

Answers

1 SWOT analysis

- 1 a SWOT analysis is a strategic planning tool that considers the internal strengths and weaknesses of the organization as well as the opportunities and threats in the external environments of the business.

Award 1 mark for a limited response that shows some understanding.

Award 2 marks for a clear and accurate definition, similar to the example above.

- b Possible answers could include the following:

- SWOT analysis is a business management tool commonly used as part of the process of strategic planning by examining internal and external factors that affect the organization.
- It enables a business to consider strengths, weaknesses, opportunities and threats before it develops an appropriate business strategy.
- It involves exploring the current position of the organization in terms of its internal strengths and weaknesses, and identifying potential opportunities and threats in the external environment.
- It can enable managers and decision makers to examine how weaknesses can be turned into strengths and threats turned into opportunities.
- In particular, consideration of weaknesses and threats enables managers and decision makers to assess risks and to minimize the potential harm to the organization.

Accept any other relevant reason why SWOT analysis might be used as a strategic planning tool.

Award 1–2 marks for a limited response that shows some understanding of the demands of the question.

Award 3–6 marks for a clear and accurate answer that shows good understanding of the demands of the question. There is appropriate use of terminology throughout the response.

- 2 a Possible characteristics could include the following:

- The internal environment – the positive situations inside the company or organization.
- The factors tend to be in the present (the current situation), although past strengths can remain and apply to the current time period.
- Outlines what the business does better than its competitors.

Accept any other relevant characteristic of strengths in the context of SWOT analysis.

Enterprise Connections The Small Business Management Workbook

Tobias Bleicker



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