ANSWERS

"Please note: questions without answers are 'open' and designed for group or class activities.

CHAPTER 1

CASE STUDY: THE KANDY CYCLE SHOP

Why do you think Tharanga opened a second-hand bicycle shop?

Thananga had always wanted to run a business because he wanted to be his own boss. He also had a passion for bicycles and spent a lot of his spare time restoring old bicycles and selling them on to local people as a hobby. He probably felt he could make a living by exploiting this hobby. He may also have been motivated by the prospect of making some money.

2 ► What are three resources used by Tharanga when setting up his business?

Tharanga when setting up his business used a range of resources. For example, he needed premises, tools and equipment, such as spanners, piers, screwdrivers and wrenches, spare bicycle parts, lubricants, business stationery, electricity and a mobile telephone. He also employed his younger brother as a shop assistant.

3 F Why do you think businesses exist?

Businesses exist to provide goods or services. In this example, Tharanga sold second-hand bicycles and carried out a repair and maintenance service for bicycle owners. In the private sector these goods and services are sold in the hope that a profit is made for the business owners.

ACTIVITY 1

CASE STUDY: GULF CONFECTIONERY AND BISCUIT CO.

1 Does the Gulf Confectionery and Biscuit Co. supply products that satisfy needs or wants?

The Gulf Confectionery and Biscuit Co. manufactures high-quality toffees, sweets and lollies. These products are designed to meet consumers' wants, not their needs. They are non-essential products. They are not required for human survival. People can live without toffees, sweets and lollies, so they are not designed to meet their needs.

2 > The Gulf Confectionery and Biscuit Co. is a private enterprise. What does this mean?

Individuals or groups of individuals own most businesses privately. They are private sector businesses. The Gulf Confectionery and Biscuit Co. is a private enterprise that makes toffees, sweets and lollies. The owners hope that the business is successful and is able to make a profit.

ACTIVITY 2

CASE STUDY: STAKEHOLDERS

What is meant by the term business stakeholder?

A stakeholder is an individual or a group that has an interest in the operation of a business. Some stakeholders, such as owners, have a financial interest in the business.

Name the two groups of stakeholders in the photograph.

Customers and employees are the two groups of stakeholders in the photograph.

3 The goods sold in the store above are bought from suppliers. What are the possible needs of suppliers?

Businesses that provide raw materials, parts, commercial services and utilities to other businesses are called suppliers. In this case, suppliers provide the store with the stock that is sold on to consumers. Relations between businesses and their suppliers must be good because they rely on each other. Businesses want good quality resources at reasonable prices. In return suppliers will require prompt payment and regular orders. If suppliers do not receive prompt payment from their customers, this may cause them problems. For example, they may not have enough money to pay their own bills.

MULTIPLE-CHOICE QUESTIONS

1C, 2C, 3B, 4A

CHAPTER REVIEW

CASE STUDY: JOB

1 > JCB makes producer goods. What is meant by the term producer goods?

Products sold by one business to another are called producer goods. JCB designs and manufactures a wide sange of machinery for the construction industry. These are producer goods because they are sold to other businesses, not consumers.

2 Mhat is meant by the term private sector?

Business organisations owned by individuals or groups of individuals operate in the private sector.

3 F. Name two possible stakeholders in JCB.

Any two from: shareholders, suppliers, employees, customers, the local community or the government.

4 > Describe the role played by managers in a business such as JCB.

Managers help with the running of a business. They are often employed to run the different departments in businesses such as marketing, production, finance and human resources. Managers have to show leadership, solve problems, make decisions, settle disputes and motivate workers. Managers are likely to help plan the direction of the business with its owners. They also have to control resources, such as finance, equipment, time and people. Managers are also accountable to the owners. This means they have to take responsibility if things go wrong.

