

Walter Cumberland PD
Profit Through Education

PM TEST

1. The 12 & 1 rule is a form of...
2. Please define LGPR
3. Parts become technically obsolete at _____ MNS
4. Define ROI
5. How is a 100% gross profit possible?
6. What is the equation for an investment turn... $IT = \frac{\text{_____}}{\text{_____}}$
7. $TCOS / AIV = \text{_____}$
8. List the 3 ways to increase profits
9. $(TST-GP) / DGT = \text{_____}$
10. What percentage of your inventory profile should represent 12 MNS or greater?
11. A typical auto dealer's parts department makes an annual NP of _____ %
12. Part-no 12345 has recorded 71 yrsl. Utilizing 30 ADS, how many should be kept in stock?
13. $TS - GP = \text{_____}$
14. To continually achieve DGT, an inventory must be kept _____
15. Define MBO
16. The first decision to make when implementing a wholesale strategy is...
17. Actual days supply is determined by _____ and _____
18. $GP = \text{_____} - \text{_____}$
19. Mark up percentage is always less than GP percentage. T or F
20. Can JITI be used in a dealership's parts department?

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PM TEST ANSWER SHEET

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