

**Chapter 20: Working Capital Management**

1.
  - a. The discount is: 1% of \$1,000 = \$10
  - b. The customer gains an extra 40 days of credit.
  - c. With the discount, the customer pays \$990. Without the discount, the customer pays \$1,000. The difference is:  $\$10/\$990 = 1.01\%$   
A rate of 1.01% per 40 days of extra credit is equivalent to an annual rate of:  
$$(1.0101)^{365/40} - 1 = 0.0960 = 9.60\%$$
  
4.
  - a. The expected profit for a sale is:  
$$[0.95 \times (\$1,200 - \$1,050)] - (0.05 \times \$1,050) = \$90$$
  - b. The break-even probability of collection is found by solving for p as follows:  
$$[p \times (\$1,200 - \$1,050)] - [(1 - p) \times \$1,050] = 0 \Rightarrow p = 1,050/1,200 = 0.875$$