

DECISION FORM: Name _____ **Industry** ___ **Quarter No.** ___ **Company #** _____

Production Decisions

- 1. Production (000's of units 0-99) _____,000
Note: You may not produce any greater than your capacity
- 2. Addition to Size of Production Plant (0-10) _____,000
May not exceed 10(000) units per quarter.
- 3. Total Quality Management (0-200) _____,000

Marketing Decisions

- 4. Price (\$27-29, 33-35, 39-41) _____
(\$30, 31, 32, 36, 37, 38 are not valid prices)
- 5. Advertising and Sales Promotion (0-200) _____,000
- 6. Number of sales people added this quarter (-4 to 4) _____
(Use negative value to lay off salespersons)
- 7. Product Development Budget (0-200) _____,000
- 8. Market Research Studies (0-15) _____,000

Financial Decisions

- 9. Dividends (Cannot be greater than \$50,000.) _____,000
(Not allowed at all if retained earnings are negative.)
- 10. Loan Addition or Payment (-999 TO 999) _____,000
(Use a minus to make a loan payment)
- 11. Mini-Case Response (Use only values from the manual) _____
- 12. Verification Total _____

Verification Total: Enter a 0 in any item from 1 to 11 that is not used. Add all numbers from items 1 through 11 and place the total in the verification box. Add only the numbers YOU entered, not the preprinted 000's. Subtract any negative numbers. The verification total is used by the person entering your decision values numbers to ensure that data entry is correct; the verification total has nothing to do with your decision results. You may receive a fine if this is not entered or entered incorrectly.

Members of the team that were present for this decision:

_____	_____
_____	_____
_____	_____

Describe Rationale of major strategy changes and/or mini-case decisions this quarter on the reverse side.