

Name: _____

Date: _____

Financial Consultant

Your new job:

You have been hired by a new upscale department store as a financial consultant to make suggestions for increasing sales. Currently the store pays all employees an hourly wage. The store has asked you to develop a commission plan that will result in employees selling more merchandise. The store is also considering offering their own credit card in order to increase sales. You must cover the strengths, weaknesses, opportunities, and threats of both strategies that the store is considering. Then you must make a solid recommendation for increasing sales. Your strategy should be based upon the store's budget, payroll management system, and inventory management. You are also in charge of presenting the new commission plan to employees. Many of the employees are resistant to this change.

Think Critically

1. Why must a company look at current financial records before making changes to reach new financial goals?
2. Why would employees resist earning commission?
3. Why does offering a store credit card increase possible sales?
4. What new threats are associated with offering the store credit card?

ANSWERS: