**You just need to work on question number 6 , I upload the instruction to give you just overall view for the order , do not work on all questions just QUESTION # 6.I am company #3 so if you check the graphs you can see 5 companies but my company is #3 just work on the company #3 graphs.**

**TWO-YEAR PLAN (For Years 5 and 6):**

Each team will write a Two-Year Plan for Year 5/Quarter 1 through Year 6/Quarter 4. It will be 15-40 pages, double spaced, plus exhibits. Include seven sections and use the following format:

Title Page - Professor's name, World number, Team number, group members, date, and company name.

Table of Contents - Indicate page numbers for each section, and provide the location and title of all exhibits. If you add sections or an Appendix, include them in the Table of Contents.

Number each page, including the Appendix.

1) INTRODUCTION – Provide an overview of the plan and describe the company.

2) ORGANIZATION - Describe the organizational structure and job assignments. Include an organization chart showing responsibility of team members. Do NOT include fictitious resumes.

3) OBJECTIVES & INDUSTRY ANALYSIS

1. Provide graphs showing the performance of each company in the industry over the past 8 quarters for $ sales, net income, ROA, ROE, and stock price. Discus overall trends and the performance of your company relative to industry averages for each of the above indicators.
2. Show both Preliminary and Final Weighting Factors. Explain why you selected these weights and explain any changes between the Preliminary and Final Weights.
3. For each of the Six Weighting Factors, provide quantified financial objectives for Years 5-6. State “how much” and “when” for each objective so that the results for Years 5-6 can be measured unambiguously. For example: Net Income: $5,000,000 for Year 5 and $8,000,000 for Year 6; Stock Price $15.00 at the end of Year 5 and $25.00 at the end of Year 6.)

4) STRATEGIES – State the mission and broad strategies for your firm. Discuss the functional strategies for marketing, operations, and finance. Marketing strategies include price, advertising, salary, commission, hiring, new product models, quality, and features. Financial strategies include dividends, CDs, issuance/repurchase of shares and bonds. Operations strategies include R&D, training, and assumptions behind the production plan (overtime, second shift, number of lines, safety stock). An effective strategy is quantified and guides decision-making. Discuss decision-making models or processes used by your team members to make decisions.

5) SALES FORECAST – Provide a quarterly sales forecast in units and dollars for the entire industry and for your company for Year 5 and Year 6, by quarter and with the yearly totals. Include forecasts by the four areas as well as total sales. Include a Summary Chart that shows the consolidated forecasts in both units and dollars for the industry and for your company. Describe how the forecasts are computed and outline all the model equations used. Discuss your choice of the forecasting model. Present the regression results from estimating the forecasting model as exhibits. Discuss decision-making models or processes used by your team members to make decisions. Show when you plan to introduce new models.

**6) PRODUCTION PLAN- Provide a quantitative quarterly production plan for each of your factories for Year 5 and Year 6. Provide a summary consolidated production plan (showing total units per quarter) in a table in the body of your text. Also include a table, which shows changes in plant capacity (lines, shifts, overtime) each quarter.**

7) FINANCIAL STATEMENTS

1. Proforma Assumptions: At the beginning of this section, state each assumption used in calculating your proformas. For example: Advertising = 1% of quarterly sales; Dividends = $.05 per share every quarter. These assumptions should be the same as the assumptions in the Strategy section. Do NOT list the assumptions or equations common to all companies that are listed in the BPG *Player’s Manual*.
2. Income Statements, Balance Sheets, Cash Flow Statements: Provide quarterly statements with annual totals covering Years 3 through 6. The Year 3 and 4 statements will show actuals, while Years 5 and 6 will be pro-forma. Arrange statements in a logical order and explain to the reader how they are organized. You are required to provide the following:

Income Statements: consolidated quarterly income statements with annual totals.

Balance Sheets: consolidated year-end balance sheets. Cash Flow Statements: consolidated quarterly cash flow statements with annual totals.

1. Pro Forma Analysis: For each of the six performance criteria, compare your proforma results in your financial statements with the Goals/Objectives (Section #3). This tests whether your plan works (i.e., whether it achieves your objectives). For example: if your objective was to achieve Net Income of $5,000,000 in Year 5 and $8,000,000 in Year 6, compare the Net income from the pro forma with these two objectives. State whether your objectives are met by your plan.

Although Stock Price cannot be measured directly from your pro forma statements, it can be estimated indirectly. Calculate your historical Price-to-Earnings Ratio (i.e., P/E Ratio) and use that ratio with your proforma earnings to estimate your future stock price.

8) OVERALL APPEARANCE OF REPORT

Your report must be typed on single sides of white paper. Use graphics and charts when they are more effective than narrative for conveying concepts, analysis, and ideas. However, do NOT use gratuitous graphics just because you have a color printer. Be careful to use correct spelling and grammar. All team members should proofread the report. Often a PC-based spell-checker misses errors. It is your team’s responsibility to produce a professional looking report.