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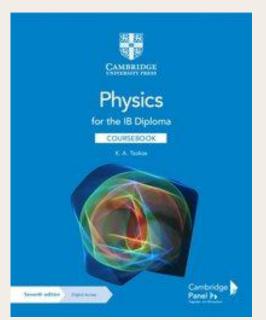
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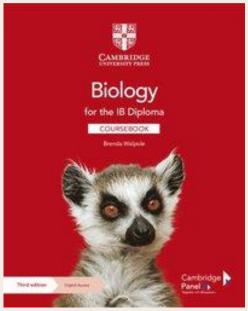
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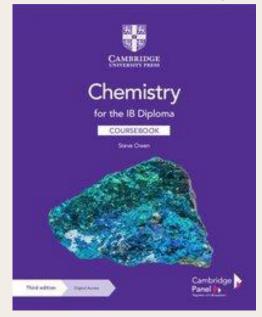
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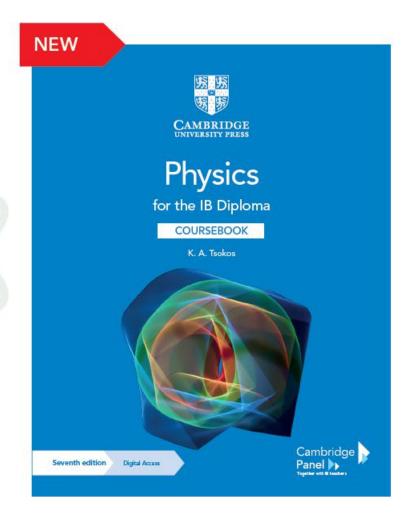
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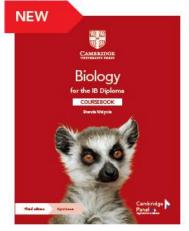
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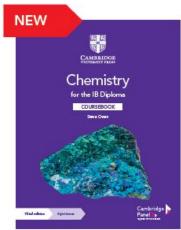
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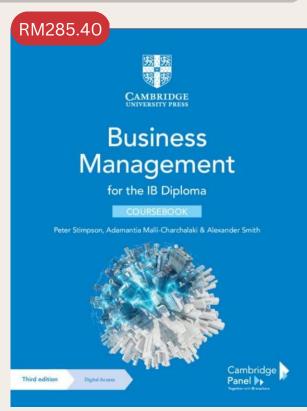




- Worked examples in the Physics and Chemistry series support students using formulae to carry out calculations
- 'Key terms' definitions compiled in the glossary and highlighted in the text support English as a second language learners, improving understanding and fluency
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- Includes self-evaluation checklists, exam-style questions and a project task to support Paper 3 and internal assessment
- The digital edition of the coursebook contains model exam papers for both Standard and Higher Levels
- International case studies encourage students to develop application, analysis and evaluation skills
- Case study questions provide opportunities for collaborative group work and encourage the development of critical thinking skills
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Digital teacher's resource

- Provides helpful teaching notes covering conceptual understanding, differentiation, and formative and summative assessment
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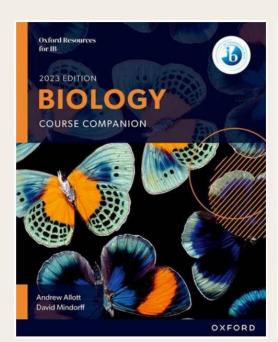


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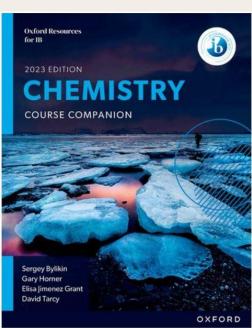
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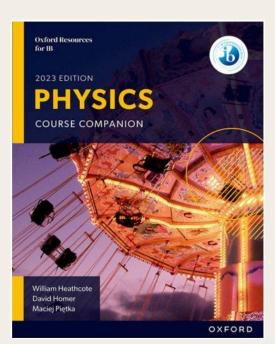
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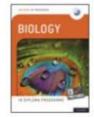
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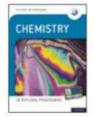
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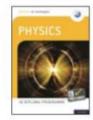
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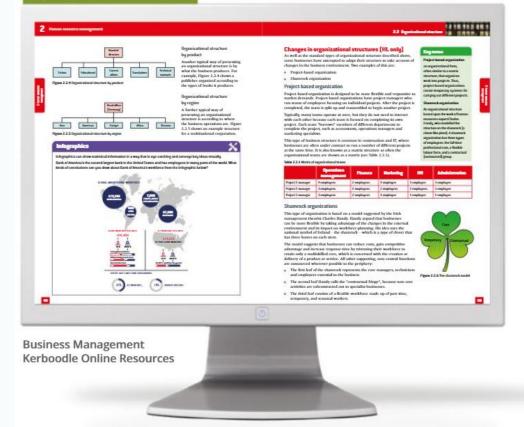
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- Inquiry videos with accompanying questions to help students explore and understand concepts
- Answer PDFs that cover student workpoints, toolkits, and practice questions from the book, giving guidance on key points



Practice question

stion below effectively, see Unit 6 pages 398-402.

EEB is a small, well-known, reputable and financially stable online hotel reservation service. EEB employees are highly motivated and take great pride in their work. EEB has received recognition for its high-quality customer service. Due to an increase in global demand, greater competition and changes in technology, the finance director, Maia, has decided to upgrade EEB's computers and/or software.

Option A: purchase new software called "Book-Fast" from a local software designer.

Option B: purchase new computers, with installed software called "Global Reach*, from a manufacturer abroad,

	Option A	Option B
Cost	\$20,000	\$40,000
Technical support	24 hours onsite at EEB	24 hours online
Further payments payable:		
Employees	No change	At the end of their contract 15% of employees to be made redundant, cost: \$15,000 in year 2
Training cost	On-the-job: free	Intensive: \$12,000 in year 1
Maintenance cost	Free	\$1,000 per year
Insurance cost	\$500 per year	\$1,000 per year

The average rate of return (ARR) of Option A is 46.25%.

Maia is considering carrying out an investment appraisal on each option. EEB employees favour Option A, even though some of their competitors using Book-Fast have reported problems with the software, including security issues. However, Maia has chosen Option B, which will provide more up-to-date, sophisticated and secure reservation system software. It will also give EEB a competitive advantage and an ability to handle a large global volume of hotel reservations

- a) Define the term investment appraisal.
- b) Calculate the payback period for Option A (show all
- c) Calculate the average rate of return (ARR) for Option B (show all your working).
- d) For both Option A and Option B, calculate the net present of (NPV) using a discount rate of 4% (show all your working). [4 marks]

[2 marks]

- e) Explain one advantage and one disadvantage for EEB of using the NPV method of investment appraisal.
- f) Examine Maia's choice of Option B.

3.9 Budgets (HL only)

By the end of this chapter, you should be able to: Explain the difference between cost and profit centres

- → Analyse the role of cost and profit centres
- → Construct and comment on a budget
- → Calculate and analyse variances
- → Explain the importance of budgets and variances in decision-making

A budget is a quantitative financial plan that estimates revenue and expenditure over a specified future time period. Budgets can be prepared for individuals, for governments, or for any type of organization.

Budgets help in setting targets and are aligned with the main objectives of the organization. They enable the efficient allocation of resources within the specified time period.

The person involved in the formulation and achievement of a budget The person involved in the formulation and achievement of a budget is known as the **budget holder**. The budget holder is responsible for ensuring that the specified budget allocations are being met. Commonly used budgets are sales revenue budgets and cost budgets.

Cost and profit centres (HL only)

To be able to account for the revenues generated and costs incurred, different parts of a business are divided into **cost centres** or **profit centres**.

