

This book rewrites/improves large tracts of business economics.

The text on the back of this book:

**This book goes beyond the borders of set science,
and rewrites/improves large tracts of business economics
as it is currently badly taught worldwide.**

It is for both beginners and professionals. Prior knowledge is not required. It is suitable for students and graduates in financial management (Economics, Accountancy and Business Administration), for financial and general managers, for entrepreneurs and for investors. Indeed for everyone who has to deal with money. The central theme in Business Economics is MONEY and money can and must be counted. In this piece of science, the most plausible statements are likely to fail when the counts are not correct. Existing textbooks are seemingly correct – with regard to the text – but presented calculations are mostly not to-the-point. In a company, normally a lot of money is involved; generally this money is the possession of other people, and one must handle things carefully i.e. a good manager is also a good steward and naturally takes care of literally everything.

Business Economics is a part of Economics and concerns the distribution of scarce goods and services. Choosing, this or that, that's what it's all about; in a world of 'demand' and 'supply'.

Establishment of a company and treatment of problems concerning money right from the beginning are covered. This book indeed goes beyond the borders of set science, and rewrites large pieces of business economics as it is currently taught worldwide. It starts with exact money calculus, and ends with the measurement of period profit, exactly, quickly and easily.

Basis for Better Business Administration and Management

This book THEORY is No.1 from a triptych:

**Business Economics VI_Period Profit Measurement *quickly and easily*
THEORY**

**Business Economics VI_Period Profit Measurement *quickly and easily*
EXERCISES, PROBLEMS, QUESTIONS**

**Business Economics VI_Period Profit Measurement *quickly and easily*
ELABORATIONS, ANSWERS**

Preface, follows below

Preface

The

central theme in business economics is MONEY and money can and must be counted. In this part of the economic science the most plausible assertions run aground when the counts are finally not correct.¹ Existing textbooks seem fine in terms of text, but the calculations often leave much to be desired. This book is focused on the further development of numerical skills. Many are somewhat unenumerated, and have trouble with arithmetic. Well, that is to be improved upon. It is often only a matter of counting meticulously. But that must be done very precisely. It is soon about a lot of money, usually from others and one must know what to carefully do with it. Business economists are supposed to be in the middle of the world and therefore have to deal with everything. Business economics has significant common ground with other sciences, not only with sociology, psychology and organizational science, but also with geometry, mathematical analysis, probability theory, statistics and game theory. It concerns choice problems. For example, buying or leasing, this or that other loan, a machine to trade-in, yes or no? Where can business economics give help? And how?

Not by only making qualitative statements. Nor by drawing premature conclusions from so-called calculations on the edge of a newspaper. Dangerous as quicksand. Budgets, numerations from proponents and counter-budgets, counter-figures from opponents. If there is no proof, there is literally no science. Then business economics is in fact empty-handed. Only proven calculations bring the economic view into validity. Quantitatively substantiated statements about the current choice problems: conclusions from irrefutable calculations. It is wrong to set the business economics aspects against the calculation technical aspects. As if they could be separated one from the other and the latter left to second-rate assistants while the first line is already pronouncing. About what? Those who do not calculate exactly and, for the sake of certainty (sic), add a few percent, they make everything grey and cover the problems instead of solving something. What we can calculate purely are the white spots and the rest is black, about which business economics cannot (yet) say anything meaningful. That is no shame. However, it is a shame to cover up unsolved problems, and not to investigate it further. The cultivation of the various schools in the (business) economy is unworthy of science.

To understand reality, the smallest detail must be penetrated and at the same time a too fragmentary treatment must be avoided. Do not separate what belongs together nor leave together what needs to be separated. Production and sales, for example, are often considered separately, while there are indeed mutual influences. In matters that affects both business sectors, production and sales cannot be separated, and production and sales cannot be understood apart without skipping the mutual effects.

The sign \$ is used, also in quotations. In general amounts of money appear in the financial calculations. Sometimes only numbers are denominated if it is obvious that money units are involved; to be read as e.g. so many U.S.-dollars.

¹ So organized nowadays. But there had long been business economy before the social science economy saw the light. The Balance Sheet and the Profit and Loss Account are centuries-old. The state of origin and spending of resources – clearly SSUF, Statement of Source and Use of Funds – according to the direct method has existed since the earliest times. Anyone who manages a housekeeping book can talk about it. Every incoming and outgoing cent, every dime and every U.S.-dollar must be accounted for. Where money has to be counted, business economics is an exact science.

I am indebted to anyone for remarks and comments they give. Your suggestions are truly welcome and thank you for your advice.²

Jan Jacobs

This book harshly criticizes out-of-date Business Economics textbooks.

***The Profit Formula*[®] i.e. *The Way to Easy Profit Measurement (EXACTLY, QUICKLY and EASILY)* is 1 of 8 'Scientific Perfections' completely explained in '*Business Economics VI Groundbreaking*'. Schools / Universities ignoring this book, they train students totally wrong in Business Economics.**

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² Your contribution is very welcome, will be carefully studied and, if possible, processed in an improved reissue jan.f.jacobs@kpnmail.nl