

An account executive divides his time between sales and support activities, primarily paperwork and reading up on new products. Keeping up to date on new products requires that he spend at least 5 hours each week reading trade newspapers and magazines (i.e. support activities). In addition, each hour he devotes to sales generates .1 hours of paperwork (i.e. support activities). He prefers sales, and he wants to devote at least half of his time to that activity, but there is enough to do in support activities that any time not devoted to sales can be used for that purpose. He plans to devote at most 50 hours per week to his job. Finally, he estimates that the time he devotes to sales is worth \$15 per hour and that the time he devotes to support activities is worth \$10 per hour. Formulate a mathematical problem whose solution gives the number of hours to be devoted to each activity that maximizes the value of his activities.

LINEAR PROGRAMMING
EXAMPLE 7.3

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YOU GET TO CHOOSE HOW MANY HOURS ARE DEVOTED TO EACH ACTIVITY

What are the activities?????

Lecture 27

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What are the activities?????

It looks like the activities are:

- 1) sales
- 2) support

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This is confirmed by looking at the information about the objective function.

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Question: Are "paperwork and reading" sales and support activities?

Answer: No, they are support activities only, as can be seen by reading the next two sentences.

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Let

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$x = \#$ hours devoted to sales
 $y = \#$ hours devoted to support

$y \geq 5 + .1x$

sales all work
 $x \geq .5(x + y)$ "but there is ..."
 ????????????????

$x + y \leq 50$

value of activities =
 $15x + 10y$

This must be the objective function. It is what you are trying to maximize.

ERASE

17

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$y \geq 5 + .1x$

$x \geq .5(x + y)$

$x + y \leq 50$

Maximize
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ERASE

18

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Maximize
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Subject to:

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Maximize
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Subject to:

$y \geq 5 + .1x$ $y - .1x \geq 5$

$x \geq .5(x + y)$ $.5x - .5y \geq 0$

$x + y \leq 50$ $x + y \leq 50$

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Subject to:

$y - .1x \geq 5$

$x - y \geq 0$

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$x \geq 0$

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ERASE

22

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Maximize
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Subject to:

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ERASE

23

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Maximize
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Subject to:

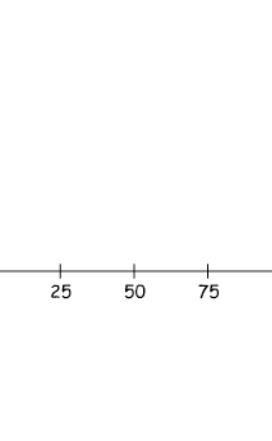
$y - .1x \geq 5$

$x - y \geq 0$

$x + y \leq 50$

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ERASE

24

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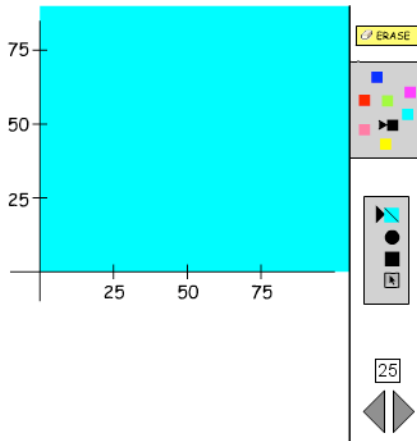
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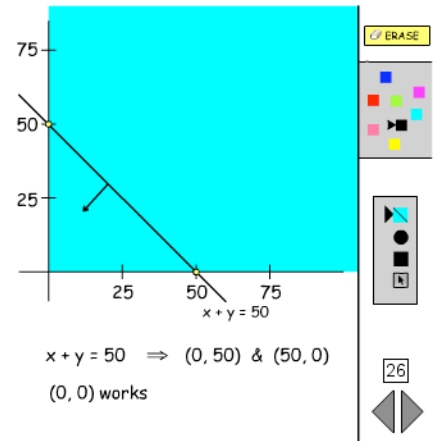
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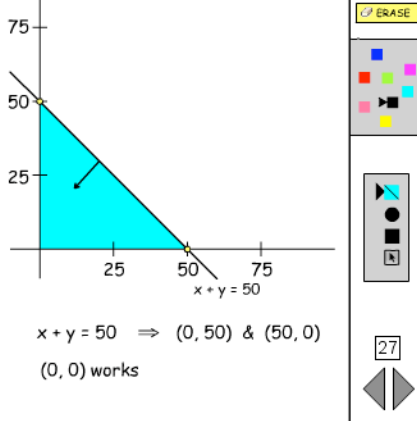
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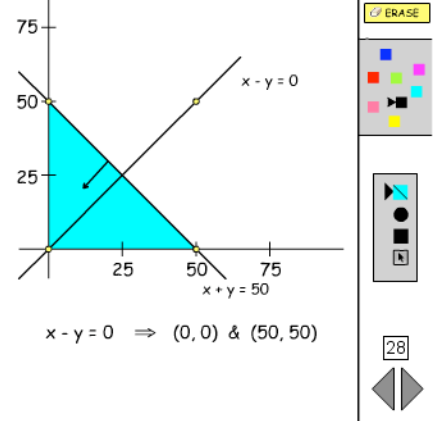
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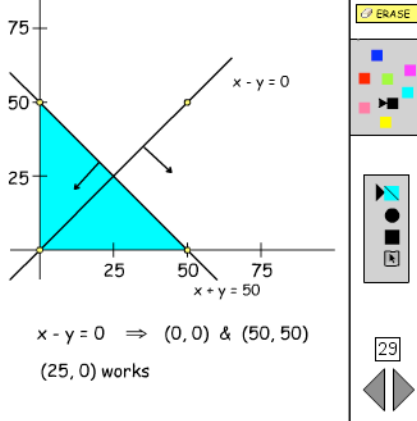
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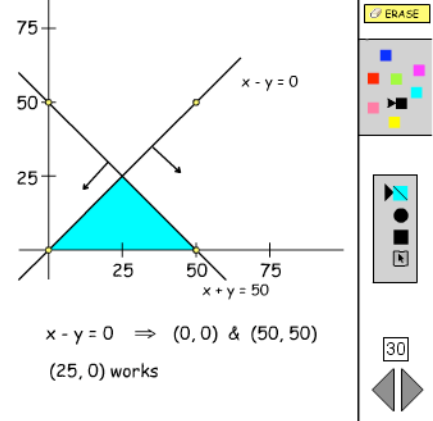
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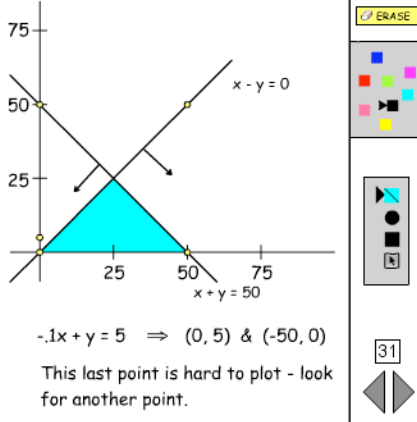
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