### Production Decisions
1. Production (000's of units 0-99)
2. Addition to Size of Production Plant (0-10)
3. Total Quality Management (0-200)

### Marketing Decisions
5. Advertising and Sales promotion (0-200)
6. # of sales people added this quarter (-4 to 4)
7. Product Devel / Enhancement Budget (0-200)
8. Market Research Studies (0-15)

### Financial Decisions
9. Dividends (0-50)

### STOP HERE AND DO THE CASH ANALYSIS
10. Loan Addition or Payment (-600 to 600)
11. Mini-Case (use only values in manual)
12. Verification Total

Add all numbers YOU ENTERED from items 1 thru 11 and place total in verification box, item #12. Subtract any negative numbers. Enter a 0 in any item not used. You may receive a fine if not entered correctly.

### Rational for Mini-Case Decision:
Write your justification on the back of this form.

### Explain any Major Shift in Strategy:
Write your explanation on the back of this form.

### BiZSim CASH ANALYSIS FORECAST

#### Cash Inflow
- Beginning Cash (Cash Flow Analysis "Net Cash Flow")
- Forecasted Revenue:
  - Units we expect to sell @ price =
  - Interest Income (last quarter under "Income and Expense Analysis") Quarterly Report
  - Total Quality Management (0-200) Decision 3
- Advertising and Sales Promotion Decision 5
- Financial Decisions
  - Dividends (0-50) Decision 9

#### Cash Outflow
- Production (000's of units)
  - # of Units at Decision 1
  - Production cost for each unit =
- Addition to Production plant
  - # Units at Decision 2
  - BIZSim Pg. 3 each
- Total Quality Management (0-200) Decision 3
- Estimate of Inventory Expense BIZSim Pg. 13
  - $15,000 plus $2 per unit. ending Inven. Quarterly Report
- Advertising and Sales Promotion Decision 5
  - Total Sales People (Decision 6, you started with 2)
  - Sales People Laid Off
  - Product Development (0-200)
  - Market Research (0-15)
  - Dividends Paid ($ 0 up to last Qtr. Profit)
  - Other Expenses incl. Mini Cases (Decision 11)
- Overhead $$ of Total Production Plant Capacity (Table 2 - page 13) BIZSim Pg. 13
- Interest Expense (last quarter under "Income and Expense Analysis") Quarterly Report
- Taxes (last quarter under "Income and Expense Analysis") Quarterly Report

#### Total Cash Inflow
(add all 14 items above) Total Cash Outflow
(Total cash inflow minus total cash outflow) Net Cash Flow
Bank Loan or Repayment (-)
Final Estimated Cash Flow (This is NOT Profit)

### Net Cash Flow

#### Our Strategy: High Medium Low

Industry ___, Quarter ___, Company ___

Note: If net cash flow is negative, you should make a bank loan or adjust projected income and/or expenses. If you have a positive cash flow, consider a larger loan payment.