

THE GLOBAL MANAGEMENT CHALLENGE REPORT FOR 2008

Group Company Identity Year Quarter

DECISIONS BELOW ENTERED BY THE TEAM

Quantities of Product to

make and ship to:
(Not delivered in
full if starred)

China Agents
Nafta Distributors
Internet Distributor

Product 1	Product 2	Product 3
2043	1161	390
1372	782	260
700	350	180

Prices (MOP):

China
Nafta
Internet

2800	4280	8000
2850	4300	8100
3000	4500	8400

Advertising (MOP '000)

China
Nafta
Internet

Corporate Image	Direct Product Advertising		
250	170	200	230
230	170	200	230
120	60	60	80

Assembly Times (minutes)

Take up Product Improvements and/or Sold

Off Product Stocks

R & D Expenditure (MOP '000)

120	180	360
0	0	0
350	350	300

Purchasing

Raw Materials Ordered ('000)

Next Quarter	3-months hence	6-months hence
4	0	0

Agents and Distributors

China Agents
Nafta Distributors
Internet Distributor

Total Number Wanted for Next Quarter	Support Payments (MOP '000)	% Commission
4	150	13,5
4	130	12,0
xxxxx	80	9,5

Production

Machines to Buy
Machines to Sell

0
0

Number of Ports Operated
Web-site Development (MOP '000)

7
140

Maintenance Hours per Machine

42

Assembly Hourly Wage Rate (MOP)

127,70

Shift Level

1

Assembly Workers Hired (+) / Fired (-)

16

Assembly Workers Trained

4

Investments (+/- MOP'000)

700

Term Loans (MOP '000)

0

Management Budget (MOP '000)

1500

% Dividend Paid

0

Information on Corporate Activity

1

Information on Market Shares

1

Insurance Plan Number

3

Information Technology Report for Last Quarter

Number of Internet Communications Ports Operated
Number of Internet Visits carried through successfully
% of Potential Internet Visits that failed to connect

7
5504
0,4

AVAILABILITY & USE OF RESOURCES

Machines Available Last Quarter 18
Machines Available for Next Quarter 18

Assembly Workers Hours

Total Hours Available Last Quarter 21.168
Hours Absenteeism/Sickness 258
Total Hours Worked Last Quarter 20.816
Notice of Strike Weeks Next Quarter 0

Machine Hours

Total Hours Available Last Quarter 10.584
Hours Breakdown 29
Hours Planned Maintenance 727
Total Hours Worked Last Quarter 9.536
Average Machine Efficiency % 94

Raw Material Units Used & Available

Opening Stock Available 8.229
Bought Spot Last Quarter 4.000
Bought Default Last Quarter 0
Lost/Destroyed 0
Used Last Quarter 11.596
Closing Stock Last Quarter 633
For Delivery Next Quarter
Bought Last Quarter 0
Bought Quarter before Last 0
For Delivery Quarter after Next
Bought Last Quarter 0

Human Resource Management

Personnel at Start of Last Quarter 36
Recruited during Last Quarter 16
Trained from Unemployed 4
Dismissed 0
Quit at end of Last Quarter 0
Available for Next Quarter 56

Agents & Distributors	China	Nafta	Internet
Available Last Quarter	3	3	1
Quit Last Quarter	0	0	
Dismissed Last Qtr.	0	0	0
Recruited for Next Qtr.	1	1	0
Available for Next Qtr.	4	4	1

PRODUCT MOVEMENTS & AVAILABILITY

	Product 1	Product 2	Product 3
Quantities:			
Scheduled	4.115	2.293	830
Produced	4.264	2.376	860
Rejected	149	83	30
Lost/Destroyed	0	0	0

Shipped to:			
China Agents	2.043	1.161	390
Nafta Distributors	1.372	782	260
Internet Distributor	700	350	180

Orders from:			
China	1.465	846	307
Nafta	929	548	203
Internet	376	236	74

Sold to:			
China	1.472	883	307
Nafta	940	548	203
Internet	376	236	74

Order Backlog			
China	0	0	0
Nafta	0	0	0

Warehouse Stocks			
China	571	278	103
Nafta	432	252	89
Internet	324	114	106

Product Improvements	MAJOR	MINOR	NONE
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Serviced under Guarantee	175	92	37
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Internet Service Complaints	208	103	37
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Transport	China	Nafta	Internet
Average Journey(km)	1381	500	300
No. of Loads	12	8	5