

- 1. (a) What is meant by "productivity"?
 - (b) State the equation used to measure the productivity and explain how its answer is evaluated.
- 2. Explain four disadvantageous situations faced by a production firm when having excess stocks than the requirements.
- 3. (a) Explain the inter relationship of marketing mix when reaching the targets of a business.
 - (b) Write four elements of promotion mix.
- 4. Explain the financial management decisions using a flow chart.
- 5. (a) "It is important to forecast the financial requirements for any type of business organization." State two direct financial sources and indirect financial sources used by financial managers when deciding the suitable sources of finance.
 - (b) Name the main areas can be identified in a business by the ratio analysis.