

Market Risk vs. Reward Analysis

Current Capabilities vs. Market Potential

Concerns over production capacity and meeting future demand are well founded. The highly proprietary nature of the production system of this new adhesive makes third party manufacturing unacceptable. Forecasting the timing required to add production capacity to meet demand is important to minimizing market risk due to unmet demand for product after the initial sale. (See 3M competitive summary for an example)

Current Customer Production	Annual	Monthly
Deliveries (Units)	19,853	1,654
Sales Volume	\$ 436,766	\$ 36,397
Sales Margin ³	109,192	9,099
Remaining Available Capacity		
Units	28,152	2,346
Potential Revenue	\$ 619,236	\$ 5,1603
Potential Sales Margin ³	\$ 154,812	\$ 12,901
Maximum Current Production Capacity (80% Utilization)		
Units	48,000	4,000
Potential Revenue	\$ 1,056,000	\$ 88,000
Potential Sales Margin ³	\$ 264,000	\$ 22,000

Analysis - Based on the current market you will maximize production capabilities with a 40% market share. Your current market share is 16%. We believe you can safely double sales before adding additional production capacity.

OBSERVATION: Based on the locations of your current sales offices you can meet the 40% share by focusing on expanding sales with other customers and developing new clients within the reach of your current sales offices.

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Market Research Erik Mooi,Marko Sarstedt,2011-02-01 This accessible practice oriented and compact text provides a hands on introduction to the principles of market research Using the market research process as a framework the authors explain how to collect and describe the necessary data and present the most important and frequently used quantitative analysis techniques such as ANOVA regression analysis factor analysis and cluster analysis An explanation is provided of the theoretical choices a market researcher has to make with regard to each technique as well as how these are translated into actions in IBM SPSS Statistics This includes a discussion of what the outputs mean and how they should be interpreted from a market research perspective Each chapter concludes with a case study that illustrates the process based on real world data A comprehensive web appendix includes additional analysis techniques datasets video files and case studies Several mobile tags in the text allow readers to quickly browse related web content using a mobile device **Commercial item handbook**

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Learning and Collaboration Technologies: New Challenges and Learning Experiences Panayiotis Zaphiris,Andri Ioannou,2021-07-03 This two volume set LNCS 12784 and 12785 constitutes the refereed proceedings of the 8th International Conference on Learning and Collaboration Technologies LCT 2021 held as Part of the 23rd International Conference HCI International 2021 which took place in July 2021 Due to COVID 19 pandemic the conference was held virtually The total of 1276 papers and 241 posters included in the 39 HCII 2021 proceedings volumes was carefully reviewed and selected from 5222 submissions The papers of LCT 2021 Part I are organized in topical sections named Designing and Developing Learning Technologies Learning

Teaching and Collaboration Experiences On line vs in Class Learning in Pandemic Times *Fashion & Luxury Marketing*
Michael R. Solomon, Mona Mrad, 2022-04-14 Written by marketing experts this authoritative and comprehensive full colour textbook made up of both accessible research and theory real world examples and case studies including Prada Gucci and Burberry provides students with an overview of the global fashion industry and fashion marketing strategy branding communications retailing and distribution as well as the psychological factors involved in consuming fashion and luxury The role of social media celebrities and influencers such as Kim Kardashian and Lil Miquela are discussed as is the ever increasing role of ethical fashion and sustainability The authors also offer an expanded view of fashion and luxury by moving beyond just clothing and apparel to include other fashionable and luxurious products and services including technology Packed with attractive visuals from fashion and culture and accompanied by chapter summaries questions and exercises this textbook is essential reading for students studying fashion luxury marketing management retailing branding and communications Also provided for educators are supporting PowerPoint slides and an instructor s manual to support use of the textbook with students Suitable for Fashion Marketing Fashion Consumer Behaviour modules as well as a general text for Fashion Marketing programmes The text will also appeal to Luxury programmes MBA etc and Retail Marketing modules UG

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