

2. Exploration Toys (ET)

Exploration Toys (ET) manufactures educational toys. Dr Berac Loïc set up the business in 2006. *ET*'s unique selling point (USP) is that its toys are not only safe and fun, but also teach children to explore and solve problems. *ET* sells directly to consumers online, business-to-customers (B2C), and relies only on word-of-mouth promotion*. *ET* set its toy prices higher than those of its competitors.

Table 1: selected data for *ET*, for 2014.

Sales revenue	€300 000
Number of toys sold	12 500
Fixed costs	€121 800
Variable cost per toy	€10

By 2014, sales had stopped growing. A marketing consultant told Berac that with only word-of-mouth and B2C e-commerce sales, the situation would not improve. She recommended that *ET* restructure its marketing mix to include more promotion, lower prices, and an additional sales method called "toy parties". *ET* would need to recruit part-time sales associates (representatives) to host the toy parties. At the parties parents could see the toys and children could play with them. The sales associates would sell *ET*'s toys on a commission-only basis.

However, if sales grew significantly *ET* would need to lease a larger factory, which would increase fixed costs. Berac forecasted financial data based on the marketing consultant's recommendations.

Table 2: forecasted financial data for *ET*, for 2015.

Cash sales revenue	€352 000
Closing cash balance at year-end 2014	€37 000
Fixed assets	€40 000
Fixed costs	€180 000
Raw materials	€128 000
Sales commissions	€32 000
Other variable costs	€32 000

* word-of-mouth promotion: information passing from one person to another or others through oral communication

(This question continues on the following page)

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Table of Contents M12 3 Busmt Sp2 Eng Tz0 Xx M

1. Understanding the eBook M12 3 Busmt Sp2 Eng Tz0 Xx M
 - The Rise of Digital Reading M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Advantages of eBooks Over Traditional Books
2. Identifying M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an M12 3 Busmt Sp2 Eng Tz0 Xx M
 - User-Friendly Interface
4. Exploring eBook Recommendations from M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Personalized Recommendations
 - M12 3 Busmt Sp2 Eng Tz0 Xx M User Reviews and Ratings
 - M12 3 Busmt Sp2 Eng Tz0 Xx M and Bestseller Lists
5. Accessing M12 3 Busmt Sp2 Eng Tz0 Xx M Free and Paid eBooks

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- M12 3 Busmt Sp2 Eng Tz0 Xx M Public Domain eBooks
 - M12 3 Busmt Sp2 Eng Tz0 Xx M eBook Subscription Services
 - M12 3 Busmt Sp2 Eng Tz0 Xx M Budget-Friendly Options
6. Navigating M12 3 Busmt Sp2 Eng Tz0 Xx M eBook Formats
 - ePub, PDF, MOBI, and More
 - M12 3 Busmt Sp2 Eng Tz0 Xx M Compatibility with Devices
 - M12 3 Busmt Sp2 Eng Tz0 Xx M Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Highlighting and Note-Taking M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Interactive Elements M12 3 Busmt Sp2 Eng Tz0 Xx M
 8. Staying Engaged with M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers M12 3 Busmt Sp2 Eng Tz0 Xx M
 9. Balancing eBooks and Physical Books M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection M12 3 Busmt Sp2 Eng Tz0 Xx M
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Setting Reading Goals M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Fact-Checking eBook Content of M12 3 Busmt Sp2 Eng Tz0 Xx M
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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