

## Worksheet B: Scenario record sheet

Discuss the advantages and disadvantages of each decision, before you make your final justified choice. Show your choice by circling the decision you have chosen.

Scenario	Decision A	Decision B	Decision C
1	Rent bigger premises that will allow Jane to manufacture her products on a much larger scale products.	Rent premises for manufacturing and on-site sales (a shop).	Rent a bigger place to manufacture, and rent some retail space in someone's else's shop.
2	Jane should employ 20 workers.	Jane should employ 10 workers to start with.	Jane should employ 5 workers to start with.
3	Advertise in the local newspaper.	Advertise on job websites.	Go through a recruitment agency.
4	Use retained profit from the last 12 months.	Use hire purchase.	Take out a bank loan.
5	Purchase walnut oil and pass the additional cost onto customers by increasing price.	Absorb the increase in the cost of oil, so prices remain the same and cut costs elsewhere.	Find an alternative, but risk the quality of the products.

## Worksheet B: *Continued*

Scenario	Decision A	Decision B	Decision C
<b>6</b>	Jane takes on the additional work herself.	Jane offers overtime to the other employees.	Jane recruits a temporary worker from a recruitment agency for the six week period.
<b>7</b>	Increase the spend on advertising and promotion to raise more awareness of products.	Introduce a value range using cheaper oils, which means a lower selling price for this range.	Change to a cheaper supplier to bring her selling prices down.
<b>8</b>	Source other types of packaging for the products, without adding significant costs to production.	Keep with the existing packaging and hope that she doesn't receive any negative publicity.	Reduce the amount of plastic packaging so the only plastic used is what is necessary.
<b>9</b>	Look for a substitute oil which isn't restricted.	Continue with the import of the restricted oil and make fewer products.	Develop a new range which uses smaller quantities of the oil and combine it with a substitute.
<b>10</b>	Switch from paying workers an hourly wage rate to a piece rate system.	Re-organise production working methods for efficiency.	Consult with workers on new ideas – listen to them.