

Digital Solutions Inc. uses flexible budgets that are based on the following data:

Sales commissions	14% of sales
Advertising expense	20% of sales
Miscellaneous administrative expense	\$6,500 per month plus 12% of sales
Office salaries expense	\$30,000 per month
Customer support expenses	\$13,000 per month plus 20% of sales
Research and development expense	\$31,000 per month

Prepare a flexible selling and administrative expenses budget for October for sales volumes of \$400,000, \$500,000, and \$600,000. (Use Exhibit 5 as a model.)

Digital Solutions Inc.
Flexible Selling and Administrative Expenses Budget
For the Month Ending October 31

Total sales	\$400,000	\$500,000	\$600,000
Variable cost:			
Sales commissions ✓	\$ 56,000 ✓	\$ 70,000 ✓	\$ 84,000 ✓
Advertising expense ✓	80,000 ✓	100,000 ✓	120,000 ✓
Miscellaneous administrative expense ✓	\$4,500 ✗	66,500 ✗	78,500 ✗
Customer support expenses ✓	93,000 ✗	113,000 ✗	133,000 ✗
Total variable cost	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
Fixed cost:			
Miscellaneous administrative expense ✓	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
Office salaries expense ✓	<input type="text"/>	<input type="text"/>	<input type="text"/>
Customer support expenses ✓	<input type="text"/>	<input type="text"/>	<input type="text"/>
Research and development expense ✓	<input type="text"/>	<input type="text"/>	<input type="text"/>
Total fixed cost	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
Total selling and administrative expenses	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>

Digital Revolution Sales And Services Inc Answers

Mike Shatzkin



Digital Revolution Sales And Services Inc Answers:

AI in Marketing, Sales and Service Peter Gentsch, 2018-10-22 AI and Algorithmics have already optimized and automated production and logistics processes Now it is time to unleash AI on the administrative planning and even creative procedures in marketing sales and management This book provides an easy to understand guide to assessing the value and potential of AI and Algorithmics It systematically draws together the technologies and methods of AI with clear business scenarios on an entrepreneurial level With interviews and case studies from those cutting edge businesses and executives who are already leading the way this book shows you how customer and market potential can be automatically identified and profiled how media planning can be intelligently automated and optimized with AI and Big Data how chat bots and digital assistants can make communication between companies and consumers more efficient and smarter how you can optimize Customer Journeys based on Algorithmics and AI and how to conduct market research in more efficient and smarter way A decade from now all businesses will be AI businesses Gentsch shows you how to make sure yours makes that transition better than your competitors *Tao Of Innovation, The: Nine Questions Every Innovator Must Answer* Hsien-yeang Seow, Toyofuku Sue-tze Tan, Teng-kee Tan, 2014-11-03 The Tao of Innovation is the first book to blend Eastern philosophy with tried and true innovation strategies It presents a holistic intuitive and practical approach to developing game changing innovation Having over 30 years of real world global corporate entrepreneurial and consulting experience and more than 10 years of teaching innovation and entrepreneurship to thousands of students in the East and West the authors have distilled the most influential thinking on innovation into a holistic set of nine key innovation questions that every innovator must answer throughout the innovation cycle These provocations apply to any business or organization and illuminate fundamental principles and practices of successful innovation The Tao of Innovation s use of nature s fundamental elements and the yin yang s balance of opposing forces as metaphors provide simple ways to navigate the complexities of business and innovation They blend art science and Eastern and Western philosophies of what it takes to be an innovator This book is written for individuals who have a passion for initiating change but struggle to find a process or methodology that helps them translate their dream into practical action steps that will get them through implementation It aims to help organizations of all types proactively stay ahead in a rapidly changing world and change the world for the better In short this book is a fresh East meets West approach to innovation helping readers develop a strategy to implement real change and ultimately achieve their innovation dream

