1. **automation** a method of production that relies on mechanical or electronic technologies as a replacement for human labour

2. **boom** occurs in the economic cycle when consumers have more money to spend, can eat at better restaurants and try new products

3. **contraction** occurs in the economic cycle with similar but less severe effects to those during periods of recession

4. **expansion** occurs when the economy grows in terms of production, employment opportunities an introduction of new products; levels of prosperity increase and more items, including higher value foods, become accessible to consumers

5. **external factors** include economic, political, ecological and technological issues that affect food product development; they are also referred to as the macro-environment and are often beyond the manufacturer’s control

6. **extrusion** a method of processing where a viscous liquid is forced through a narrow opening and becomes a solid in the shape of the opening

7. **food additive** any substance added to a food, not normally consumed as a food by itself and not normally used as a typical ingredient of food

8. **Food Standards Australia New Zealand (FSANZ)** an independent statutory agency that works with the government to achieve a safe food supply by developing food standards and codes of practice, and standardising food law

9. **genetically modified** describes a food that contains a material derived from an organism that has had its genetic material that has had its genetic material altered in some way other than by conventional breeding

10. **genetic engineering** involves incorporation of genetic material from one organism into another to develop living organisms with more desirable characteristics

11. **internal factors** include personal expertise, production facilities, financial position and company image which impact on food product development; they are also referred to as the micro-environment and are within the manufacturer’s control

12. **macro-environment** broad external environment that influences a company and is largely out of the company’s control, such as the level of interest rates

13. **marketplace** the location where goods are presented to consumers for sale

14. **micro-environment** the internal environment that influences a company and its ability to meet customer needs; the micro-environment is made up of forces that are within the company’s control such as the level of staff training or the sophistication of production facilities

15. **multinationals** large companies whose businesses and operations are spread around the world

16. **multi-skilled** refers to the provision of training and experience which will allow employees to perform a range of different tasks

17. **opportunities** indicate whether there is a market for the new product

18. **private company** a company whose shares are not traded publicly

19. **public company** a company that is listed on the Australian Stock Exchange; it means that the general public can buy and sell shares in that company

20. **quality assurance** putting processes in place within an organisation to guarantee the standards achieved during processing; part of the total quality management plan of an organisation

21. **recession** occurs when the economy of a country declines, resulting in less disposable income, lower capacity to pay for goods and services, and decreased employment

22. **strengths** the advantages that a company, or a new product concept, has over its competitors

23. **SWOT** an acronym of its components: strength, weaknesses, opportunities and threats

24. **tariff** a tax imposed on imported goods

25. **threats** factors that will disadvantage the success of a company in its new product development and marketplace launch activities

26. **vegetarian** a person who does not eat meat, poultry or fish

27. **weaknesses** disadvantages associated with a new product idea for a company considering its introduction to the marketplace