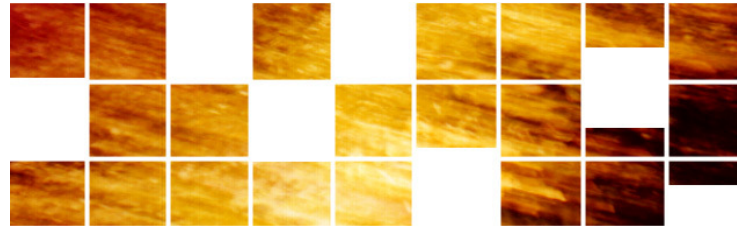


Professional Sales Consultants Inc

"Possibility-Based Thinking Strategies Since 1980"



Common Management Concerns

List of Business Financial Concerns

Planning
Financial Reorganizations
Capital Structure
Long Term and Short Term Finance Policies
Cash Flow Forecasts
Budgeting of Operations
Allocation of Retained Earnings
Source and Use of Funds
Economic Factor Analysis
Financial Relics

Determining Manpower Requirements
Expansion
Promotion
Employee Training
Equipment Feasibility Studies
Daily and Weekly Cost Reports on Labor
Performance Measurement Systems
Data Processing System analysis
Reserves
Overhead

List of Business Control Issues

General Accounting
Simplified Accounting
Accounting Systems & Procedures
Cost Systems
Costing Methods
Cost Controls
Cost Analysis
Profit & Expense Control

Reports
P & L Statement
Balance Sheet
Performance Reporting
Data Processing System Analysis
Feasibility Studies
Equipment Determination
Manpower Selection

Common Management Concerns

Executive Appraisal
Committee Assignments
Supervision of Execution
Planning
Company Policies
Profit Planning
Margin Percentage
Acquisition
Rate of Overhead Absorption
Capital Management
Executive Development
Short & Long Range Goals
Economic Studies
Feasibility Surveys
Product and/or Service Pricing

Competitive Activity
Financial & Operational Analysis
Employee Benefit Programs
Pension Plans
Profit Sharing Plans
Combination Pension & Insurance Trusts
Long Range Incentive Plans
Product Line Analysis & Evaluation
New Product Research Planning
New Product Development
Strategic Planning
Organizational Studies & Structure
Executive Motivation
Internal/ External Communications
Management Reports

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Business Concerns and Issues

Common Marketing Concerns

Sales Growth
Organization
Compensation Structure
Sales Promotion
Sales Forecasting
Market Analysis
Sales Training
Record and Control
Advertising
Budget
Demographics

Programming
Market Research
Agency Selection
Public Relations
Industry
Stockbroker
Government
Employee
Union
Community
Competition

Common Business Operations Concerns

Production
Plant Capacity
Material Handling
Cost Reduction Programs
Product Planning & Scheduling
Standards
Plant Layout
Quality Control
Methods Improvement
Preventive Maintenance
Automation Analysis
Supervisory Training
Organization Analysis
Work Measurement
Work Simplification
Cost Control Planning
System & Procedure Analysis
Records & Forms Control
Committee Assistance

Personnel
Wages & Salaries
Administration
Supervisory Management
Employee Training
Wage Incentives
Supervisory Incentives
Operation Analysis
Job Evaluation
Job Standards
Time & Motion Studies
Purchasing
Procedures & Controls
Inspection (receiving)
Inventory Management
Records Development
Value & Analysis
Specifications & Standards
Production Bottlenecks