



**Department of Education
Region X - Northern Mindanao
DIVISION OF CAGAYAN DE ORO**

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Learning Activity Sheets in Applied Economics



SHARED OPTIONS

Senior High Alternative Responsive Education Delivery

Competence. Dedication. Optimism

Preface

It has been elaborated in research and literature that the highest performing education systems are those that combine quality with equity. Quality education in the Department of Education (DepEd) is ensured by the learning standards in content and performance laid in the curriculum guide. Equity in education means that personal or social circumstances such as gender, ethnic origin or family background, are not obstacles to achieving educational potential and that inclusively, all individuals reach at least a basic minimum level of skills.

In these education systems, the vast majority of learners have the opportunity to attain high-level skills, regardless of their own personal and socio-economic circumstances. This corresponds to the aim of DepEd Cagayan de Oro City that no learner is left in the progression of learning. Through DepEd's flexible learning options (FLO), learners who have sought to continue their learning can still pursue in the Open High School Program (OHSP) or in the Alternative Learning System (ALS).

One of the most efficient educational strategies carried out by DepEd Cagayan de Oro City at the present is the investment in FLO all the way up to senior high school. Hence, Senior High School Alternative Responsive Education Delivery (SHARED) Options is

operationalized as a brainchild of the Schools Division Superintendent, Jonathan S. Dela Peña, PhD.

Two secondary schools, Bulua National High School and Lapasan National High School, and two government facilities, Bureau of Jail Management and Penology-Cagayan de Oro City Jail and Department of Health-Treatment and Rehabilitation Center-Cagayan de Oro City, are implementing the SHARED Options.

To keep up with the student-centeredness of the K to 12 Basic Education Curriculum, SHARED Options facilitators are adopting the tenets of Dynamic Learning Program (DLP) that encourages responsible and accountable learning.

This compilation of DLP learning activity sheets is an instrument to achieve quality and equity in educating our learners in the second wind. This is a green light for SHARED Options and the DLP learning activity sheets will continually improve over the years.

Ray Butch D. Mahinay, PhD
Jean S. Macasero, PhD

Acknowledgment

The operation of the Senior High School Alternative Responsive Education Delivery (SHARED) Options took off with confidence that learners with limited opportunities to senior high school education can still pursue and complete it. With a pool of competent, dedicated, and optimistic Dynamic Learning Program (DLP) writers, validators, and consultants, the SHARED Options is in full swing.

Gratitude is due to the following:

- ❖ Schools Division Superintendent, Jonathan S. Dela Peña, PhD, Assistant Schools Division Superintendent Alicia E. Anghay, PhD, for authoring and buoying up this initiative to the fullest;
- ❖ CID Chief Lorebina C. Carrasco, and SGOD Chief Rosalio R. Vitorillo, for the consistent support to all activities in the SHARED Options;
- ❖ School principals and senior high school teachers from Bulua NHS, Lapasan NHS, Puerto NHS and Lumbia NHS, for the legwork that SHARED Options is always in vigor;
- ❖ Stakeholders who partnered in the launching and operation of SHARED Options, specifically to the Bureau of Jail Management and Penology-Cagayan de Oro City Jail and the Department of Health-Treatment and Rehabilitation Center-Cagayan de Oro City;

- ❖ Writers and validators of the DLP learning activity sheets, to which this compilation is heavily attributable to, for their expertise and time spent in the workshops;
- ❖ Alternative Learning System implementers, for the technical assistance given to the sessions; and
- ❖ To all who in one way or another have contributed to the undertakings of SHARED Options.

Mabuhay ang mga mag-aaral! Ito ay para sa kanila, para sa bayan!

