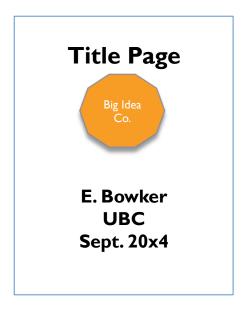
# Formatting

Bowker, COMM 390

The First Three Pages



## The First Three Pages



# **Table of Contents** (if you have one)

- I.
- 7
- 3
- 4.

#### **Title**

#### Exec Sum.

Lorem ipsum dolor sit amet...

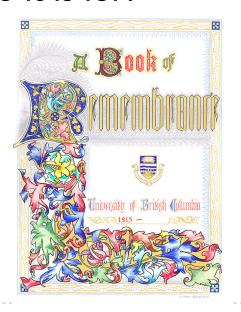
P. I

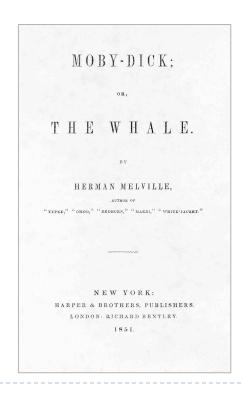
Note: A Table of Contents and Executive Summary are not expected for shorter reports.

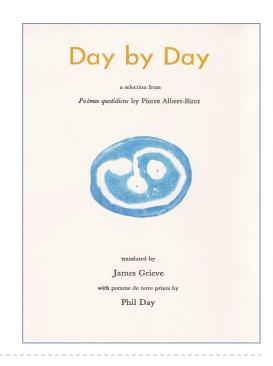


## Title Page

- ▶ Title and Subtitle
- Your name
- Company or school name
- Date
- Who it is for?









#### Titles

- Distinguish the document from all others.
- Identify the <u>purpose</u>:
  - Analysis, Study, Evaluation, After Action Report, Proposal...
- ▶ Identify the <u>subject</u>:
  - Obama Inauguration, May 2013 Sales, Sponsorship Packages
- Are included on the title page and the first page



#### Subtitles

- Are optional
- Provide some context.
- E.g.:
  - Comparison of Acme & Pinnacle
  - ▶ For the Department of Transportation





## Titles & Subtitles Together

## 2008 Obama Inauguration After Action Report

Successfully Combining Security and Transportation

#### 2014 Sponsorship Analysis

Pinnacle & Acme Company Comparisons

#### **CRM Software Options Evaluation**

To Meet 2014 Expansion Targets

Best Foot Forward Fine Suits

Complex and Expensive Operations Model



#### Table of Contents

- After the title page, and before page one.
- Not necessary for short simple documents. (e.g. 6 pages no appendixes)
- Many different ways to format

#### **Table of Contents**

Introduction	11
Part One: Getting Started	
Chapter One: Structuring a Business Plan	17
Chapter Two: Case Study of a UMTS Service Provider	33
Chapter Three: What Can We Learn from the dot.com Crash?	53
Part Two: Financial Statements and Valuation	
Chapter Four: Understanding Financial Statements	61
Chapter Five: Valuing Businesses	89
Chapter Six: Checklist of Common Pitfalls	139
Part Three: Forecasting Revenues and Costs	
Chapter Seven: Forecasting is an Art	145
Chapter Eight: Forecasting on the Supply Side	161
Chapter Nine: Forecasting Demand	173
Part Four: Advanced Techniques	
Chapter Ten: Knowing Your Competitors	223
Chapter Eleven: Value Chain and Business Model	239
Chapter Twelve: Scenario Planning	251
Chapter Thirteen: Valuing Business Opportunities as Real Options	263
Conclusion: Did MNOs Overpay for their UMTS Licence?	295
Annex: A note on Regression	305
Bibliography Index	311 318



#### Page One

- Start reports 1/4 1/3 of the way down the page
- INCLUDE THE TITLE and subtitle if you have one
- Usually centre titles, use larger font or otherwise make them stand out
- Leave at least one space between the title and the body of your report





#### Introduction

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#### Rackgroung

Lorem ipsum dolor sit amet, consectetuer adipiscing elit, sed diam nonummy nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Ut wisi enim ad minim veniam, quis nostrud exerci tation ullamcorper suscipit lobortis nisl ut aliquip ex ea commodo consequat. Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis at vero eros et accumsan et iusto odio dignissim qui

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#### Headers & Footers

- Provide key information about the document such as:
  - Document name
  - Authour's name
  - Date
  - Page numbers
  - Logos
  - Company or department name
  - File path/location
- May use formatting lines or shading to differentiate it from the main text
- Footer begins after the title page
- Header begins after page one

Comm 390 Page 15 of 15

# Formatting Details



## The Purpose of White Space

- White space provides visual breathing room for the eye. It breaks up text and graphics.
- Add white space to make a page less cramped, confusing, or overwhelming.
- The result should be a document that is easier to read and more accessible.



