

BUSINESS STUDIES MARKING SCHEME-KCSE 2024

1 (a) Guru, an entrepreneur wants his new products to reach the consumers. Explain five factors he would consider in choosing a distribution channel to use. (10 marks)

- i. **The type /nature of the product/the characteristic of the product** (will determine the channel e.g (fragility/perishability) a (highly) perishable/fragile may require short /direct channel
- ii. **Nature/spread /extend of the market** if customers are widely spread along channel may be used /may require use of intermediaries
- iii. **Size / resources of his business/firm** (the size of the firm determine the size of it's market hence channel to be used) if the producer does not have the required (distribution) resources/is small in size then along channel is used/accept examples of distribution resources as a mention
- iv. **Competition** a firm will select a channel that will complete favorably with the competitors/if competition is stiff the producer needs to be close to consumers/use a short /direct channel
- v. **Government policy/legal constraints** (various regulations may influence selection of the channel to use in distributing a product) government may demand sale of goods directly to consumers/where the law requires a given channel to be used the producer has to comply
- vi. **Role of intermediaries** if the middle man is to perform certain roles/branding/grading/packaging/e.t.c a long channel may be used
- vii. **Marketing risks** when producers want to avoid/spread risks involved in distribution, they may use middlemen/long channel
- viii. **Cost of the channel (to use)** use a channel that is affordable/cheap/cost effective
- ix. **Advancement in technology/development in IT /use of internet** can enable producers to reach consumers directly/use a short channel
- x. **Distance to the market** if consumers are far the producer will need to use long channel/intermediaries (to reach them)
- xi. **Tastes/preferences of consumers /customers** may require personal attention by the producer/use of a short channel
- xii. **Quantity/volume of outputs/scale of production** If many products are produced middle men will be required/long channel will be used
- xiii. **Availability of middlemen** if there are no middlemen the a short/direct channel is used
- xiv. **Size of market/number of consumers** if the market is small /consumers are few a short/ direct channel may be used
- xv. **Pricing of product** a short channel is used/intermediaries are used/where there is need to keep prices low
- xvi. **Profitability** to minimize use the least expensive distribution channel/use a short channel
- xvii. **Business / company policy** should be adhered to
- xviii. **Speed of the channel/urgency of product** channel chosen should ensure product reach at the required time /use a short channel if the product is a gently required
- xix. **Environment characteristics/economic/political/social factors** if favorable a short channel can be used

Business Studies Marking Scheme For November 2013

Paper 2

B Lingard



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Regulating and Combating Money Laundering and Terrorist Financing Nkechikwu Azinge-Egbiri, 2021-03-01 This book analytically reviews the impact of the global anti money laundering and counter terrorist financing AML CFT framework on the compliance trajectory of a number of jurisdictions to this framework The work begins by examining the international financial sector reform and its evolution to inculcate the global framework for AML CFT regulations It challenges the resulting uniform AML CFT due to its paradoxical impact on the compliance trajectory of African countries and emerging economies ACs EEs This is done through an examination of the pre conditions for effective regulation and compliance drivers for ACs EEs that reveals the behavioural impact of the AML CFT standards on the bloc of countries Through the application of agency theory it explores the relationship between ACs EEs on the one hand and the international financial institutions that formulate disseminate and facilitate compliance with the global framework for AML CFT standards on the other The remaining chapters review empirically the compliance pressures and resulting compliance trajectory of ACs EEs with the AML CFT standards The final part of the book provides a detailed explanation of the compliance challenges of ACs EEs and the legitimacy concerns that facilitate this This book offers a new direction on the impact of global AML CFT standards on ACs EEs and contributes to the understanding of the conditions under which the global standards are likely to facilitate proactive compliance within these blocs of countries As such it will be a valuable resource for academics researchers and policy makers working in this area

Building the Digital Enterprise Mark Skilton, 2016-04-29 The digital economy is at a tipping point This practical book defines digital ecosystems discusses digital design using converging technologies of social networking mobility big data and cloud computing and provides a methods for linking digital technologies together to meet the challenges of building a digital enterprise in the new economy

Corporate Governance and Investment Management Roger M. Barker, Iris H.-Y. Chiu, 2017-12-29 Shareholder engagement with publicly

listed companies is often seen as a key means to monitor corporate malpractices In this book the authors examine the corporate governance roles of key institutional investors in UK corporate equity including pension funds insurance companies collective investment funds hedge and private equity funds and sovereign wealth funds They argue that institutions corporate governance roles are an instrument ultimately shaped by private interests and market forces as well as law and regulatory obligations and that policy makers should not readily make assumptions regarding their effectiveness or their alignment with public interest or social good

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Table of Contents Business Studies Marking Scheme For November 2013 Paper 2

1. Understanding the eBook Business Studies Marking Scheme For November 2013 Paper 2
 - The Rise of Digital Reading Business Studies Marking Scheme For November 2013 Paper 2
 - Advantages of eBooks Over Traditional Books
2. Identifying Business Studies Marking Scheme For November 2013 Paper 2
 - 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 Business Studies Marking Scheme For November 2013 Paper 2
 - User-Friendly Interface
4. Exploring eBook Recommendations from Business Studies Marking Scheme For November 2013 Paper 2

- Personalized Recommendations
- Business Studies Marking Scheme For November 2013 Paper 2 User Reviews and Ratings
- Business Studies Marking Scheme For November 2013 Paper 2 and Bestseller Lists
- 5. Accessing Business Studies Marking Scheme For November 2013 Paper 2 Free and Paid eBooks
 - Business Studies Marking Scheme For November 2013 Paper 2 Public Domain eBooks
 - Business Studies Marking Scheme For November 2013 Paper 2 eBook Subscription Services
 - Business Studies Marking Scheme For November 2013 Paper 2 Budget-Friendly Options
- 6. Navigating Business Studies Marking Scheme For November 2013 Paper 2 eBook Formats
 - ePub, PDF, MOBI, and More
 - Business Studies Marking Scheme For November 2013 Paper 2 Compatibility with Devices
 - Business Studies Marking Scheme For November 2013 Paper 2 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Business Studies Marking Scheme For November 2013 Paper 2
 - Highlighting and Note-Taking Business Studies Marking Scheme For November 2013 Paper 2
 - Interactive Elements Business Studies Marking Scheme For November 2013 Paper 2
- 8. Staying Engaged with Business Studies Marking Scheme For November 2013 Paper 2
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Business Studies Marking Scheme For November 2013 Paper 2
- 9. Balancing eBooks and Physical Books Business Studies Marking Scheme For November 2013 Paper 2
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Business Studies Marking Scheme For November 2013 Paper 2
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Business Studies Marking Scheme For November 2013 Paper 2
 - Setting Reading Goals Business Studies Marking Scheme For November 2013 Paper 2
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Business Studies Marking Scheme For November 2013 Paper 2

- Fact-Checking eBook Content of Business Studies Marking Scheme For November 2013 Paper 2
- 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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