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Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : INTRODUCTION TO APPLIED ECONOMICS		
Lesson Competency : DEFINE BASIC TERMS IN ECONOMICS ABM_AE12-Ia-d-1		
References: Living Economics, Zaiide, Sonia M. All Nations Publishing Company		LAS No.: 1

CONCEPT NOTES:

Economics which is from the Greek word "**eikonomia**", is basically the wise use of money for material benefits. Whether we know it or not, we are all economists because our ordinary life is filled with economic realities. We study economics because it tells us about the material influences in our daily lives as members of a family, a community and, a nation. By knowing economics, we learn about how to be a good worker, a good producer of goods, a good businessman, and perhaps a good public official someday. Basically economics deals on how to address **scarcity of resources, and how to balance demand and supply of goods and services** for the benefits of us all. Significantly, economic studies include the following concepts:

- Household Economics**- deals with ways in running a family budget.
- Business Economics**- deals with the impact of business to capital usage, jobs creation, salary of workers, productions of goods, and profit among others.
- National Economics**-deals with study of the total income and production of the population and the part of the government (micro-economics) and the national economy as a whole (macro-economics).
- International Economics**- involves the concern of economic activities of one's country in relation other countries particularly issues on trade relations, tourism, overseas workers, exchange rates, and foreign affairs.

At the higher degree, **Applied Economic studies** addresse practical issues in a range of fields including **labor, business, industry, agriculture, education, health , money, the relevance of economic history, and the application of economics concepts in specific settings.**

EXERCISES

Fill in the blanks with an appropriate word to complete the idea of the sentence.

- _____ is basically the study of the use of money.
- We are _____economists.
- The common use of economics is for the _____ or household.
- Economics is concerned with individuals and also with_____ of the world.
- Applied economics studies help to understand and resolve economic _____ for the common good.

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : ECONOMICS AS A SOCIAL AND APPLIED SCIENCE		
Learning Competency: IDENTIFY THE BASIC ECONOMIC PROBLEMS OF THE COUNTRY . ABM_AE12-Ia-d-2		
References : Applied Economics, Dinio, Rosemary P. and Villasis George A. Rex Publishing House		LAS No.: 2

CONCEPT NOTES

Economics is regarded as a **social science** because it uses **scientific** methods to build theories that can help explain the behavior of individuals, groups and organizations. It is related to other social sciences studies like for example:

- History**- because the modern system of economics developed over a period of time in the past;
- Political Science**-because government and laws interact with the economic forces in the society; and
- Sociology**-because of its emphasis on social life.

We need social sciences concepts in resolving actual human problems. **Economics as an Applied Science**, therefore does not only study economics itself but also help us understand pecuniary problems involving the family issues, along with the local, national, or international communities concerns, and on how to possibly help resolve recognized economic problems for the common good. Realizing the impact of applied economics to our daily lives, we may be able to identify problems besetting Philippine society and optimistically find solutions by using economic principles.

Basic economic problems of society (ex. Philippines) have to be identified and recognized to cope with constraints and limitations including the following:

- What to produce and how much**-the Philippines government is concerned with what goods or services should be produced in the economy;
- How to produce**-what production method that will be used to produce goods and services; and
- For whom to produce**- deals with the importance of determining markets of the products being produce.

Direction: Rank the economic problems cited below from 1 to 5, where 1 is the greatest and 5 is the less problem that you think need attention by the government.

_____hunger	_____poverty	_____booming population
_____unemployment		_____corruption

Name:	Date:	Score:
Subject : Applied Economics		
Lesson Title : Problem on the economic resources and the Philippine socioeconomic development in the 21st century		
Competency: Explain how applied economics can be used to solve economic problems ABM_AE12-Ia-d-3		
References: : 1. Living Economics, Zaiide, Sonia M. All Nations Publishing Company 2. Applied Economics, Dinio, Rosemary P. and Villasis George A. Rex Publishing House		LAS No.3

CONCEPT NOTES

In 2014, the Philippine economy improved at 6.1 percent, which is higher than its Asian neighbours. But despite the advent of this economic development in the Philippines in the 21st century, almost the same problems are prevailing through the years in the country from the colonial times up to the present.

Problems like hunger, poverty, unemployment, booming population, and corruption are among the economic problems suffered by the Philippine society according to statistical data. This is mainly due to the scarcity, which means people may not have enough resources for themselves, or due to the inequality of the use of resources such as land, labor, capital, and the imbalance relationship between demand and supply.

A solid understanding of economic principles and how they are applied in real -life situations can serve as significant tools to help address the country's economic problem. For example understanding the existence of scarcity can help the economics students analyse how to maximize the use of available resources. Knowledge of the economic theories such as the law of demand and supply can help in analysing why prices are high and what the government can do to help bring down prices.

EXERCISES: Write True if the statement is correct, False if incorrect.

- _____ 1. Growths are seen in the Philippine economy based on statistics.
- _____ 2. Despite development, problems are reoccurring in the country.
- _____ 3. There is scarcity if people are contented with their material needs.
- _____ 4. Experts in Applied Economics plan to distribute money to solve the economic problems of the country.
- _____ 5. Students are encourage to understand scarcity and the law of demand and supply in an effort to help the government resolve economic deficiencies.

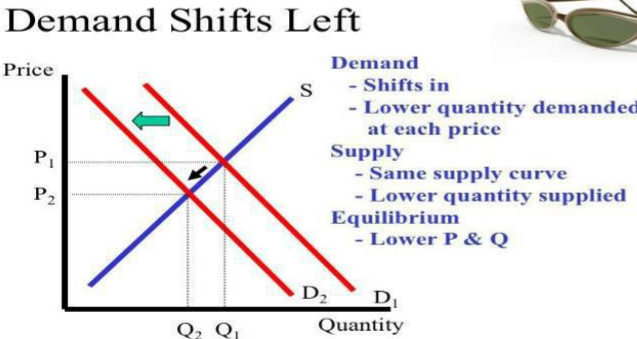
Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : THE LAW OF DEMAND AND SUPPLY		
Lesson Competency: Explain the law of supply and demand, and how equilibrium price and quantity are determined ABM_AE12-Ie-h-4		
References :		
https://www.investopedia.com/terms/l/law-of-supply-demand.asp		LAS No.: 4

CONCEPT NOTES

The principles of demand and supply actually deals with the interaction of buyers and sellers in the market. In a purely competitive market, the agreed price between a buyer and a seller may be influenced by the so-called "law of supply and demand". The law says:

"The **Higher** the price of a good the **Lower** the **Quantity Demanded**, and the **Lower** the **Price**, the more the good will be in **Demand**. While like the **Law of Demand**, the **Law of Supply** demonstrates the quantities that will be sold at a certain price. But unlike the **Law of Demand**, the **Supply** relationship shows an upward slope".

Shown below are Figure 1 showing how the demand slope shifts in a graph if the demand moves from **D₁** to **D₂** and the price moves from **P₁** to **P₂**. Figure 2 is showing supply and demand slope for imported chocolate bars product shifts on the graph as the selling price and quantity demanded increases in the equilibrium.



Demand Shifts Left

- Demand**
 - Shifts in
 - Lower quantity demanded at each price
- Supply**
 - Same supply curve
 - Lower quantity supplied
- Equilibrium**
 - Lower P & Q

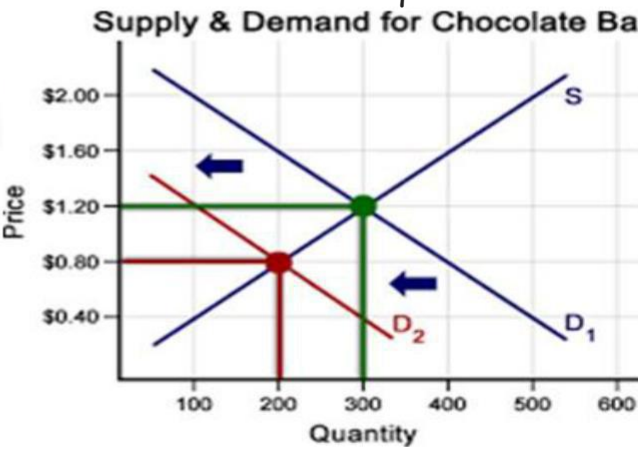


Figure 1:

EXERCISES

Direction: Interpret/Cite the meaning of **SYMBOLS** and **NUMBERS** found in figures 1 and 2.