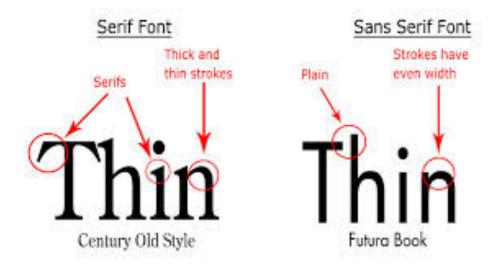
## **Choose Colours Wisely**

- Choose legible colours
- Use bright colours to highlight
- Sharply contrast backgrounds and texts
- Avoid red/green combinations
- Use warm colours (oranges/reds) to excite
- Use cool colours (greens/blues) to calm



#### Fonts

- Use fonts everyone can read
- Always use 11 or 12 point for the main content
- Use serif fonts for headings and sans serif fonts for the body
  - Or the other way around
  - They should look different because they function differently





Baskerville Refined, elegant, beautifully simple

Bodoni Elegant, subjective, classic yet modern feel

Caslon Dignified, formal, sturdy yet graceful

Eurostile Clean, modern, quadratic but with smooth edges

Frutiger Sturdy, legible, simple, clean

#### Futura Elegant sans serif, great personality yet understated

Garamond Classic elegance, mature without being stuffy

Gill Sans Sans serif with a distinct, warm, friendly personality

Helvetica Neutral without being boring, simple, contemporary

Rockwell Distinct, bold, confident, good display type

Optima Clean, classy, soothing, smart, beautiful

Franklin Gothic Classic sans serif font popular for use on billboards, large displays

Presenting Information Graphically



## Presenting Information Graphically

#### The benefits:

- Less intimidating
- Easier to scan and find information
- Easier to understand and act on

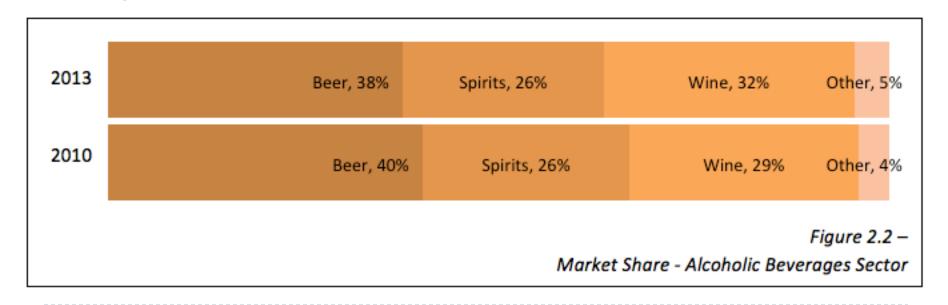
**Bullet Lists** Text Boxes Numbered Lists Sidebar Text **Check Lists** Clip Art **Tables Graphics** Flow Diagrams **Photos Decision Trees** Illustrations

Source: Duncan Kent & Associates, Sharpening Your Writing Skills



#### Purpose

- Think about the **purpose** for creating a visual, and then consider how best to highlight the information you want the reader to remember.
- For example: the purpose of this graph is to show that the beer market share is shrinking:

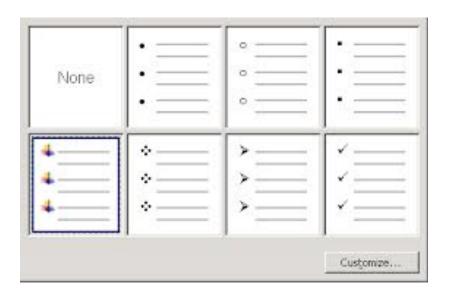




#### **Bullet Points**

#### Useful for:

- Clarifying a series,
- Presenting a list,
- Adding emphasis, and
- Drawing attention to important information.





