition of *Private Secretary's Encyclopedic Dictionary* was reorganized to make it not only a comprehensive source of vital information, but a valuable aid to learning and self-improvement as well. Definitions and practical, how-to-do-it instructions were grouped in major categories so that readers could pick a topic such as correspondence and find all of the entries pertaining to that subject conveniently collected in one chapter. This revised third edition retains that all-important feature. Entries are still arranged in 6 major subject areas and are further organized within these major sections into 18 chapters representing the principal fields of business:

- I Office Procedures and Practices: Office Procedures; Communications: Telephone, Telegraph, Postal Service; Conferences and Meetings; Travel; Office Supplies and Equipment
- II Written Communication: Grammar and Vocabulary; Correspondence; Editing and Publishing
- III Business Law and Organization: Business Law; Business Organization and Management
- IV Accounting and Finance: Accounting and Bookkeeping; Taxes; Business Mathematics, Investment, and Finance; Banking
- V Real Estate and Insurance: Real Estate; Insurance
- VI Reference Section: Information Sources; Tables, Weights, and Measures

With the huge task of reorganization out of the way, this time we were able to concentrate more fully on substantially expanding and modernizing the content. After all, the world of business changes dramatically these days—even within one year—and anyone who wants to succeed simply has to know more every day and be assured that his or her facts and figures are in tune with the modern

working world. That is a principal aim in this edition: to put you at the forefront of today's innovative and ever-changing professional arena. Quite simply, the book is designed to help you know more about the entire business and professional community and to help you work faster and better in your own office.

Here's what the third edition offers—in addition to everything you found in previous editions:

- Nearly 200 new entries, such as Purchasing; Time Management; Robert's Rules of Order; Expense Reports; Forms; Credit and Collection Letters; Typemarking; Franchise; Libel and Slander; Right-to-Work Laws; Syndicate; Cost Accounting; Goodwill; Double Taxation; Bill of Exchange; Line of Credit; Money Market; Computer Services; Escrow; Loan Insurance; Clipping Service.
- An expansion of previous entries to give you more practical information about how to type certain forms and documents and what steps to follow in processing something. Examples of expanded entries are Agenda (how to type it); Automobile Travel (how to reserve or cancel a car); Blueprinting (how to check a proof for errors); Trademark (how to apply for one); Collections (how to handle them); Cash Receipts Journal (how to post income); Lease (how to type one); Group Insurance (how to keep the necessary records).
- More and better cross-referencing to guide you quickly to essential related information and insure that you don't miss a thing. Dozens of previous entries were expanded to include more cross-references to associated data. Better yet, more than 100 completely new cross-references were added throughout the 18 chapters.

Like the previous edition, this one has sample forms and other illustrations and shows many easy-to-follow steps to take in completing tasks. To find the specific information and illustration you need, as well as general subject matter that interests you, two choices are available: (1) check the detailed table of contents, arranged by subject area, in the front of the book, or (2) look up the exact word or term, listed in the alphabetical index at the back of the book. You'll soon discover that the book offers everything you need to know to become a well-informed, widely respected, and highly capable professional.

Naturally, the book can and should be used to answer the many questions that arise each day in a busy office. But do remember that it can also be used as a study or refresher guide in your ongoing program of self-education. Either way, keep it on your desk and use it regularly for maximum benefit.

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