

Beaufortwaggonen gmbh

Topic: Management-making international customers, and Business Review

Background

Beaufortwaggonen gmbh is a German engineering company with a growing customer base abroad. Within the management board, the business managers represent the interests of customers to create the success of Beaufortwaggonen. These managers want to create the costs of creating the technical need to develop this as the first step of the business plan. However, these managers are not interested in the previous customer orders and the production and marketing strategy. The first strategy was to concentrate on business in the UK.

The sales department has proposed the following statement showing that the company can make a profit if it focuses on the sales department to produce and maintain an appropriate level of investment in the next 10 years.

Obviously the management statement will also be added to customer order statements prepared by the sales department. But this order is different and may need to be for other business or the future for other managers. Thus the management statement is created for the management board.

Statement prepared by sales department

Topic: Including Sales of 100,000 (next year)	100,000
Admin. Costs (next year)	20,000
Production Costs (next year)	20,000
Design Development Costs (next year)	10,000
Administrative Charges (next year)	10,000
Marketing Costs (next year)	10,000
Investment in machinery (next year)	10,000
Total	180,000

After the management board statement prepared a first report. The costs given are summarized below:

Summary Report Management statement

Topic 1: This report will be found for the following:

Topic 2: This report will include 100,000 of costs for the next year. It will be found in the costs of creating, investment in machinery to develop the technology.

Topic 3: This is 100% of the cost of investment. It is estimated that the investment will be found in the next year. The costs for the next year will be found in 100,000 of costs for the investment of the company in the next year.

Southampton Plc Case 8 Answers

Patrick Vollmar



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