

CHAPTER 1

OVERVIEW OF FINANCIAL REPORTING, FINANCIAL STATEMENT ANALYSIS, AND VALUATION

Solutions to Questions, Exercises, Problems, and Teaching Notes to Cases

1.1 Porter's Five Forces Applied to the Air Courier Industry.

Buyer Power. Air courier services are a commodity. Firms in the industry offer similar overnight or two-day deliveries. Firms also provide opportunities to track shipments. Business customers can negotiate favorable shipping terms based on the volume of shipments. Thus, buyer power among large corporate customers is high.

Supplier Power. The principal inputs are labor services, equipment, and information systems. Exchange for pilots and some information-processing specialists, the skill required to offer air courier services is relatively low. Therefore, competition for jobs reduces supplier power. The principal items of equipment are airplanes, trucks, and sorting equipment. The number of suppliers of this equipment is relatively small, but the equipment offered is largely a commodity. Thus, equipment supplier power is relatively low. Information systems are critical to scheduling, tracking, and delivering parcels. Hiring individuals with the education and skills needed to design and maintain this information system is not difficult because these skills and education are not unique. Thus, supplier power is low.

Rivalry among Existing Firms. Seven air couriers now carry a 90% market share. FedEx and UPS have the largest market shares and compete heavily. Smaller firms compete more in particular geographical or customer markets. Thus, rivalry is relatively high.

Threat of New Entrants. The cost of acquiring equipment, developing national and international delivery networks, and overcoming entrenched firms in an already crowded market makes the threat of new entrants low.

Threat of Substitution. The main threat to transportation of letter parcels is digital transmission, and that threat is high. The threat of substitutes for transportation of packages is low.

1.2 Economic Attributes Framework Applied to the Specialty Retailing Apparel Industry.

Demand. Firms attempt to compete on design, colors, and other product attributes, but apparel is largely a commodity. Demand is somewhat cyclical with economic

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Arora M.N.



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cost estimation under uncertainty The chapter Financial Accounting and Analysis delineates the key financial statements financial analyses balanced scorecard ratio analysis and capital asset valuation including operations opportunities and acquisition and mergers The chapter Marketing Management reviews marketing functions marketing forecasting marketing segmentation customers and other factors affecting marketing in making value adding contributions The new business vocabulary and useful analysis tools presented will enable engineering managers to become more effective when interacting with senior management and to prepare themselves for assuming higher level corporate responsibilities

Group Theory and Numerical Analysis Pavel Winternitz, The Workshop on Group Theory and Numerical Analysis brought together scientists working in several different but related areas The unifying theme was the application of group theory and geometrical methods to the solution of differential and difference equations The emphasis was on the combination of analytical and numerical methods and also the use of symbolic computation This meeting was organized under the auspices of the Centre de Recherches Mathematiques Universite de Montreal Canada This volume has the character of a monograph and should represent a useful reference book for scientists working in this highly topical field

Handbook of Research on Strategic Business Infrastructure Development and Contemporary Issues in Finance Ray, Nilanjan, Chakraborty, Kaushik, 2014-02-28 The dynamic economic climate invites participants who are grounded in strategic financial management and infrastructure development Thus a lack of sufficient infrastructure in both quality and quantity often disqualifies developing countries from being key players in the global economy and influences other socioeconomic problems like unemployment quality of work life and quality of life Handbook of Research on Strategic Business Infrastructure Development and Contemporary Issues in Finance discusses the efficiency of good infrastructure and its impact on socioeconomic growth and socioeconomic development in general and addresses contemporary aspects of the strategic financial management essential for accomplishing the objective of wealth maximization in today's challenging and competitive economy This book is an essential research work for policy makers government workers and NGO employees as well as academicians and researchers in the fields of business finance marketing management accounting MIS public administration economics and law

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