



Financial Department
Leasing or credit financing



HOUSE RELEASE

Subject: Extraordinary Departmental Meeting



The management wishes very short notice a recommendation regarding the financing of the vehicle fleet for the new traveling salesmen. In 15 minutes, therefore, an extraordinary departmental meeting on this content begins in the meeting room. Please make sure that your team is represented by one employee!

C. Steffes
Department of Controlling



ROLE DESCRIPTION 1

Your team always strives to consider as many criteria as possible when deciding on a financing alternative. Due to the private and professional experience of the team members, the evaluation of financing alternatives is very much determined by extreme economy.

Since you know that the colleagues of the other teams disagree, you must therefore think up valid arguments in order to convince your colleagues of the financing alternative you prefer.

Work Orders:

1.

Prepare your team to argue for a departmental meeting in which a decision should be taken on one of the two funding alternatives. Depending on the role assigned to you, develop arguments for leasing or credit financing. Write down these arguments.

2.

Send a team member to the departmental meeting, which will discuss, record, and ultimately participate in the decision to lease or loan finance, based on the team's arguments in the departmental meeting.



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ROLE DESCRIPTION 2

Your team strives to consider all criteria when deciding between funding alternatives. However, given their long commercial experience, you give priority to the objective of maintaining a company's solvency over the cost of financing. You are clearly interested in a way of financing that spares liquidity.

Since you know that the colleagues of the other teams disagree, you must therefore think up valid arguments in order to convince your colleagues of the financing alternative you prefer.

Work Orders:

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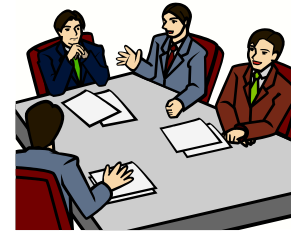
ROLE DESCRIPTION 3

Your team consists of employees who can analyze the balance sheets of other companies through long commercial experience. You are aware of the effect of the item "long-term bank liabilities". You are clearly interested in a method of financing that spares capital needs.

Since you know that the colleagues of the other teams disagree, you must therefore think up valid arguments in order to convince your colleagues of the financing alternative you prefer.

Work Orders:

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ROLE DESCRIPTION 4

Your team is trying hard to weigh the "for" and "cons" of both funding alternatives. However, you can not decide in advance for an alternative.

Knowing that the colleagues in the other teams are very controversial, consider sound arguments for both alternatives and see for yourself an alternative at the end of the discussion, in the departmental meeting.

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ROLE DESCRIPTION 5

Her team consists of young, dynamic, fashion-oriented employees. Even in private life, you always strive to own the most up-to-date goods and goods. They believe that industrial companies should adapt quickly to new technical and economic developments.

Since you know that the colleagues of the other teams disagree, you must therefore think up valid arguments in order to convince your colleagues of the financing alternative you prefer.

Work Orders:

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