**Drexel University • Westphal College of Media Arts and Design • Design and Merchandising**

DSMR 232 4.0 credit • Retail Merchandising Planning (Winter 2023)

# **Assignment E:** Calculating Stock Turnover and Stock-Sales Ratio

## CREATING AND USING YOUR OWN SPREADSHEET

1. Download and Open file SPREADSHEET E. Input formulas that will allow you to calculate total sales for the year, total retail stock for the year, annual stock turnover rate, and stock-sales ratio for each month.
2. Make the calculations requested for each problem presented below and record your answers on the tables provided.
3. When you have completed the activity, save the file as SPREADSHEET E\_COPY.

## PROBLEMS

1. Calculate the annual stock turnover rate based on the following monthly sales and inventory figures. Calculate the stock-sales ratio for each month.

|  |  |  |
| --- | --- | --- |
| Month | Sales $ | Retail $ |
| 1  2 | 10000 | 30000 |
| 2 | 11000 | 32000 |
| 3 | 13000 | 36000 |
| 4 | 16000 | 37000 |
| 5 | 19000 | 34000 |
| 6 | 9000 | 22000 |
| 7 | 11000 | 32000 |
| 8 | 13000 | 31000 |
| 9 | 16000 | 37000 |
| 10 | 19000 | 31000 |
| 11 | 21000 | 29000 |
| 12 | 25000 | 34000 |
| EOM |  | 19500 |

1. Calculate the annual stock turnover rate based on the following monthly sales and inventory figures. Calculate the stock-sales ratio for each month.

|  |  |  |
| --- | --- | --- |
| Month | Sales $ | Retail $ $$$Stock |
| 1 | 11680 | 18979 |
| 2 | 12530 | 19226 |
| 3 | 14880 | 22678 |
| 4 | 15750 | 21991 |
| 5 | 14340 | 20698 |
| 6 | 13670 | 17834 |
| 7 | 15880 | 22793 |
| 8 | 16750 | 23545 |
| 9 | 15340 | 26198 |
| 10 | 14670 | 17438 |
| 11 | 16880 | 24678 |
| 12 | 17750 | 24545 |
| EOM |  | 22756 |

# **Assignment E:** Calculating Stock Turnover and Stock-Sales Ratio

**Problem 1**

|  |  |
| --- | --- |
| Annual Stock Turnover Rate | **7.39** |
|  |  |
|  | Monthly Stock-Sales Ratio |
| Month 1 | **3** |
| Month 2 | **2.91** |
| Month 3 | **2.77** |
| Month 4 | **2.31** |
| Month 5 | **1.79** |
| Month 6 | **2.44** |
| Month 7 | **2.91** |
| Month 8 | **2.38** |
| Month 9 | **2.31** |
| Month 10 | **1.63** |
| Month 11 | **1.38** |
| Month 12 | **1.36** |

**Problem 2**

|  |  |
| --- | --- |
| Annual Stock Turnover Rate | **0.10** |
|  |  |
|  | Monthly Stock-Sales Ratio |
| Month 1 | **1.62** |
| Month 2 | **1.53** |
| Month 3 | **1.52** |
| Month 4 | **1.40** |
| Month 5 | **1.44** |
| Month 6 | **1.30** |
| Month 7 | **1.44** |
| Month 8 | **1.41** |
| Month 9 | **1.71** |
| Month 10 | **1.19** |
| Month 11 | **1.46** |
| Month 12 | **1.38** |