#### Graphics

- Highlight or provide clarity on important information
- Provide visual organization to your ideas
- Should be:
  - Balanced
  - Appealing or compelling
  - Clean and free of unnecessary clutter

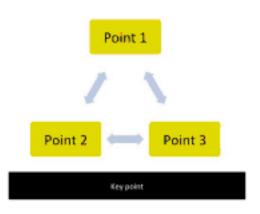


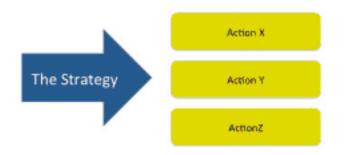
## Types of Graphics

- > A diagram uses lines, arrows, shapes and so on to explain an idea or show relationships and connections.
- > A **chart** can be a map; or it can show statistics like a bar-chart.
- > **Tables** and **graphs** can be used to display both quantitative and qualitative information graphically.
- A figure can be any picture that goes with the text of what someone is writing. It might be a diagram or a chart or it might be a photo. The word is sometimes abbreviated to "Fig.": "By 1900, the town extended to the bank of the river. (Fig. 2)"

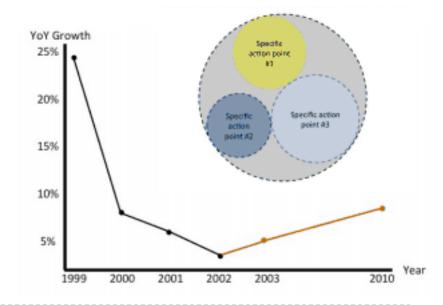


# Examples





	Family Integration	Long-Term Sustainability	Reduction of Systematic Risk	
Business Model				
Focus on Flowers Exclusively	✓	х	Х	
Maintain Flowers & Expand into Vegetables	<b>~</b>	<b>v</b>	<b>~</b>	
Vertical Integration with Suppliers	✓	х	х	





## **Identify Graphics**

- Include a label (e.g. "Figure 2") and a title for the item
- Include the source unless you have developed it yourself

Fig. 2: Business Model

	Family Integration	Long-Term Sustainability	Reduction of Systematic Risk	
Business Model				
Focus on Flowers Exclusively	✓	х	Х	
Maintain Flowers & Expand into Vegetables	<b>~</b>	<b>v</b>	<b>√</b>	
Vertical Integration with Suppliers	✓	х	×	

Source: http://thewebsite.com



## Writing About Numbers

- Show the numbers in a table or chart
- Use the text primarily to provide analysis of the numbers
  - ▶ E.g. trends, patterns, anomalies, etc.

	2009	2010	2011	2012	2013	pro	2014 ejected
Total Revenue	\$2,289,993	\$2,424,719	\$2,727,396	\$3,514,479	\$4,270,571	\$	TBD
Normalized EBITDA	\$634,481	\$676,774	\$923,879	\$892,524	\$1,085,753	\$	TBD



What follows are sophisticated examples that are within your reach, but not necessary for success in this course.



## Formatting

- Vary:
  - Position (center, left or right justified)
  - **Bold**, italics, underline
  - Line weights
  - Shading
    - Light text on dark background makes the text stand out



Safety	Low but	Economic	Mid-High	Cost	Very
Rights:	improving	Need:	Miu-High	Feasibility:	feasible



## Highlight Relationships

- Identify themes of the document
- Organize information

Educate

Education Outreach

Aim: to educate students in secondary school about the benefits of cycling, and to generate interest in program

Community Cycling Group

Aim: to connect youth committed to Beating Heart's values through bi-weekly cycle tours

Cross-Canada Bike Tour

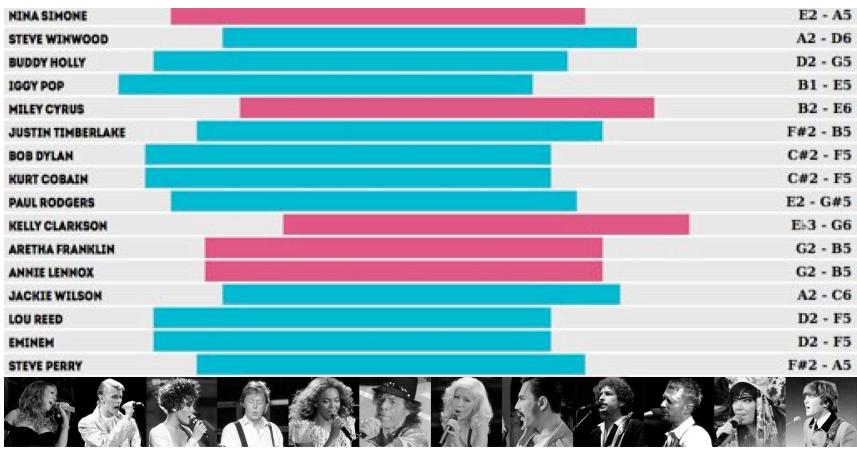
Aim: to build national awareness about Beating Heart

