



GLOBAL MANAGEMENT CHALLENGE HONG KONG - DECISION SHEET

<b>A.</b>	Group	Company	Identity	Year	Quarter	
<b>B.</b>	Quantities of Product to make and Ship to: China Agents Nafta Distributors Internet Distributors			Product 1	Product 2	Product 3
<b>C.</b>	Prices (HKD)			China	Nafta	Internet
<b>D.</b>	Advertising (HKD'0000)			Corporate Image		
				Direct Product Advertising		
				China	Nafta	Internet
<b>E.</b>	Assembly Times (minutes)					
<b>F.</b>	Take up Product Improvements and/or Sold Off Product Stocks (No= 0; Yes= 1)					
<b>G.</b>	Research & Development (HKD'0000)					
<b>H.</b>	Forward Purchasing for : Raw Material Units to Order ('000)			Next Quarter	3-months	'6-months
<b>J.</b>	Agents and Distributors			China Agents	Nafta Distributors	Internet Distributor
				Total Number Wanted for Qtr. After Ne)	Support Payments (HKD'0000)	% Commission
<b>K.</b>	Machines to Buy			Number of Ports to Operate Next Qtr.		
<b>L.</b>	Machines to Sell			Web-site design (HKD'0000)		
<b>M.</b>	Maintenance Hours per Machine					
<b>N.</b>	Assembly Hourly Wage Rate (HKD)				Shift Level (1 - 3)	
<b>P.</b>	Assembly Workers to Hire (+) or Fire (-)				Assembly Workers to Train	
<b>Q.</b>	Investments (+/- HKD'0000)			Term Loans (HKD'0000)		
<b>R.</b>	Management Budget (HKD'0000)			% Dividend to Pay		
<b>S.</b>	Information wanted on:			Companies' Activity (Yes = 1; No = 0)		
<b>T.</b>	Insurance Plan Number (0 - 4)			Market Shares (Yes=1; No=0)		