

Name: \_\_\_\_\_

## PROBLEMS 8-17

### PROBLEM 8

Use the information below to fill out your assignment, paying close attention to the questions.

#### Family A

Compensation: **Salary and Bonus**

Salary: **\$100,000** (fixed)

Payable: **Change in bonus responsibility is \$20,000 with a corresponding reduction in \$20,000**

Cost of Sales: **Materials are sold at 100% of cost, which means that the cost of sales is \$20,000, which is equal to the cost of sales of \$20,000, which is \$20,000. (Cost of sales is equal to cost of sales of \$20,000, which is \$20,000)**

Operating Profit: **\$20,000**

Net Income: **\$20,000**

Cost of Sales: **\$20,000**

Operating Profit: **\$20,000**

Operating Profit: **\$20,000**

#### Family B

Compensation: **Salary**

Salary: **\$100,000**

Payable: **Change in bonus responsibility is \$20,000 with a corresponding reduction in \$20,000**

Cost of Sales: **Materials are sold at 100% of cost, which means that the cost of sales is \$20,000**

Operating Profit: **\$20,000**

Net Income: **\$20,000**

Operating Profit: **\$20,000**

Operating Profit: **\$20,000**

1. Family A's compensation is equal to the compensation of Family B, yet Family B has lower operating profit. How do you account for this difference?

2. What advice would you give to Family A, as manager, after this initial situation?

Cost is \$20,000

# Consumer Equity Chapter 7 Student Activity Sheet

**Rick Antle, Stanley J. Garstka**



## Consumer Equity Chapter 7 Student Activity Sheet:

*Managing Customers Profitably* Lynette Ryals, 2009-01-22 This book is a response to a need in the market place in the fast growing field of customer profitability analysis and the profitable management of customer relationships It combines innovative approaches to calculating the value of customers with the management strategies necessary to make and keep customers profitable It includes easy to follow instructions on how to calculate customer profitability including worked examples non technical and discusses strategies and their applications for organizations to manage customers profitably Based on cases and feedback from the KAM Club and other research there will be many business to business as well as business to consumer examples The book assumes some level of numeracy in its readership The contents include Assessing product costs costs to serve and how these can be estimated and how to deal with customer specific overhead costs It discusses the uses and limitations of the use of customer profitability analysis and illustrates how to calculate customer lifetime value using two methods one with actual numbers and one which estimates relative customer lifetime value Provides an innovative approach to calculating the lifetime value of a customer by taking risk into account Demonstrates how to recognise and value the relationship benefits of customers such as word of mouth Brings into discussion the idea that how customers are managed links to their profitability Describes how financial portfolio analysis and theory apply to marketing and how their application to marketing relates to the optimisation of marketing spend

**The Total Money Makeover**  
**Updated and Expanded** Dave Ramsey, 2024-05-14 NEW YORK TIMES BESTSELLER A Trusted Approach to Becoming Debt Free with Over 8 Million Copies Sold Do you want to build a budget that actually works for you Are you ready to transform your relationship with money This New York Times bestseller has already helped millions of people just like you learn how to develop everyday money saving habits with the help of America's favorite personal finance expert Dave Ramsey By now you've already heard all of the nutty get rich quick schemes and the fiscal diet fads that leave you with a lot of quirky ideas but not a penny in your pocket If you're tired of the lies and sick of the false promises Dave is here to provide practical long term help The Total Money Makeover is the simplest most straightforward game plan for completely changing your finances And best of all these principles are based on results not pie in the sky fantasies This is the financial reset you've been looking for The Total Money Makeover will give you the tools and the encouragement you need to Design a sure fire plan for paying off all debt from your cars to your home and everything in between using the debt snowball method Break bad habits and make lasting changes when it comes to your relationship with money Recognize the 10 most dangerous money myths Set aside enough money to pay for unexpected expenses and emergencies Save enough money for your retirement Live like no one else so later you can LIVE and GIVE like no one else This new edition of The Total Money Makeover includes new content that will help you tackle marriage conflict college debt and so much more

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