values, and to encourage participation in affiliate groups



## Comparison

#### Vocal Range of the World's Greatest Singers

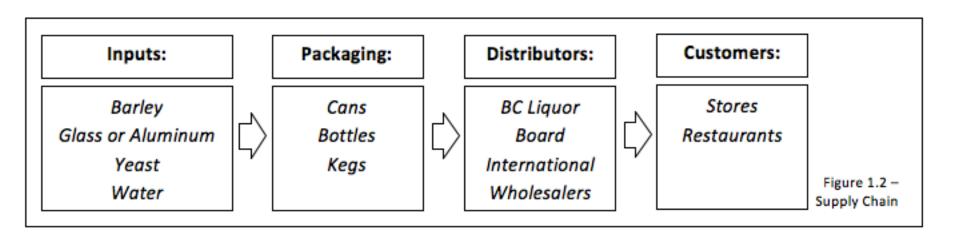


Source: http://www.spin.com/articles/mike-patton-biggest-vocal-range-octaves-chart-music/



## Process Diagrams

- Visuals are great to show connections/relationships in a process
- Use text boxes and shapes
- ▶ For example: The following diagram demonstrates a process where there is a clear start and end point:



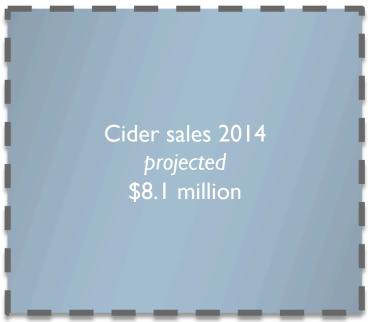


## Size Diagrams

- Can be used to compare the relative size of two or more disparate things
- Can be used to highlight an interesting or unusual relationship

Cider \$5.2 \$1.6 million

Cider sales 2013 \$5.2 million



## Scale Diagrams

- Used to prioritize or rank items against a criterion
- Note: if you use a vertical scale, the top tends to look better, whereas a horizontal scale does not give one end preference











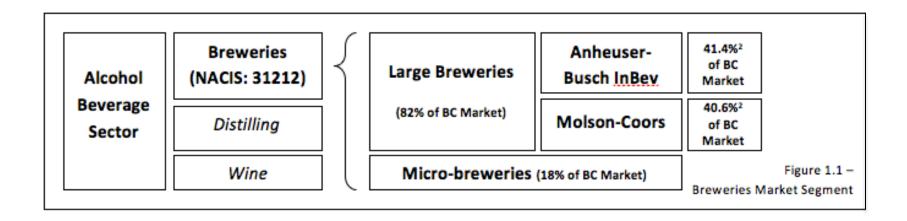
**Economical** 

Luxury



## Taxonomy Diagrams

- Used to clarify differences between sub-groups
- Useful if you have multiple items that vary on different axis





#### Inserted Text Boxes

- Are boxes embedded in the body of the text or as a side bar.
- Are useful for highlighting background or other additional information that you choose not to include in the body of your text
- Are highlighted using borders and/or shading
- Often use a different font for further differentiation

#### **FYI**

3 out of 4 students underestimate the time it takes to complete online assignments.

#### In History

In July 1901 a fire destroyed St. Paul's Church at Metlakatla, demolishing what was said to have been the largest church north of San Francisco and west of Chicago...

#### Inserted Text Boxes

- May provide a snap shot of the main idea of each section
- Goal: textboxes, when read together, should guide the reader through your paper as if telling a story

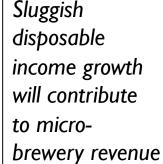
BC microbreweries sell \$162 million of beer per year, and have a gross margin of approximately \$82 million



Input prices for breweries estimated to rise past 4% expected inflation



Micro-breweries compete in a premium beer segment



decline

Aggressive acquisitions by large breweries increase difficulty of small breweries in finding a niche





Uncertainty and stiff competition make the industry unfavorable



#### More Information

- http://www.youtube.com/watch?v=AiYPVY55uag
- Duncan Kent & Associates, <u>Sharpening Your Writing Skills</u> (available on Connect in Additional Student Resources)



## End

