

1. Ppt - Welcome and agenda
  - a. Go through “What is fixed? What is Variable?” one-by-one, encouraging interaction
  - b. Explain how labor is “step-variable” (don’t forget to build graph)
  - c. After presentation, switch to Excel.
- b. Excel – Example (BozaMan)
  - a. Fixed / Variable Costs columns (simple cell references), then sum each column
  - b. Propagate Right the totals
  - c. Do break-even the long way first
  - d. Revenue column (sales \* price)
  - e. Expenses Column (sales \* unit var cost) + fixed costs
  - f. Profit Column (rev – expenses)
  - g. Scroll down to find break-even point
  - h. Show shortcut for CM and Break-even Point
  - i. Contribution margin formula (price – variable costs)
  - j. Break-even point formula (fixed costs / contribution margin)
  - k. Explain each line on the graph
  - l. Break-even point is where revenue becomes greater than expenses (where the red and green lines cross)
  - m. Blue line is profit and you can see it goes above zero at this point
  - n. Explain slopes for profit (CM), expenses (VC) and revenue (Price) lines

Show students office hour and extra help session times from LMS  
-TBA

Practice Part – If you have time left, let them do the practices and help them through it. Do not do it together!  
Let them do it.  
-Macuncu  
-OzU Store  
-Coffee Stand