In Figure 1

- P₁ and P₂ stands for _____
- D₁ and D₂ stands for _____
- Q₁ and Q₂ stands for _____

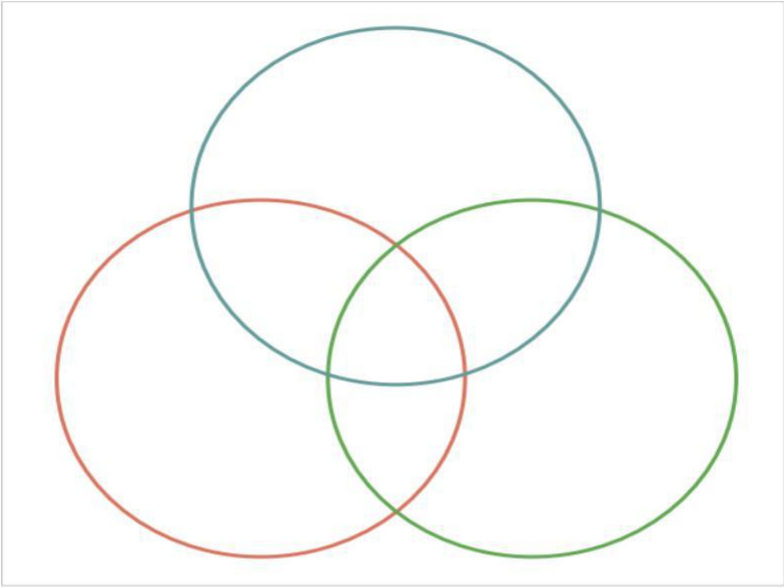
In Figure 2

- S stands for _____
- Number in dollar symbols stands for _____

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Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : THE LAW OF DEMAND AND SUPPLY		
Lesson Competency: Explain the law of supply and demand, and how equilibrium price and quantity are determined ABM_AE12-Ie-h-4		
References :		LAS No.: 4
https://www.investopedia.com/terms/l/law-of-supply-demand.asp		



Name:	Date:	Score:
Subject : APPLIED ECONNOMICS		
Lesson Title : APPLICATION OF DEMAND ANND SUPPLY		
Lesson Competency : Discuss and explain factors affecting demand and supply ABM_AE12-Ie-h-5		
References :Applied Economics, Dinio, Rosemary P. and Villasis George A. Rex Publishing House		LAS No.: 5

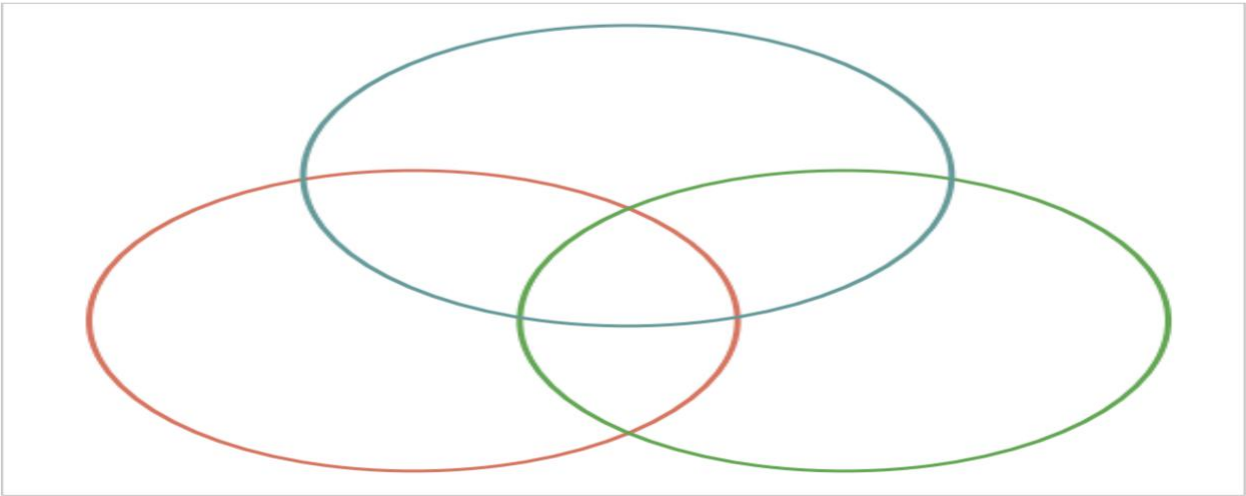
CONCEPT NOTES

Economists study supply and demand to understand various influences that drive our economy. Several factors affecting demand and supply, come in to play in various ways overlapping each other. This may include the following:

