

<b>ARE 012 Practical #3:</b>								
		<b>Total</b>	<b>Change in</b>			<b>Change in</b>		<b>Economic</b>
		<b>Annual</b>	<b>Total</b>		<b>Total Net</b>	<b>Total Net</b>		<b>Efficiency</b>
<b>Change in</b>	<b>Number of</b>	<b>Salary for</b>	<b>Annual</b>	<b>Marginal</b>	<b>Returns of</b>	<b>Returns of</b>	<b>Marginal</b>	<b>of Each</b>
<b>Qty. CV</b>	<b>Sales Reps</b>	<b>Reps.</b>	<b>Salary</b>	<b>Cost</b>	<b>Sales Reps</b>	<b>Sales Reps</b>	<b>Revenue</b>	<b>Rep. Hire</b>
	<b>0</b>	<b>\$0</b>			<b>\$0</b>			
<b>1</b>			<b>\$14,000</b>	<b>\$14,000</b>		<b>\$20,000</b>	<b>\$20,000</b>	<b>1.428571</b>
	<b>1</b>	<b>\$14,000</b>			<b>\$20,000</b>			
<b>1</b>			<b>\$14,000</b>	<b>\$14,000</b>		<b>\$20,000</b>	<b>\$20,000</b>	<b>1.428571</b>
	<b>2</b>	<b>\$28,000</b>			<b>\$40,000</b>			
<b>1</b>			<b>\$14,000</b>	<b>\$14,000</b>		<b>\$15,000</b>	<b>\$15,000</b>	<b>1.071429</b>
	<b>3</b>	<b>\$42,000</b>			<b>\$55,000</b>			
<b>1</b>			<b>\$14,000</b>	<b>\$14,000</b>		<b>\$13,000</b>	<b>\$13,000</b>	<b>0.928571</b>
	<b>4</b>	<b>\$56,000</b>			<b>\$68,000</b>			
<b>1</b>			<b>\$14,000</b>	<b>\$14,000</b>		<b>\$7,000</b>	<b>\$7,000</b>	<b>0.5</b>
	<b>5</b>	<b>\$70,000</b>			<b>\$75,000</b>			
<b>We have just found the PROFIT maximizing use level of an input!!!</b>								
<b>Profit Maximizing Rule for Level of Input Use:</b>								
<b>MR of c.v. &gt;= MC of c.v.</b>				<b>MR of c.v. / MC of c.v. &gt;= 1</b>				

