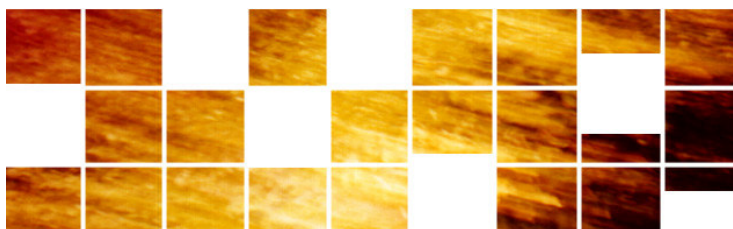


Professional Sales Consultants Inc

"Possibility-Based Thinking Strategies Since 1980"



Common Management Concerns

List of Business Financial Concerns

Planning	Determining Manpower Requirements
Financial Reorganizations	Expansion
Capital Structure	Promotion
Long Term and Short Term Finance Policies	Employee Training
Cash Flow Forecasts	Equipment Feasibility Studies
Budgeting of Operations	Daily and Weekly Cost Reports on Labor
Allocation of Retained Earnings	Performance Measurement Systems
Source and Use of Funds	Data Processing System analysis
Economic Factor Analysis	Reserves
Financial Relics	Overhead

List of Business Control Issues

General Accounting	Reports
Simplified Accounting	P & L Statement
Accounting Systems & Procedures	Balance Sheet
Cost Systems	Performance Reporting
Costing Methods	Data Processing System Analysis
Cost Controls	Feasibility Studies
Cost Analysis	Equipment Determination
Profit & Expense Control	Manpower Selection

Common Management Concerns

Executive Appraisal	Competitive Activity
Committee Assignments	Financial & Operational Analysis
Supervision of Execution	Employee Benefit Programs
Planning	Pension Plans
Company Policies	Profit Sharing Plans
Profit Planning	Combination Pension & Insurance Trusts
Margin Percentage	Long Range Incentive Plans
Acquisition	Product Line Analysis & Evaluation
Rate of Overhead Absorption	New Product Research Planning
Capital Management	New Product Development
Executive Development	Strategic Planning
Short & Long Range Goals	Organizational Studies & Structure
Economic Studies	Executive Motivation
Feasibility Surveys	Internal/ External Communications
Product and/or Service Pricing	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