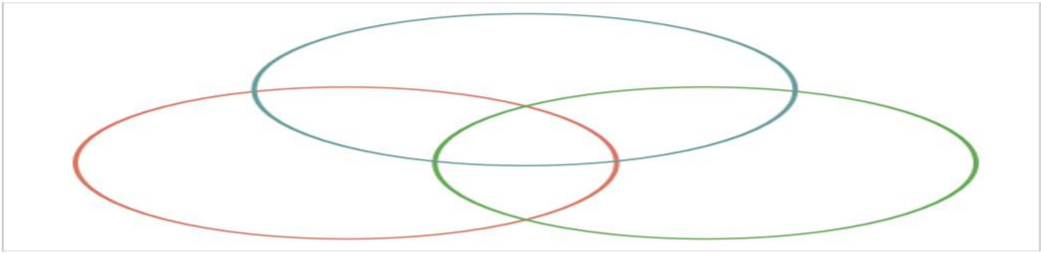
- Tastes and Preference of Consumers**- Basically what people want to buy changes all the time affecting supply and demand of products.
- Price and availability of related goods**-
The price of substitutes and complementary goods. For example, if wood prices are really high, furniture prices will rise, and decrease demand.
- Income**- The more money people have, the more they are likely to spend.
- Expectations**-
If people expect the price of a good/service to decrease, then they will wait, decreasing demand in the short term.
- Technology**:
Technological improvements will improve a producer's ability to supply a certain good. This will cause supply to increase, and the price inevitably fall.

EXERCISES

Direction: Using the 3 Circle Venn Diagram, identify the 5 factors affecting demand and supply mentioned above. Write them inside the circles. Write down the words Supply and Demand at the center.



Name:	Date:	Score:
Subject : APPLIED ECONNOMICS		
Lesson Title : APPLICATION OF DEMAND ANND SUPPLY		
Lesson Competency : Discuss and explain factors affecting demand and supply ABM_AE12-Ie-h-5		
References :Applied Economics, Dinio, Rosemary P. and Villasias George A. Rex Publishing House		LAS No.: 5



Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : APPLICATION OF SUPPLY AND DEMAND		
Learning Competency : Compare the prices of commodities and analyze the impact on consumers ABM_AE12-Ie-h-6		
References : https://business.inquirer.net/177083/dti-steps-up-monitoring-of-prices#ixzz5U9maVc5K		LAS No.:6

CONCEPT NOTES



In the Philippines, recently the Department of Trade and Industry (DTI) has stepped up its monitoring efforts amid speculations that prices of basic necessities and prime commodities have spiked as a result of the Train Law and Oil Price Increase, among others.

"The list of suggested retail prices for basic necessities and prime commodities have been issued to guide retailers and consumers.

As people compare prices of commodities based on the DTI's Suggested Retail Price (SRP) and the actual markets, they might be guided properly on what or where to buy what they need at the right price.

EXERCISE: Think, Pair and Share

Directions: Think of familiar food products that you want to buy in the market and suggest a particular price that you think should be the SRP per kilo of each product. Fill-in in the needed information on the specified areas below:

Name of Products	Estimated Price per Kilo in the Market	SRP per Kilo
ex. <u>Rice</u>	p <u>50:00</u>	<u>P 45:00</u>
1. _____	_____	_____
2. _____	_____	_____
_____	_____	_____

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : APPLICATION OF SUPPLY AND DEMAND		
Learning Competency : Compare the prices of commodities and analyze the impact on consumers ABM_AE12-Ie-h-6		
References : https://business.inquirer.net/177083/dti-steps-up-monitoring-of-prices#ixzz5U9maVc5K		LAS No.:6

Family

Social change

Race

Ethnic

After 20 minutes, the teacher will ask the class to find a partner and share his/her work. The teacher will choose few pairs to report their works

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : Application Of Demand And Supply		
Learning Competency : Explain market structures (perfect competition, monopoly, oligopoly, and monopolistic competition) ABM_AE12-Ie-h-7		
References : https://prezi.com/htq7pljqr-it/market-structures-examples-in-the-real-world/		LAS No.: 7

CONCEPT NOTES

Market structures identification is important in economics because they can illustrate relevant aspects of competition firms' decision making. Hence, they will help you to understand the underlying economic principles in marketing products.

