

CHECKLIST 6

1. Ultimately, at net level, a retail business is driven by two key ratios. What are they?
2. How do these two ratios combine to drive the business?
3. What is another name for return on sales?
4. What is the formula for return on sales?
5. What is the formula for net profit?
6. How can a representative affect the top line of the ratio for return on sales?
7. How can a representative affect the bottom line of the ratio for return on sales?
8. What is the formula for stock turn?
9. How can a representative affect the top line of the ratio for stock turn?
10. How can a representative affect the bottom line of the ratio for stock turn?