

Consumer studies: Final Exam Scope

You are only writing a Theoretical Exam NO Practical Exam

ENTREPRENEURSHIP

Moving from an idea to producing and marketing a product (link with grade 11).

- Identifying a potentially profitable business opportunity.
- The formulation of the idea and specification of the product.

Factors to consider in the entrepreneur's **choice of a suitable product** for smallscale production:

- the availability of human skills,
- financial resources,
- available workspace,
- available raw materials (locally available)
- and consumer appeal.

Factors influencing the **efficient production** of quality products:

- Planning, adhering to specifications, quality control, a tidy workplace, hygiene of workers, careful control of finances, stock control.

Requirements for **quality products**:

- Appropriate for target group, presentation of the product, quality of raw materials used, quality and design of packaging, quality of storing, safety and labelling.
- Efficient use of time, efficient storage procedures, customer relations, maintenance of equipment and training of staff.
- Sustainable production and consumption: responsibilities of consumers and producers.
- Storage and delivery strategies.

Developing a marketing plan according to the SP marketing strategy

- Product: trademark/name, image, labels and packaging.
- Promotion/advertising.
- Price and pricing strategy.
- Place: Where will the product be produced? Where will the point of sale be?
 - People: target group and people doing the marketing.
- Doing a financial feasibility study to determine the **sustainable profitability** of the enterprise. • Determining production costs, selling price and profit and start-up needs.
- Creating a "best sale scenario" and a "worst sale scenario".

Consumer Studies Final Examination Scope Grade 1

G Psacharopoulos



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Resources in Education ,1986 Consumers' Research Bulletin ,1939 **Consumers' Research Annual Bulletin for ...** ,1940 **Proceedings of the 1993 World Marketing Congress** M. Joseph Sirgy,Kenneth D. Bahn,Tunc Erem,2015-06-20 This volume includes the full proceedings from the 1993 World Marketing Congress held in Istanbul Turkey The focus of the conference and the enclosed papers is on marketing thought and practices from a global perspective This volume resents papers on various topics including marketing management marketing strategy and consumer behavior Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science **Gas World** ,1926

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Table of Contents Consumer Studies Final Examination Scope Grade 1

1. Understanding the eBook Consumer Studies Final Examination Scope Grade 1
 - The Rise of Digital Reading Consumer Studies Final Examination Scope Grade 1
 - Advantages of eBooks Over Traditional Books
2. Identifying Consumer Studies Final Examination Scope Grade 1
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Consumer Studies Final Examination Scope Grade 1
 - User-Friendly Interface
4. Exploring eBook Recommendations from Consumer Studies Final Examination Scope Grade 1
 - Personalized Recommendations
 - Consumer Studies Final Examination Scope Grade 1 User Reviews and Ratings
 - Consumer Studies Final Examination Scope Grade 1 and Bestseller Lists

5. Accessing Consumer Studies Final Examination Scope Grade 1 Free and Paid eBooks
 - Consumer Studies Final Examination Scope Grade 1 Public Domain eBooks
 - Consumer Studies Final Examination Scope Grade 1 eBook Subscription Services
 - Consumer Studies Final Examination Scope Grade 1 Budget-Friendly Options
6. Navigating Consumer Studies Final Examination Scope Grade 1 eBook Formats
 - ePub, PDF, MOBI, and More
 - Consumer Studies Final Examination Scope Grade 1 Compatibility with Devices
 - Consumer Studies Final Examination Scope Grade 1 Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Consumer Studies Final Examination Scope Grade 1
 - Highlighting and Note-Taking Consumer Studies Final Examination Scope Grade 1
 - Interactive Elements Consumer Studies Final Examination Scope Grade 1
8. Staying Engaged with Consumer Studies Final Examination Scope Grade 1
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Consumer Studies Final Examination Scope Grade 1
9. Balancing eBooks and Physical Books Consumer Studies Final Examination Scope Grade 1
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Consumer Studies Final Examination Scope Grade 1
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Consumer Studies Final Examination Scope Grade 1
 - Setting Reading Goals Consumer Studies Final Examination Scope Grade 1
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Consumer Studies Final Examination Scope Grade 1
 - Fact-Checking eBook Content of Consumer Studies Final Examination Scope Grade 1
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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