There are four basic types of market structures which include:

- Perfect competition**- describes a market structure, where a large number of small firms compete against each other with homogenous products;
- Monopolistic Competition**-refers to a market structure, where a large number of small firms compete against each other but sell similar, but slightly differentiated products;
- Oligopoly**- describes a market structure which is dominated by only a small number firms; and
- Monopoly**-refers to a market structure where a single firm controls the entire market.

EXERCISES

Direction: Match column A with column B. Write the letter of the correct answer before each number

	Column A	Column B
	1. Lanzones fruits from Camiguin sold by a hundred vendors	A. Monopoly
	2. Only two stores sold hardware products in a barangay	B. Oligopoly
	3. For a month feeds products were sold only by a Chinese company	C. Perfect Competition
	4. Lanzones fruits from different places sold at Cogon market	D. Monopolistic Competition

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : Application Of Demand And Supply		
Learning Competency : Explain market structures (perfect competition, monopoly, oligopoly, and monopolistic competition) ABM_AE12-Ie-h-7		
References : https://prezi.com/htq7pljqr-it/market-structures-examples-in-the-real-world/		LAS No.: 7



Name:	Date:	Score:
Subject : APPILED ECONOMICS		
Lesson Title : Contemporary Economic Issues Facing The Filipino Entrprenuer		
Learning Competency : Analyze the effects of contemporary issues such as fluctuations in the exchange rate, oil price increases, unemployment, peace and order, etc. on the purchasing power of the people ABM_AE12-Ie-h-		
8 References : https://prezi.com/htq7pljqr-it/market-structures-examples-in-the-real-world/		LAS No.:8

CONCEPT NOTES

The Philippines has emerged as one of the fastest growing economies in Asia, with an annual Gross Domestic Product (GDP) growth rate of 6.4%, in 2015, according to the Asian Development Bank. While these figure might paint a rosy picture, there are certain serious issues that need to be addressed affecting the nation's economy. This include:

- Oil price increase**- As global oil picked up and higher excise taxes slapped on fuel also pushed up commodity prices.
- Fluctuations on dollar exchange**- Any decrease or fluctuation of dollar rates affects the amount of remittances of OFW to their families hence lessening the purchasing power on goods and services. This also affect the nation's economy in terms of its dollar reserves to buy imports.
- Peace and order**- Without peace and order, operations of businesses and industries are disrupted.
- Unemployment**- Three-fourth of the workers are unemployed or informally employed, with lack of opportunities to find good jobs in the Philippines, according to studies.

EXERCISE: Put a check in the appropriate box.

