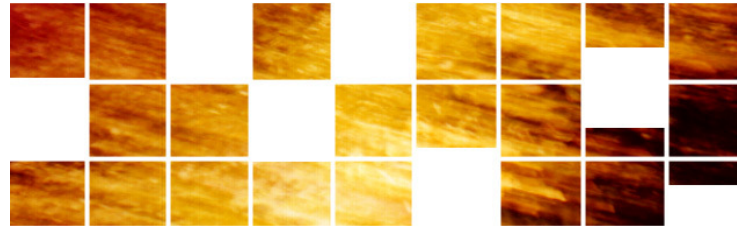


# Professional Sales Consultants Inc

"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

Professional Sales Consultants Inc

## **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