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Management And sustainability

M5X01176

15/05/20

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	A	B
0	-44	-33
1	14	11.250
2	18	9.75
3	24	12
4	8	16

2.5 years 2 years 6 months

3rd year $\frac{12}{24} \times 12 = 6$ months

Project A 2 years 6 months

Project B 3 years

b) Profit before tax $\times 100$
Capital invested

$$\frac{(64000 - 44000)}{44000} \times 100 = A = 45.45\%$$

$$\frac{(49000 - 33000)}{33000} \times 100 = B = 48.48\%$$

c)

	A	B
0	-44000	-33000
1	12396	9956
2	14094	7634.25
3	16632	8316
4	4904	9808
5		35714.25

$$A = 48020 - 44000 = 4020$$

$$B = 35714.25 - 33000 = 2714.25$$

13:00

d) Project A gives a higher annual rate of return and net present value so I would choose A. $\frac{1}{2}$

e)	44	16%	17%	18%
	14	12068	11970	11858
	18	13374	13158	12924
	24	15384	14976	14616
	8	4416	4344	4128
Revenue		45242	44448	43526
NPV	± 1242	± 448	± - 474	

17% is IRR

f) - Whether regular cash flow will allow for payment of salary and bills

- How safe/reliable the investment may be $\frac{1}{3}$

$$\frac{21}{25}$$

Section C

- a) - Programme sponsorship - A company can sponsor a tv programme and adverts will be played in breaks and the company will get a time period to advertise the product or service to the viewers.
- Sports sponsorship - sponsoring a sports team will get the company billboard style adverts on the ground and teamwear which spectators will see.
- Arts sponsorship - sponsoring art events / exhibitions would be a good place for specialist companies ~~appropriate~~ to advertise relevant products to a target audience.
- b) Firstly the team must decide what they might be able to achieve from ~~sponsorship~~. This would start with what they already have that they do not need again. Then they can decide what they need. A small team may not have transport to events so could target transport companies to help them get to events.
- The team then need to make a strategy and tactics to how they might achieve sponsorship. They would need to come up with a proposition for what

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they could offer the potential sponsor in return for their sponsorship.

The team then needs to act on these plans and contact the potential sponsor ~~and~~ and discuss options.

Once the sponsorship is active both parties need to control the deal and ensure it is benefitting them both.

c)

$$\frac{0}{8}$$

$$\frac{10}{25}$$

To start with the boss must advertise to an appropriate demographic that he or she are planning to make a team. Through word of mouth and other means of advertising they must gather a group of people to make the team.

These people must meet and based on personal and professional skills decide that they will be an attribute to the team. Once the members are finalized roles must be assigned to ensure everyone knows what their job is. This must be reviewed in order to maintain that the team runs efficiently.

b) i) for vehicle development the leader must be able to set clear working targets for the staff so everyone understands the aim. they must also be very flexible to adapt to any situation for example if there is a delay with part manufacture just before a testing day they must find another tuning target to develop at the testing.

ii) To arrange sponsorship the leader must have good communication skills and forward planning to show the possible ~~advantages~~ sponsor the long term business plan and give a clear view what they might invest in.

iii) At a race weekend the leader must be a good public speaker as they will be expected to be the face of the team with the event managers and any news / broad casting teams at the weekend. The leader must also be a good motivator in the event of an unsuccessful result, this can be achieved with big prize plans and review of progress.

c) The Maslow's hierarchy of needs is a very basic model for simple steps to motivate a team. After an unsuccessful test using Maslow's model would start with physiological needs. This might involve the team going out for a relaxed meal after a stressful day to calm down. Safety and security so the staff will help give them the social / belonging in the team. The leader is thinking up some positive results from the weekend to raise the self esteem and allow the staff to achieve self actualisation or what good they have achieved.

Herzberg's theory of job satisfaction suggest a team worker needs to be satisfied to work effectively. The leader needs to put out motivators, and hygiene factors to encourage the workers to want to move back after the bad results.

34/25

45/6

132/25