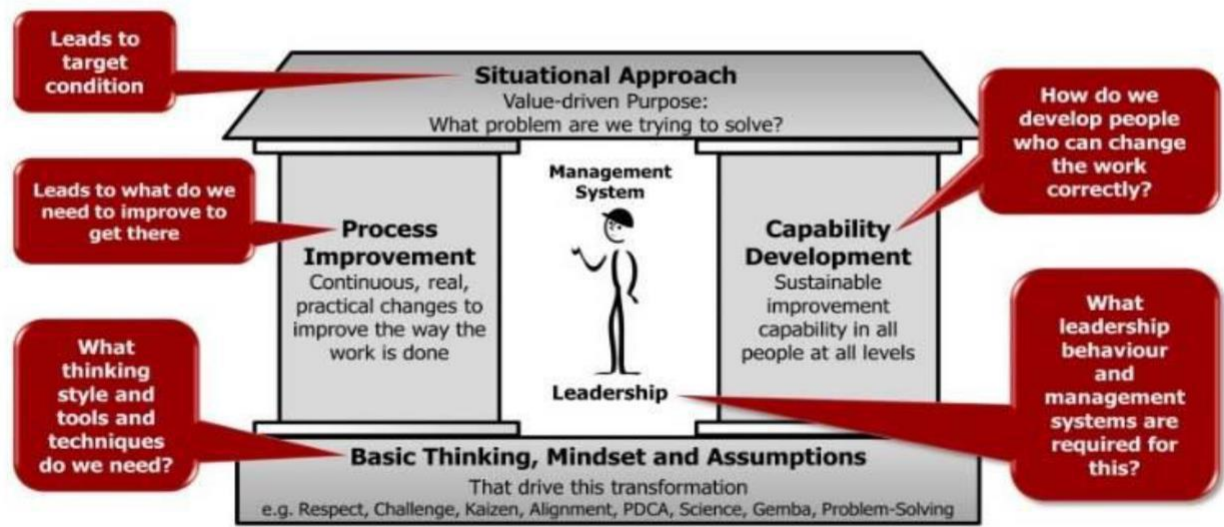
STATEMENT	AGREE	DISAGREE
1. Our nation boasts of a remarkable annual growth rate.		
2. Majority of Filipinos want to go abroad to earn dollars.		
3. Based on statistics, only about one-fourth of workers are appropriately employed.		
4. Fuel price increase do not affect commodity prices.		
5. Lack of opportunities to find good jobs in our country is caused by widespread employment.		

Name:	Date:	Score:
Subject :APPLIED ECONOMICS		
Lesson Title: Industry And Environment Analysis: Business Opportunities Identification		
Learning Competency : Identify and explain different principles, tools, and techniques in creating a business ABM_AE12-IIa-d-9 References:		
https://www.gov.uk/write-business-plan		LAS No. 9

CONCEPT NOTES

Business principles, tools, or techniques are all the systems, applications, controls, calculating solutions, methodologies, etc. used by organizations to be able to cope with changing markets, ensure a competitive position in them and improve business performance. The chart below demonstrates how **Management System and Leadership** interplay with factors to be considered by an organization to insure a successful performance of a business.

Lean Transformation Framework



EXERCISE

FREEDOM WALL

In the box, below write 5 or more words that relate to the principles, tools, or techniques that you may use in your own business.

RUBRIC:

A. WORDS RELEVANCE TO THE CONCEPT=80%

B. QUANTITY OF WORDS=20%

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : Industry And Environment Analysis: Business Opportunities Identification		
Learning Competency : Distinguish the different services/products of business and industry in the locality ABM_AE12II-a-d-10		
References : https://tycoon.ph/best-small-business-ideas-philippines-201		LAS No. 10

CONCEPT NOTES

The Philippines is experiencing some real economic growth recently making this a great time to do business. The Asian Development Bank (ADB) projects a growth of 6.8% in 2018 and 6.9% next year, a bullish momentum that ADB country director Kelly Bird describes as “a golden age of growth” for our country. This is primarily driven by robust domestic demand.

The following Small and Medium Industries (SMIs) businesses has to be considered, according to data:

Top 10 Small Business Ideas for Filipinos [Editor's Picks]	
1. Digital Marketing Services	6. Smart home & automation services
2. Vending Machine	7. Junk Shop
3. Manufacturing or selling ready-to-assemble furniture	8. Home & Office Furniture rental
4. Street Food	9. IT & Network consulting and training services
5. CCTV installation	10. Moving Company (lipat-bahay)

Exercise: Identifying business opportunities

Write down in the columns, the names of businesses cited above, which belong to a given category below.

Businesses that require Lesser Capital	Businesses that require Lesser Manpower
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : Socioeconomic Impact of Business		
Learning Competencies: Identify and explain the various socioeconomic factors affecting business and industry ABM_AE12II-e-11		
References: https://smallbusiness.chron.com/socioeconomic-factors-affecting-small-businesses-73234.html		LAS No.: 11

CONCEPT NOTES

Wherever your small business as an industry is located, there are going to be socioeconomic factors that affect it, because social class, that is upper class, middle class, and lower class individual status are attributable to the socioeconomic factors that determine the success and failure of every business.

