

"Growing Your Business" - A Management Simulation

Norma Smith

Quarterly Decisions

Quarter Variance to Plan and SRO

Quarter Variance to Plan Graphics

Executive Summary

Current Decisions

OM Levers

Q1'21

Q2'21

Q3'21

Q4'21

Q4'21	Plan	SRO	Actual	Actual to Plan	%Variance to Plan	Actual
Sales ∨						
Total Market Demand [Units]	2,090	2,090	11,730	9,640	461.24%	
Lost Sales [Units]	0	0	0	0	n/a	
Units Sold [Units]	2,190	2,190	1,582	-608	-27.76%	
Price [\$]	\$580.00	\$580.00	\$580.00	\$0.00	0.00%	
Terms [Days]	30.0	30.0	30.0	0.0	0.00%	
Average Collection Period [Days]	34.0	34.0	31.9	-2.1	-6.21%	
Production ∨						
Raw Material On Order [Units]	3,875.0	3,875.0	3,875.0	0.0	0.00%	
Units Produced [Units]	4,100	4,100	1,650	-2,450	-59.76%	
Labor Force Hires [People]	40	40	40	0	0.00%	
Labor Force Layoffs [People]	0	0	0	0	n/a	
Lines On Order [Units]	5	5	5	0	0.00%	
Processing Time	0.90	0.90	0.90	0.00	0.00%	
Effectiveness	92.0%	92.0%	81.8%	-10.2%	-11.11%	
Discretionary Costs ∨						
Quality Engineering Expense	\$28,000.00	\$0.00	\$0.00	(\$28,000.00)	-100.00%	
Research Funding Expense	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Project 01 Funding	\$25,000.00	\$0.00	\$0.00	(\$25,000.00)	-100.00%	
Project 02 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Project 03 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Inventory Rework Cost	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Marketing Expense	\$0.00	\$0.00	\$0.00	\$0.00	n/a	

Q4'21	Plan	SRO	Actual	Actual to Plan	%Variance to Plan	Actu
Advertising Expense	\$20,000.00	\$0.00	\$0.00	(\$20,000.00)	-100.00%	
Lean Six Sigma Expense	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Building Lease and Utilities	\$0.00	\$0.00	\$110,364.42	\$110,364.42	n/a	\$
Other Expenses	\$0.00	\$0.00	\$0.00	\$0.00	n/a	

Contact Us (<mailto:helpdesk@tri-sim.com>)

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