

Recruiting

Anwerbung, Rekrutierung – **Recruiting**

The process of finding and hiring the best-qualified candidate (from within or outside of an organization) for a job opening, in a timely and cost effective manner. The recruitment process includes analyzing the requirements of a job, attracting employees to that job, screening and selecting applicants, hiring, and integrating the new employee to the organization.

Source: <http://www.businessdictionary.com/definition/recruitment.html#ixzz3wrykUiYk>

Contract of employment

Arbeits-, Einstellungsvertrag – **Contract of employment**

Voluntary, deliberate, and legally enforceable (binding) agreement between an employer and an employee.

Employment contracts can cover a variety of procedures and/or policies that the employee must agree to as a condition of his/her employment. Most employment contracts are required because the employer is seeking to protect its own interest. The contract may require that the employee not work for a competitor or even work in a similar industry during a designated time frame after they leave the company.

Source: <http://www.businessdictionary.com/definition/employment-contract.html#ixzz3wrzIVbBg>

Free on board (FOB)

Frei an Bord, frei Schiff, frachtfrei – **Free on Board (FOB)**

1. Term of sale under which the price invoiced or quoted by a seller includes all charges up to placing the goods on board a ship at the port of departure specified by the buyer. Also called collect freight, freight collect, or freight forward.
2. Used in shipping to indicate that there is no charge to the buyer for goods placed on board a carrier at the point of shipment. Typically followed by the name of a port or city, e.g., F.O.B. San Francisco.

Source: <http://www.businessdictionary.com/definition/free-on-board-FOB.html#ixzz3wD4eam60>

Loss leader

Lockartikel, Lockangebot – **Loss leader**

Good or service advertised and sold below cost price. Its purpose is to bring in (lead) customers in the retail store (usually a supermarket) on the assumption that, once inside the store, the customers will be stimulated to buy full priced items as well.

Source: <http://www.businessdictionary.com/definition/loss-leader.html#ixzz3wsh4Xpgq>