

Business Analysis Tools

Qualitative Analysis Tools	Quantitative Analysis Tools
<p>Unit 1 Tools</p> <p>SWOT Analysis (1.3) Ansoff Matrix (1.3) Stakeholder Analysis (1.4) PESTLE, PEST, STEEPLE analysis (1.5) Fishbone Analysis (1.7) Gantt Chart (1.7) Forcefield Analysis (1.7)</p> <p>Unit 2 Tools</p> <p>Organizational Charts (2.2) Handy's Shamrock Organization (2.2) Leadership: Autocratic, Paternalistic, Democratic, Laissez Faire (2.3) Situational Leadership (2.3) Motivation Theorists: Taylor, Maslow, Herzberg, Adams, Pink (2.4) Financial vs Non Financial Motivators (2.4) Organizational Culture Models (2.5)</p> <p>Unit 4 Tools</p> <p>Market Analysis (4.1) Position (Perception) Maps (4.2) Product life cycle (4.5) Marketing Mix: 4 Ps (4.5) Supply chain management (4.5) Portfolio Analysis: BCG Matrix (4.5) Promotional Mix (4.5) Marketing of Services: Extended Mix (4.6)</p> <p>Unit 5 Tools</p> <p>Labour vs Capital Intensive Production (5.2) Production Methods: Job, Batch, Mass, Cell (5.2) Lean Production Methods & Quality Control (5.3) Crisis Management (5.7)</p>	<p>Unit 1 Tools</p> <p>Economic Trends & Data (1.5) Decision tree (1.7)</p> <p>Unit 2 Tools</p> <p>Labour Market Trends (2.1) Labour Turnover (2.1)</p> <p>Unit 3 Tools</p> <p>Sources of Finance (3.1) Costs and Revenues (3.2) Break Even Analysis (3.3) Final accounts: Profit & Loss Account (3.4) Balance Sheet & Depreciation (3.4) Profitability ratios: GPM, NPM (3.5) Liquidity ratios: Current Ratio, Acid Test (Quick) Ratio, Gearing Ratio (3.5-3.6) Efficiency Ratios: Stock turnover, ROCE, Debtor Days, Creditor Days (3.5-3.6) Cash Flow (3.7) Investment Appraisal: Payback, ARR, NPV (3.8) Budgeting (3.9)</p> <p>Unit 4 Tools</p> <p>Market share (4.2) Sales Forecasting (4.3) Moving Averages (4.3) Market Research Data (4.4) Pricing Strategies (4.5) E-Commerce Data (4.8)</p> <p>Unit 5 Tools</p> <p>Production planning (5.5) Cost to Make vs Cost to Buy (5.5) Quantifiable Risks (5.7)</p>

Qualitative Business Analysis Tools

Unit 1 Tools

- SWOT Analysis (1.3)
- Ansoff Matrix (1.3)
- Stakeholder Analysis (1.4)
- PESTLE, PEST, STEEPLE analysis (1.5)
- Fishbone Analysis (1.7)
- Gantt Chart (1.7)
- Forcefield Analysis (1.7)

Unit 2 Tools

- Organizational Charts (2.2)
- Handy's Shamrock Organization (2.2)
- Leadership: Autocratic, Paternalistic, Democratic, Laissez Faire (2.3)
- Situational Leadership (2.3)
- Motivation Theorists: Taylor, Maslow, Herzberg, Adams, Pink (2.4)
- Financial vs Non Financial Motivators (2.4)
- Organizational Culture Models (2.5)

Unit 4 Tools

- Market Analysis (4.1)
- Position (Perception) Maps (4.2)
- Product life cycle (4.5)
- Marketing Mix: Product, Price, Place, Promotion (4.5)
- Supply chain management (4.5)
- Portfolio Analysis: BCG Matrix (4.5)
- Promotional Mix (4.5)
- Marketing of Services: People, Process, Phys Evidence (4.6)

Unit 5 Tools

- Labour vs Capital Intensive Production (5.2)
- Production Methods: Job, Batch, Mass, Cell (5.2)
- Lean Production Methods & Quality Control (5.3)
- Crisis Management (5.7)

Quantitative Business Analysis Tools

Unit 1 Tools

Economic Trends (1.5)

Decision tree (1.7)

Unit 2 Tools

Labour Market Trends (2.1)

Labour Turnover (2.1)

Unit 3 Tools

Sources of Finance (3.1)

Costs and Revenues (3.2)

Break Even Analysis (3.3)

Final accounts: Balance Sheet, Profit & Loss Account (3.4)

Depreciation (3.4)

Profitability ratios: GPM, NPM (3.5)

Liquidity ratios: Current Ratio, Acid Test (Quick) Ratio, Gearing Ratio (3.5-3.6)

Efficiency Ratios: Stock turnover, ROCE, Debtor Days, Creditor Days (3.5-3.6)

Cash Flow (3.7)

Investment Appraisal: Payback Period, ARR, Net Present Value (3.8)

Budgeting (3.9)

Unit 4 Tools

Market share (4.2)

Sales Forecasting (4.3)

Moving Averages (4.3)

Market Research Data (4.4)

Pricing Strategies (4.5)

E-Commerce Data (4.8)

Unit 5 Tools

Production planning (5.5)

Cost to Make vs Cost to Buy (5.5)

Quantifiable Risks (5.7)