The following are the main parameters of socioeconomic status:

- 1. Income-** when income is scarce, customers tend to restrict their spending to essential items;
- 2. Education/Skills-** A society that has a well-educated and skilled population flourishes because individuals are employable in well-paying jobs; and
- 3. Occupation-** refers to the type of jobs people perform by virtue of their skills, experiences or choice.

It is important to consider the implications of these socioeconomic factors on your business decision-making. Your decisions should be sensitive to the prevailing economic conditions (ex. when pricing and stocking your business). Customers tend to avoid expensive items during periods of economic decline. Moreover, customers in the different social classes have different tastes and preferences. Be sure not to ignore the consequences of these socioeconomic parameters.

EXERCISE

Make a Poster promoting the kind of small business that you want to put-up

RUBRIC FOR POSTER-MAKING

- CONCEPT REPRESENTATION=50%
- NEATNESS AND CLARITY =50%



Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : Socioeconomic Impact of Business		
Learning Competency: Analyze and evaluate the viability of a business and its impact on the community ABM_AE12II-e-g-12		
References: https://www.google.com.ph/search?q=viability+of+business+and+its+impact+on+the+community&oq=viability+of+business+and+its+impact+on+the+community&		LAS No.: 12

CONCEPT NOTES

Doing local business is not just about making profit but also a way for community involvement of **investors by creating more jobs**, increase tax base, provide product diversity for healthy competition, and in some ways creating a community identity for tourism and other potentialities in the localities.

Successful entrepreneurs start their businesses by determining **viable business** model or idea with high **community impact** potential like choosing the **right product to produce or sell that is innovative and service oriented**.

No matter how small or big a business is, to be prosperous, investors must ask the following question to begin with:

1. How will you get the raw materials or supply?
2. What is the potential market size or demand?
3. Who are your competitors?
4. Who are your target customers?
5. What is your potential selling price?

It is also very important to establish **Organizational Control** that includes control in developing rules, guidelines, procedures, limits or other protocols for directing the work and processes of employees and department of the business by the management.

EXERCISE:

Write **True** if the statement is correct, **False** if Incorrect

- _____ 1. Making business is all about making money.
- _____ 2. Business owners' involvement in community includes paying the right taxes
- _____ 3. To make profit every business must sell more and more products as the owner wishes
- _____ 4. The question "Who are your competitors?" is about knowing how are you going to compete with others of same business in order to improve your product.
- _____ 5. Organizational Control is about managing the business.

Name:	Date:	Score:
Subject : APPLIED ECONOMICS		
Lesson Title : : Socioeconomic Impact of Business		
Learning Competency: Formulate recommendations and strategies on how to minimize negative impact and maximize positive impact for a business ABM_AE12II-		
References: https://www.google.com.ph/search?q=strategies+to+ni+mize+business+negative+impact		LAS No.: 13

CONCEPT NOTES

Once you get into business one of the most significant things that you have to do other than the establishment of employees-employer healthy relationships is to ensure customers patronage by **maintaining or improving your products' quality and offered services**. In big companies, the practice of public relations is more than issuing positive press releases touting accomplishments. Often it involves mitigating situations that can be harmful to the valuable brand identity that those companies have been building for business.

In the business world everything doesn't always go just right. Problems happen, big and small. **A negative issue can be a major company PR problem, or become an unexpected opportunity to build positive promotion of products or services by the same company itself.**

EXERCISE: Multiple Choices

Select the most appropriate answer from the choices given. **Encircle** the letter corresponding to the right answer.

- Company owners must establish healthy employees-_____ relationships.** a. salary b. friendship c. employers d. business
- Customers may continue to buy in the business if services is _____.
a. paid b. exchange c. high d. improving
- Maintaining quality of a product for example means maintaining the _____ of a specialty food served in a restaurant.
a. price b. taste c. waiter d. table
- Any change of products style or mode of services in a certain business may create _____ on the reputation of the business itself.
a. negative impact b. positive impact c. problem d. all choices
- A good business is a good partner of a nation's economic _____.
a. supply b. demand c. scarcity d. development