

Focus Questions: The Four Chapters

THE FOUR CHAPTERS - OVERVIEW

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Course: Managing Cash, Profit &
Value

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1. Do you know the relationship of price to cash flow vs. volume to cash flow? Explain your understanding of the difference.

Price has a greater impact as there are less increase in costs related to increasing the price, increase volume and you increase the revenue but there are costs associated with manufacturing more product.

2. How often would you say your team sits down to compare your revenues growth to your overheads growth? Can you at this moment describe whether these two numbers are balanced or not?

Currently the business does not identify this following the course we are about to start