This is a part or section of a business where costs are incurred and recorded Cost centres can help managers to collect and use cost data effectively. Examples of costs collected and recorded in these sections include electricity, wages, advertising, and insurance, among other cost can be divided into cost centres in some of the following ways:

- By department examples include finance, production, marketing, an resources, where each department is a specific cost centre
- By product a business producing several products could ensure that each product is a cost centre. For example, Samsung produces mobile phones, televisions, computers, and many more products. Each of these products could be cost centres because costs are incurred in their production.
- By geographical location businesses such as KFC or The Coca-Cola Company are located in different parts of the world. Each of the geographic areas that they are located in could be cost centres

that estimates the rev and expenditure over a specified future time period

Budget holder

nulation and achievement of a budget

a section of a business where costs are incurred and

a section of a husiness when





and Thailand) - each geographical area could be treated as a

0

IB Business Management Course Book (2022 edition)

5 Operations management

The estimated return/total

revenue in \$ per year is shown below. Each option will last for four years.

Year 1 10,000 14,000

Year 3 17,000 23,800

Year 4 20,000 28,000

Year 2 12.000

Option A Option B

16.800

tsourcing or

the practice of employing another business (as a third party) to perform some eripheral activity enables the organization t focus on its core activity)

the practice of subcontracting

the practice of performing

peripheral activities inter within the company (the opposite of outsourcing)

the practice of bringing back business functions [jobs and operations] to the home country (the opposite of offshoring)

Student workpoint 5.12

Be an inquirer

Does your school outsource (subcontract) ome of its services? and disadvantages for your school?

Outsourcing can bring many advantages:

- It can reduce costs
- It can allow the business to focus on its core activities and what it does best, ensuring improvements in quality
- It can lead to improved capacity utilization.
- Delivery time can be reduced.
- It can lead to transfer of expertise

Outsourcing also has disadvantages:

- The business can become dependent on the supplier. Reliability could be an important issue: for example, what if the transporters go on strike?
- The business may have less control of the final product. What if a key component does not meet the expected quality standards?
- Dilution of the brand could be a problem, for example if consumers realize that the company's product is not produced by that company at all.

Offshoring is an extension of outsourcing. In business, "offshore" means abroad or overseas. In the case of offshoring, a business outsources something to an external provider in a location outside the home country.

With improved global communications, offshoring has become more common in the modern business environment. India, for example, saw a massive growth in IT offshore contracts in the early 2000s, such as call centres and help desks signed up with Western businesses.

All of the advantages and disadvantages of outsourcing apply with offshoring. out the international aspect usually intensifies them. In particular

- There may be cultural differences between the companies, both in terms of national cultures and corporate cultures.
- Communication could sometimes be difficult (especially when people have to deal with different languages and time zones)
- . There may be issues of quality and ethics (for example the use of

This is the opposite of outsourcing. It is also called "inhousing" or "inshoring" (meaning "in the house" or "at source"). A trend can be observed in the business world where some companies have now started to reverse outsourcing, it they are performing peripheral activities internally again. The business decision to stop outsourcing may be motivated by the desire to regain full control, or to reduce the costs of taxes, labour, and transportation.

The word "reshoring" (also known as "backshoring") refers to the practice of bringing production and manufacturing of goods and services back to to organization's home country in order to refocus on the quality end of the market. This is the opposite of offshoring. Unlike insourcing, the business

may still use external providers: they are now simply located in the hor country. It is too early to evaluate the extent to which reshoring will fu affect manufacturers.

Force field analysis (HL only)

A force field analysis (FFA) is a tool used to compare the driving forces and the restraining forces for and against a specific decision, which is written at the centre of the diagram.

Here is an example of an FFA for a company that is considering outsourcing its social media marketing activities to an outside agency:



- 1. What is the meaning of the numbers here?
- 2. Would you say that FFA is a quantitative tool, or is it a qualitative one?

