

A Level Business Studies

3.1 What is business?

3.1.1 Understanding the nature and purpose of business

Why businesses exist

Key business objectives:

- To make money
- To provide a service
- Provide employment opportunities
- Fill a gap in the market
- Help the community (social enterprises)
- Be environmentally friendly
- Improve existing products
- Survive

The relationship between mission and objectives

Mission Statement – This provides the overriding goal of a business and the reason for its existence and a strategic perspective for the business and a vision for the future

Benefits of a good mission statement:

- Clarifies purpose and focus
- Motivates staff and those interested in the business
- Attracts people (such as investors) and resources
- A good public relations tool

Characteristics of a good mission statement:

- Contains a formulation of objectives that enables progress towards them to be measured
- Differentiates the business from its competitors
- Defines the markets or business in which the firm wants to operate
- Is relevant to all major stakeholders – not just shareholders and managers
- Excites, inspires, motivates, and guides – particularly important for employees

Criticisms of mission statements:

- Not always supported by actions of the business
- Often too vague and general
- Views as a public relations exercise
- Sometimes regarded cynically by employees
- Not supported wholeheartedly by senior management

Corporate aims and objectives:

- Mission statement – the overall reason for the business' existence
- Corporate aims – the long term targets and plans to fulfil the mission statement
- Corporate objectives – the medium to long term quantifiable targets to fulfil the mission statement
- Corporate strategy – the actions to be taken by the business to achieve its objectives

Common business objectives

Types of business objectives:

- Ethical (e.g. completely cruelty free; change packaging to cut down on plastic; use no harmful chemicals; used throughout product line; reduce waste; environmentally friendly)
- Profit (e.g. increase profit margins; maximise profit)
- Growth (e.g. number of shares (quantifiable) – volume; gain market share; increase number of outlets)
- Survival (e.g. achieve minimum level of sales and sales revenue to ensure debts are met and market share is retained; maintain levels of stock)
- Cash flow (e.g. reduce outflows; increase inflows)
- Social (e.g. support and voluntary enhance brand image and reputation)

Introduction To Business B Com Part 1 Tophol

H. James Williams



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 - Chapter 4: Introduction To Business B Com Part 1 Tophol in Specific Contexts
 - Chapter 5: Conclusion
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Table of Contents Introduction To Business B Com Part 1 Tophol

1. Understanding the eBook Introduction To Business B Com Part 1 Tophol
 - The Rise of Digital Reading Introduction To Business B Com Part 1 Tophol
 - Advantages of eBooks Over Traditional Books
2. Identifying Introduction To Business B Com Part 1 Tophol
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Introduction To Business B Com Part 1 Tophol
 - User-Friendly Interface
4. Exploring eBook Recommendations from Introduction To Business B Com Part 1 Tophol
 - Personalized Recommendations
 - Introduction To Business B Com Part 1 Tophol User Reviews and Ratings
 - Introduction To Business B Com Part 1 Tophol and Bestseller Lists
5. Accessing Introduction To Business B Com Part 1 Tophol Free and Paid eBooks
 - Introduction To Business B Com Part 1 Tophol Public Domain eBooks
 - Introduction To Business B Com Part 1 Tophol eBook Subscription Services
 - Introduction To Business B Com Part 1 Tophol Budget-Friendly Options
6. Navigating Introduction To Business B Com Part 1 Tophol eBook Formats
 - ePub, PDF, MOBI, and More
 - Introduction To Business B Com Part 1 Tophol Compatibility with Devices
 - Introduction To Business B Com Part 1 Tophol Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Introduction To Business B Com Part 1 Tophol
 - Highlighting and Note-Taking Introduction To Business B Com Part 1 Tophol
 - Interactive Elements Introduction To Business B Com Part 1 Tophol

8. Staying Engaged with Introduction To Business B Com Part 1 Tophol
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Introduction To Business B Com Part 1 Tophol
9. Balancing eBooks and Physical Books Introduction To Business B Com Part 1 Tophol
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Introduction To Business B Com Part 1 Tophol
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Introduction To Business B Com Part 1 Tophol
 - Setting Reading Goals Introduction To Business B Com Part 1 Tophol
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Introduction To Business B Com Part 1 Tophol
 - Fact-Checking eBook Content of Introduction To Business B Com Part 1 Tophol
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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