5 JCB operates in a changing business environment. What does this mean?

Most businesses operate in a changing business environment. This means that they may be affected by external factors that are likely to change over time. Such factors include the strength of competition, the economic climate, government legislation, population trends, demand patterns, world affairs and social factors. In this case, JCB

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Sandra Eckard

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Electronic Business and Education Wendy Chin, Frederic-*accents Patricelli, V. Milutinovic, 2012-12-06 In order to establish technical prerequisites for efficient electronic business and education on the Internet appropriate system support is needed as a vital condition for maximization of both short term and long term profits Electronic Business and Education Recent Advances in Internet Infrastructures discusses current research topics in the domain of system support for e business and e education on the Internet and stresses the synergistic interaction of these two components Attention is given to both scientific and engineering issues Electronic Business and Education Recent Advances in Internet Infrastructures is suitable as a secondary text for a graduate level course and as a reference for researchers and practitioners in industry particularly in the area of e business and e education on the Internet There is no longer any question that the Internet and electronic communication are the major new tools for collaborative advances in the creation of new knowledge and in future learning Excerpt from Foreword by Robert C Richardson Nobel Laureate 1996 Cornell University USA From Cubicle to Cloud Jennifer Brazer, 2021-01-26 Anyone can have a good idea Very few can turn it into a million dollar one Until now It s challenging to start and scale a business Choosing the cloud as your platform for delivery and headquarters presents a whole new set of obstacles This guide will allow you to leverage the cloud to streamline your processes and maximize your profits When Jennifer Brazer founded her company Complete Controller she disrupted and reinvented client accounting services CAS creating an entirely new cloud based business model Whether your specialty is accounting therapy design law or any other field groundbreaking expert Jennifer Brazer will show you how to recruit train monitor motivate and mentor your staff without ever being in the same room price package and present your service so its value is recognized and desired beyond geo constraints build trust and reputation with customers colleagues and vendors without in person interaction develop roles and processes to support your model and measure business performance overcome doubt naysayers and traditional model rigidity for your industry keep the faith even when capital and courage run thin This book is for entrepreneurs at any point in their journey to the cloud providing indispensable tools that will set up a cloud based professional service for maximum Flexibility Prince Penman, Flexibility The Key to Thriving in an Ever Changing World by Prince Penman is your success ultimate guide to mastering adaptability and building resilience in today s fast paced unpredictable world In this life changing book you ll discover how embracing flexibility can reduce stress foster emotional intelligence and unlock your true potential Whether you re facing career challenges personal setbacks or just trying to maintain balance in a chaotic world this book provides actionable strategies and powerful insights that will empower you to thrive Packed with practical exercises real world examples and actionable tools Flexibility The Key to Thriving in an Ever Changing World will show you how to Cultivate a flexible mindset to overcome obstacles and embrace change with confidence Build emotional resilience and bounce back from setbacks stronger than ever Foster better relationships by learning how to adapt to the needs of others

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Exhibit Marketing and Trade Show Intelligence Klaus Solberg Söilen,2013-06-12 Exhibition organizers and venue managers must have a thorough knowledge of their customers and they must be very close to the industries they serve We must react rapidly to their changing needs and even be ahead of the curve in providing the tools and services which they ll need to successfully meet their business objectives This book Exhibit Marketing and Trade Show Intelligence will assist all those in the exhibition industry to stay on top of trends and changes as we work to improve our customer's ROI and at the same time strengthen our own bottom line Paul Woodward Managing Director UFI the Global Association of the Exhibition Industry The Exhibit and Event industry has been rapidly expanding over the past several years and offers many global opportunities for a fascinating and rewarding career Exhibit Marketing Trade Show Intelligence provides those interested in a career in Exhibit and Event Management a solid foundation on how to become a valuable asset to any organization Jim Wurm Executive Director Exhibit Event Marketers Association E2MA Dr Klaus Solberg S ilen's book is a vital handbook for all marketers who work with exhibitions as a marketing tool The book provides clear and extremely useful recommendations

for actions before under and after the exhibition has taken place Svend Hollensen author of Global Marketing Pearson and Associate Professor of International Marketing at the University of Southern Denmark **Resources in Education**, 1999