Revision checklist

- Locating a business depends on multiple factors, including costs, competition, type of land, labour pool, infrastructure, government, and
- ✓ Outsourcing is the practice of using another business to complete part
- ✓ Offshoring is an extension of outsourcing, which involves contracting with a business in another country.
- ✓ Insourcing is the reverse of outsourcing. It is when organizations cho ourced activities back into the main bu
- ✓ Reshoring is the opposite of offshoring. Activities may still be outsourced, but in the home country rather than overseas.

CHANGE



In the media find recent examples of outsourcing, offshoring, insourcing and

- business leaders use to decide where to locate their production?
- When business leaders decide to relocate or to offshore, should they consider emotional factors (for example the impacts of staff lay-offs)?
- Is the shift in the insourcing and reshoring predictable?



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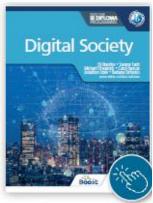
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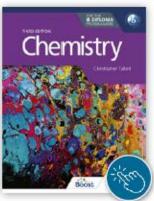
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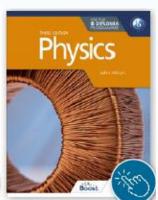
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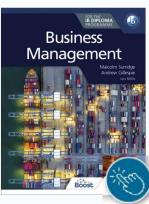
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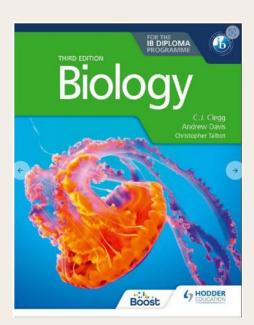
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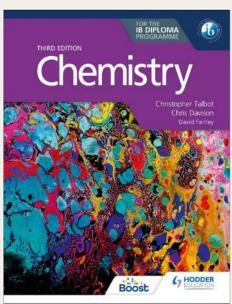
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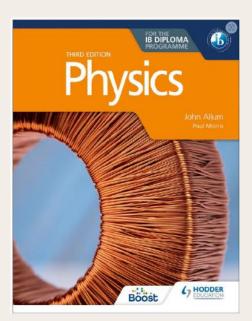
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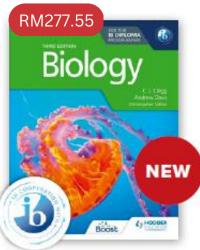


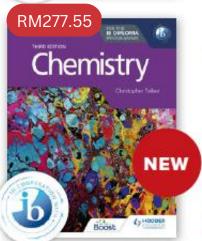
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An excellent book with a lot of enriching additional content for the advanced IB student.

The book covers the new IB Chemistry programme thoroughly tackling every content statement and application with clear explanations and examples. It is structured in the same way as the IB programme making it easier for the teacher to navigate, and the Higher Level material is clearly identified.

I particularly enjoyed reading the additional perspectives that go beyond the requirements of the IB programme - I found them interesting and enriching.

Roula Barghout, Secondary School Principal, Ibn Khuldoon National School, Bahrain