Handbook of Research on IoT, Digital Transformation, and the Future of Global Marketing El-Gohary, Hatem, Edwards, David, Ben Mimoun, Mohamed Slim, 2021-06-25 The business world today is changing enormously due to many factors that affect every element of the business cycle worldwide From globalization to recession in addition to other environmental forces companies today face numerous challenges that have a great impact on business Among the factors that are affecting the current way business is conducted are the emergence of marketing tools including the internet internet

of things IoT virtual reality mobile applications social media electronic word of mouth eWoM artificial intelligence digital marketing and more that have a great impact not only on customers but also on companies It is imperative for businesses to embrace the utilization of these tools in order to expand their customer base and provide unique successful consumer experiences The Handbook of Research on IoT Digital Transformation and the Future of Global Marketing provides comprehensive coverage of current global marketing trends related to the use of technology The book links the industry with academia by providing useful insights on how to improve businesses ability to create and customize customer value and loyalty Covering topics including e commerce mobile marketing website development and phygital customer experiences this book is essential for marketers brand managers advertisers IT consultants and specialists customer relations officers managers practitioners business owners marketing and business associations students researchers and academicians interested in incorporating the latest technologies and marketing strategies into their businesses and studies Sales Force Management Mark W. Johnston,Greg W. Marshall,Jessica L. Ogilvie,2025-03-31 This 14th edition of Sales Force Management continues to build on the book s reputation as a contemporary classic fully updated for modern sales management teaching research and practice By identifying recent trends and applications Sales Force Management combines real world sales management best practices with cutting edge theory and empirical research in a single authoritative source The authors have strengthened the focus on the use of technology in sales management including the use of AI in predictive sales analytics updated the content to reflect the enduring impact of the Covid 19 pandemic and revised the case studies and features throughout Pedagogical features include the following All new Thought Bubbler posing international challenges regularly encountered by sales managers to develop students cultural intelligence and ability to handle cross cultural interactions with ease Engaging breakout questions designed to spark lively discussion Leadership Challenge assignments at the end of every chapter to help students understand and apply the principles they have learned in the classroom Minicases updated to reflect contemporary B2B industry settings that today s graduating sales students will find themselves in such as technology sales roles Leadership Innovation and Technology boxes that simulate real world challenges faced by salespeople and their managers Ethical Moment boxes in each chapter put students on the firing line of making ethical choices in sales Role Play exercises at the end of each chapter designed to enable students to learn by doing This fully updated new edition is an invaluable resource for students of sales management at both undergraduate and postgraduate levels Online supplementary resources include an Instructor s Manual and PowerPoint lecture slides **The Shatzkin Files** Mike Shatzkin, *Pakistan & Gulf Economist* ,2003-11 American Popular Music and Its Business in the Digital Age Rick Sanjek,2024-07-19 As the long awaited sequel to American Popular Music and Its Business the First 400 Years this book offers a detailed and objective history of the evolution and effect of digital technology from 1985 through 2020 on all segments of the popular music business from CDs and stadium tours to TikTok and the effects of the COVID 19 pandemic

with particular emphasis on the relationship between the creators the consumers and the business professionals who form the three major axes of the industry Author Rick Sanjek a 50 year industry veteran combines the knowledge acquired during his decades of experience with scholarly research to create a compelling narrative of the events economics and innerworkings of the modern music business *Conference Proceedings* ,1978 **Telephone Directory, Boston and Its Vicinity** ,2002 *Cyberhound's Guide to Companies on the Internet* Gale Group,Wendy H. Mason,1996-09 This guide contains reviews of more than 2000 corporate Web sites profiling top companies and those in the information industry including software and hardware developers and networking and telecommunications companies *Dataquest* ,2008

National Petroleum News ,2000 Vols for 1959 include an annual Factbook issue *Instructor's Manual to Accompany Business Marketing* Betty Pritchett,Dwyer,1999 The Mix ,1997 **The Inside Advantage** Robert H. Bloom,Dave Conti,2008 Promoting clear and simple methods the man behind some of the business world s legendary successes shows how to release the hidden growth potential in a company **The Multimedia Directory** Clancy Fort,1996-09 **F&S Index United States Annual** ,1999 F&S Index Europe Annual ,1999 **The British Journal of Photography** ,2003

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In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Digital Revolution Sales And Services Inc Answers**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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