Contemporary Challenges in Cooperation and Coopetition in the Age of Industry 4.0 Agnieszka Zakrzewska-Bielawska, Iwona Staniec, 2019-10-25 This proceedings volume provides a fresh perspective on current challenges in cooperation and coopetition in the age of Industry 4 0 Featuring selected papers from the 10th Conference on Management of Organizations Development MOD held in Zamek Gniew Poland this volume extends the knowledge of cooperation and coopetition presents analytic tools used in the research considers the potential impact of Industry 4 0 on collaboration and provides recommendations for managerial practice Interorganizational relations have been a relevant topic in the management sciences in recent years Globalization social cultural and technological progress are among the factors shaping the environment for collaboration determining the conditions for development and defining a set of new challenges that managers have to face in today s knowledge based economy This book therefore explores emerging problems of organizational development in the light of the needs and challenges of Industry 4 0 Combining the latest theory and practice the volume provides a realistic outlook on the network economy and interdependencies both within and between sectors

Competition, Choice, and Incentives in Government Programs Albert The New York Times Magazine .2003 Morales, John M. Kamensky, 2006 Since the 1980s the language used around market based government has muddled its meaning and polarized its proponents and critics making the topic politicized and controversial Competition Choice and Incentives in Government Programs hopes to reframe competing views of market based government so it is seen not as an ideology but rather as a fact based set of approaches for managing government services and programs more efficiently and Building Digital Government Strategies Rodrigo Sandoval-Almazán, Luis F. Luna-Reyes, Dolores E. effectively Luna-Reyes, J. Ramon Gil-Garcia, Gabriel Puron-Cid, Sergio Picazo-Vela, 2017-08-01 This book provides key strategic principles and best practices to guide the design and implementation of digital government strategies It provides a series of recommendations and findings to think about IT applications in government as a platform for information services and collaboration and strategies to avoid identified pitfalls Digital government research suggests that information technologies have the potential to generate immense public value and transform the relationships between governments citizens businesses and other stakeholders However developing innovative and high impact solutions for citizens hinges on the development of strategic institutional organizational and technical capabilities. Thus far particular characteristics and problems of the public sector organization promote the development of poorly integrated and difficult to maintain applications For example governments maintain separate applications for open data transparency and public services leading to duplication of efforts and a waste of resources The costs associated with maintaining such sets of poorly integrated systems may limit the use of resources to future projects and innovation This book provides best practices and

recommendations based on extensive research in both Mexico and the United States on how governments can develop a digital government strategy for creating public value how to finance digital innovation in the public sector how to building successful collaboration networks and foster citizen engagement and how to correctly implement open government projects and open data It will be of interest to researchers practitioners students and public sector IT professionals that work in the design and implementation of technology based projects and programs Computerworld, 1995-09-11 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld's award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network Enterprise Security Risk Management Brian Allen, Esg., CISSP, CISM, CPP, CFE, Rachelle Loyear CISM, MBCP, 2017-11-29 As a security professional have you found that you and others in your company do not always define security the same way Perhaps security interests and business interests have become misaligned Brian Allen and Rachelle Loyear offer a new approach Enterprise Security Risk Management ESRM By viewing security through a risk management lens ESRM can help make you and your security program successful In their long awaited book based on years of practical experience and research Brian Allen and Rachelle Loyear show you step by step how Enterprise Security Risk Management ESRM applies fundamental risk principles to manage all security risks Whether the risks are informational cyber physical security asset management or business continuity all are included in the holistic all encompassing ESRM approach which will move you from task based to risk based security How is ESRM familiar As a security professional you may already practice some of the components of ESRM Many of the concepts such as risk identification risk transfer and acceptance crisis management and incident response will be well known to you How is ESRM new While many of the principles are familiar the authors have identified few organizations that apply them in the comprehensive holistic way that ESRM represents and even fewer that communicate these principles effectively to key decision makers How is ESRM practical ESRM offers you a straightforward realistic actionable approach to deal effectively with all the distinct types of security risks facing you as a security practitioner ESRM is performed in a life cycle of risk management including Asset assessment and prioritization Risk assessment and prioritization Risk treatment mitigation Continuous improvement Throughout Enterprise Security Risk Management Concepts and Applications the authors give you the tools and materials that will help you advance you in the security field no matter if you are a student a newcomer or a seasoned professional Included are realistic case studies questions to help you assess your own security program thought provoking discussion questions useful figures and tables and references for your further reading By redefining how everyone thinks about the role of security in the enterprise your security organization can focus on working in partnership with business leaders and other key stakeholders to identify and mitigate security risks As you begin to use ESRM following the instructions in this book you will experience greater personal and professional satisfaction as a security professional and you

