

FLEETWHIZ™

DECISIONMAKING TOOLS

**Apply Accounting, Finance
and Credit Evaluations and
Opportunity Costs to
Decisionmaking Processes**

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Management Textbook MDC 5

ACCOUNTING – TO THE READER

SUGGESTIONS ON HOW TO USE THIS TEXTBOOK AS AN IMMEDIATE TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Introduction: The objective of this textbook is to increase fleet–shop–parts–fuel managers' knowledge of accounting, finance, credit and opportunity costs. Accounting is the financial scorekeeper for managers, departments, divisions and organizations. If a manager does not know how the game is scored, then that lack of knowledge makes it impossible to win the game. Demonstrated knowledge of accounting, finance, credit and opportunity costs is prerequisite for achieving career success. Compare the fleet–shop–parts–fuel department's current financial and operational decisionmaking criteria to the world-class criteria discussed in this textbook. Implement required changes and earn \$100,000 annually with 90% decisionmaking control and achieve Vice President and Director status.

Remarks:

1. The following illustration lists the nine (9) subsections included in this textbook.

Illustration – Introduction to the Money Side of the Fleet–Shop–Parts–Fuel Business

1. Introduction to Accounting, Finance and Credit Evaluations and Opportunity Costs
2. Compute Financial And Operational Performance Levels Using 5 Scorecards.
3. Legally Minimize Taxes Paid.
4. Compute Purchase Volumes by Commodity for Negotiations.
5. Compute Prices for all Products and Services Offered to Users.
6. Compute Opportunity Costs.
7. Compute Financial and Operational Risks.
8. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
9. Master's Degree Certifications Open-Book Test Questions

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