Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**2.2.2 Sales, revenue and costs**

1. Distinguish between sales volume and sales revenue.

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1. Allocate each cost to the table below.

* Rent and rates £150 000
* Operatives’ wages £100 000
* Raw materials £75 000
* Managers’ salaries £170 000
* Interest payments £22 000
* Promotional expenditure £17 000
* Broadband £2 500
* Commission £15 000
* Courier fees £10 000

|  |  |  |  |
| --- | --- | --- | --- |
| Fixed costs | | Variable costs | |
| Cost | £s | Cost | £s |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

1. Based on the table above what are?
   1. Total fixed costs

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* 1. Total variable costs

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* 1. Total costs

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* 1. Fixed costs as a percentage of total costs

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* 1. Variable costs as a percentage of total costs

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