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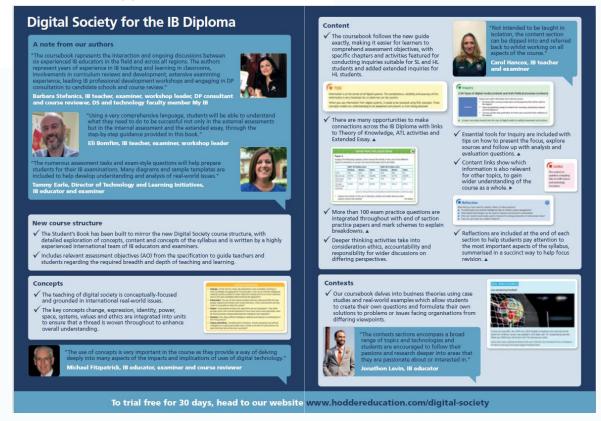
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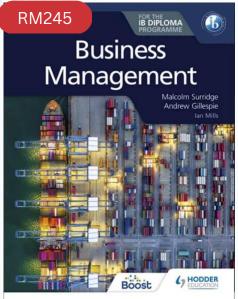
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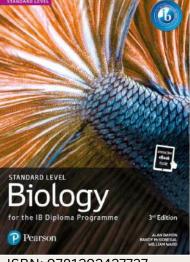
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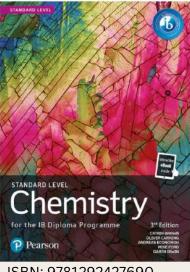
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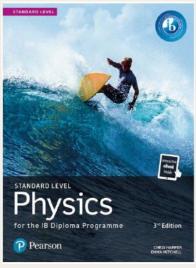
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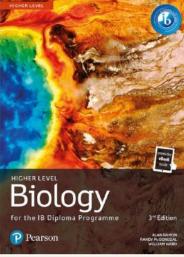
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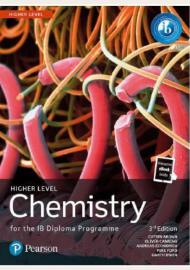
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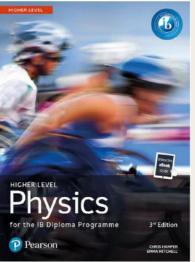
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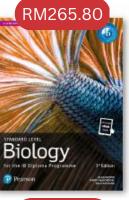


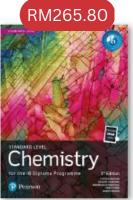


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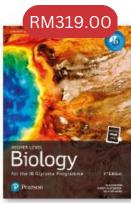
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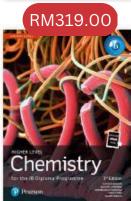
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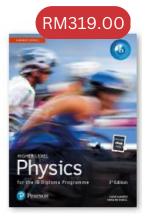


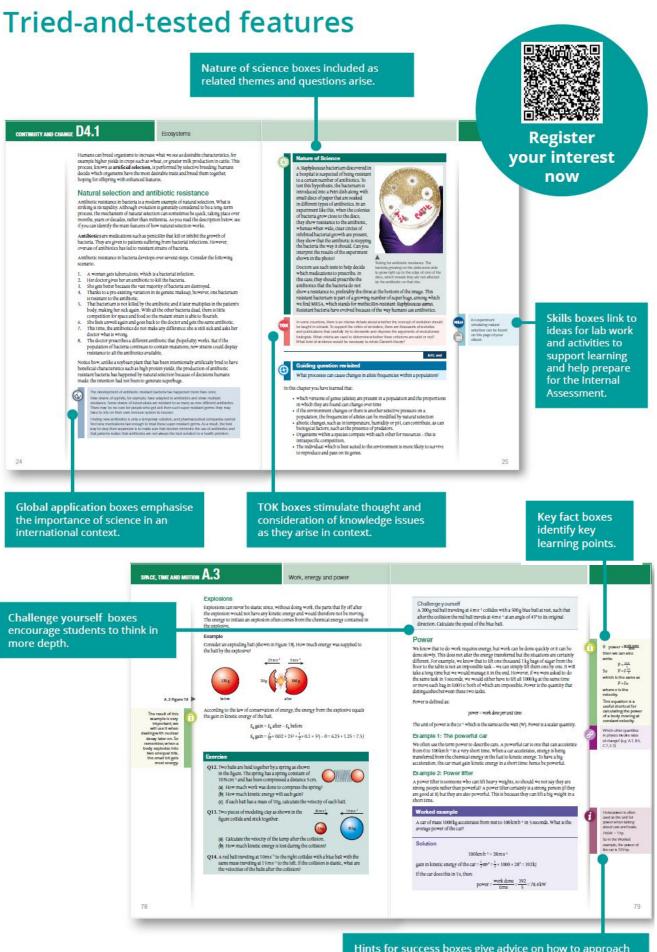












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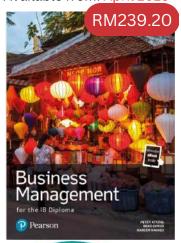
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