

## 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

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

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web ㅁㅁㅁㅁㅁㅁ ㅁㅁㅁㅁㅁㅁㅁㅁ kimi ga shine tasūketsu death game by nankidai translated to english as your turn to die death game by majority by vgperson currently the game is released up to chapter three part one section b

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web i can see the kitchen through the glass investigate chandelier an elegant chandelier investigate back of the cafeteria there s a pitch black area in the back of the cafeteria investigate dart with sou there s something on the table obtained a small dart

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web as of chapter 2 part two there is only one named ending not considered a basic game over ending 1 massacre 1 1 1 1  
endo ichi minagoroshi is the first official ending it s possible to reach at the end of the second main game in chapter 2 part two during the second voting phase if sara votes for nao egokoro who is the

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