ll become a recognized and trusted partner in the business critical effort of protecting your enterprise and all its assets Case Studies in Disaster Response Shirley Feldmann-Jensen, Steven J. Jensen, Jean Slick, 2024-02-13 Case Studies in Disaster Response the latest release in the Disaster and Emergency Management Case Studies in Adaptation and Innovation series focuses on the key functions performed in the emergency response to a disaster how these functions are coordinated and typical challenges and issues that emerge Cases address both hazard and response generated needs Also explored are the needs generated by emergent threats e g Ebola crisis emergent technologies e g social media and emergent groups e g social innovation teams that set the stage for innovation and adaption Presents in depth cases studies in disaster response one of the phases of disaster management Unites practice and research from multiple disciplines to highlight the complexity of disasters preparedness including environmental and earth sciences engineering public health geography sociology and anthropology humanitarian aid emergent threats disaster response and resilience Examines policy and ethical dilemmas faced by decision makers in disaster response situations **Smart Cities Policies and Financing** John R. Vacca, 2022-01-19 Smart Cities Policies and Financing Approaches and Solutions is the definitive professional reference for harnessing the full potential of policy making and financial planning in smart cities It covers the effective tools for capturing the dynamic relations between people policies financing and environments and where they are most often useful and effective for all relevant stakeholders. The book examines the key role of science technology and innovation STI especially in information and communications technologies in the design development and management of smart cities policies and financing It identifies the problems and offers practical solutions in implementation of smart infrastructure policies and financing Smart Cities Policies and Financing is also about how the implementation of smart infrastructure projects related to the challenges of the lack of financing and the application of suitable policies underlines the key roles of science technology and innovation STI communities in addressing these challenges and provides key policies and financing that will help guide the design and development of smart cities Brings together experts from academia government and industry to offer state of the art solutions for improving the lives of billions of people in cities around the globe Creates awareness among governments of the various policy tools available such as output based contracting public private partnerships procurement policies long term contracting and targeted research funds in order to promote smart infrastructure implementation and encouraging the use of such tools to shape markets for smart infrastructure and correct market failures Ensures the insclusiveness of smart city projects by adequately addressing the special needs of marginalized sections of society including the elderly persons with disabilities and inhabitants of informal settlements and informal sectors Ensures gender considerations in the design of smart cities and infrastructure through the use of data generated by smart systems to make cities safer and more responsive to the needs of women Demonstrate practical implementation through real life case studies Enhances reader comprehension using learning aids such as hands on exercises checklists chapter summaries review questions and an extensive appendix of additional resources **E Business** Steven M. Glover, Stephen W. Liddle, Douglas F. Prawitt, 2001 This book provides readers with an introduction to e business terminology strategic implications and the important risks threats and opportunities of e business to consider particularly with respect to the accounting profession A wide variety of e business models is offered with interesting case studies E business risk identification and control is discussed E business Assurance Implications are covered

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