Exam II Review Guide

**Exam Format:**

* 15 Multiple choice questions (mostly over vocabulary/conceptual thing, has some where you have to do some calculations)
* 5 Multiple choice questions on a partially filled out 6 month plan where you have to do some calculations to figure out the missing values.
* 6 month plan that you’ll have to plan on your own, LY numbers will be provided in the exam.

Make sure to review:

* Additions to inventory
* Reductions to inventory
* How to calculate Book inventory at retail/cost
* Identify shortages and overages
* How shortages or overages are caused
* How to calculate shortages/overages
* 4-5-4 calendar
* 6-month plan objectives & elements of it
* How to calculate sales increase/decrease
* How to calculate turnover rates
* Ways to increase/decrease turnover
* How to plan stock levels using:
  + Stock-sales ratio
  + Basic stock method
  + Weeks of supply
* How to calculate MDs for season
* How to calculate cost given Retail & MU%
* How to calculate stock needed
* OTB and its importance
* How to calculate OTB
* How to do a 6 month plan