

- 8-2 Durham Health Clinic has a contribution margin of \$35 per visit. Calculate the break-even point in visits with fixed costs at \$4000, \$6500, and \$8500 per week. Given this analysis, as a manager, what would you recommend and why?
- 8-3 Durham Health Clinic is considering signing a contract to perform 50 pre-employment physicals per week for a specific corporation. In terms of staff time, a pre-employment physical requires 0.20 hours in Reception/Discharge, 0.45 hours in Nursing and Testing, and 0.20 hours in Medical Examination. By work-station, determine how many work hours per week will be needed to perform these physicals.
- 8-4 Currently the clinic does 250 visits per week, with 50% of all visits as return visits. Each employee (physician, nurse, and receptionist) is scheduled to work 35 hours per week.
- How many employees by type does the clinic currently need?
 - How many employees by type will the clinic need if it signs the contract for pre-employment physicals?
 - If return visits shift to 10% of all regular visits, how many employees by type will the clinic need with and without the contract for pre-employment physicals?
 - How will the answers to "b" and "c" change if the number of physicals is modified to 35 pre-employment physicals per week?
- Throughout these analyses, specify all assumptions, including assumptions concerning worker productivity.
- 8-5 How would your answers change for problem 8-1 if nursing and testing time was increased to 0.50 hours for both first and repeat visits, and medical exam and treatment time was reduced to 0.30 hours for a first visit and 0.20 hours for a return visit?

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