

SECTOR 10



Presentors:

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Course:

BSIT 3-A CompTech

THE TEAM:

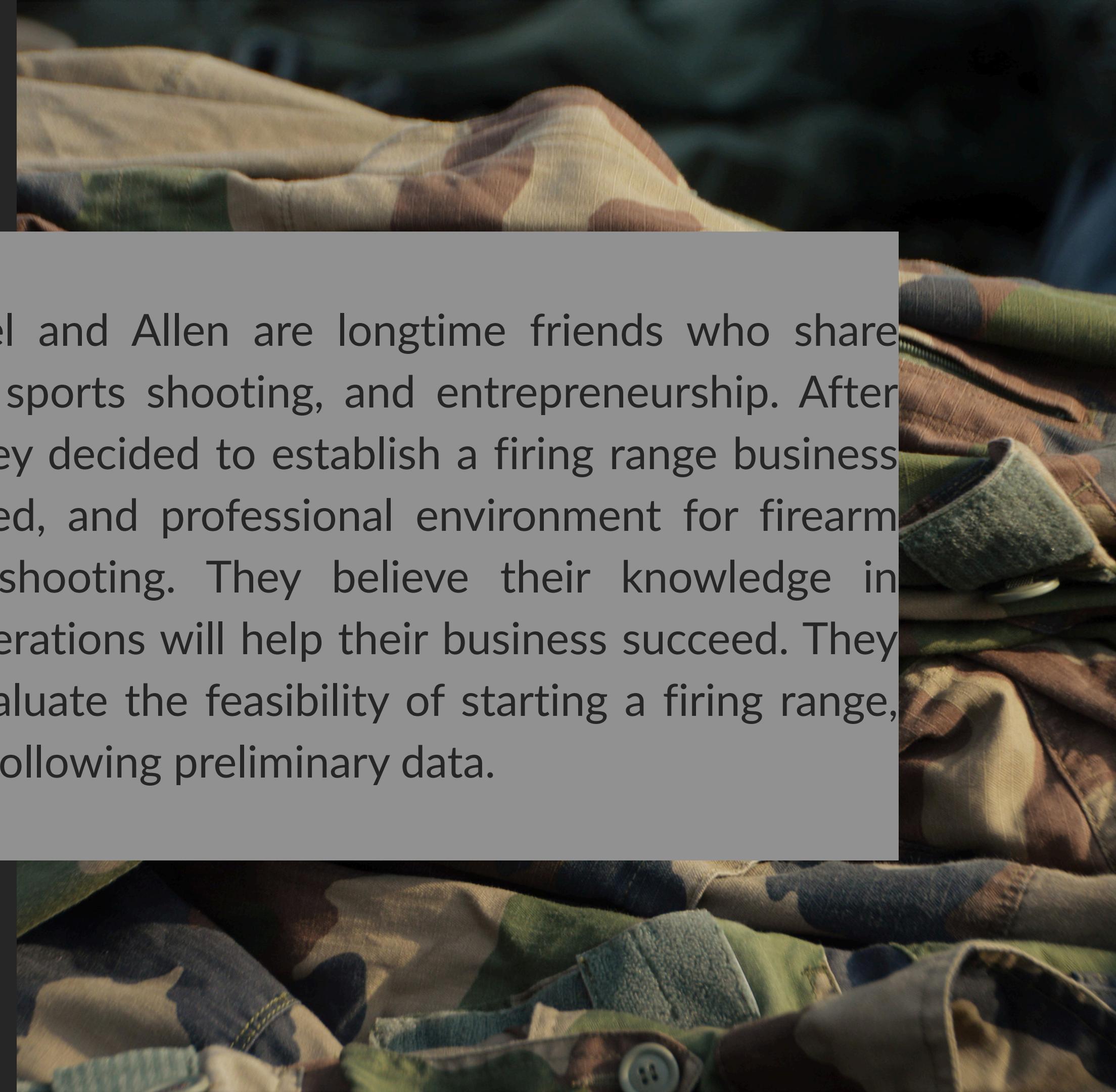


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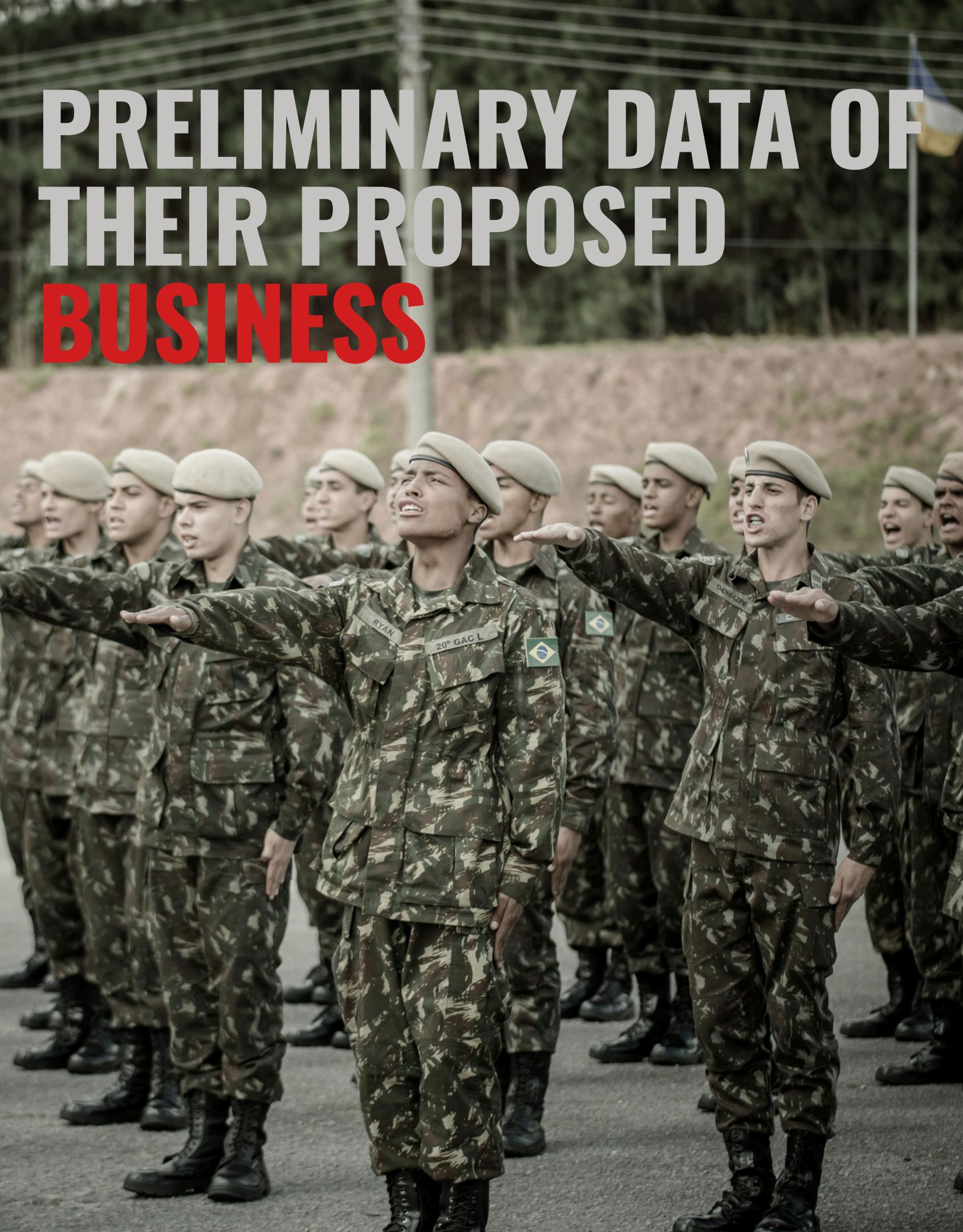


BUSINESS CASE:

Van, Kyle, Jomilo, Michael and Allen are longtime friends who share interest in firearms safety, sports shooting, and entrepreneurship. After graduating from college, they decided to establish a firing range business to provide a safe, controlled, and professional environment for firearm training and recreational shooting. They believe their knowledge in management and safety operations will help their business succeed. They gathered information to evaluate the feasibility of starting a firing range, and they came up with the following preliminary data.



PRELIMINARY DATA OF THEIR PROPOSED **BUSINESS**



Total Capitalization: Php 2,000,000

Shooting Lanes: 6 lanes

Firearms and Safety Equipment: Fixed and variable maintenance cost

Range Officer: Fixed salary of Php 15,000 per month

Ammunition and Target Supplies: Inventory cost at 25% of total capitalization

Ancillary Services: Pro-shop and Lounge with an inventory cost at 20% of the total capitalization (Php 100,000).

Electricity, Ventilation, and Security System: Fixed operational cost

Space Rental and Insurance: Fixed cost

Given all initial information above, the team had been challenged on how to manage them, so they started to figure out and answer the following questions that require their skills in managing these resources:

Definition of Management:

“Management is the process of planning, decision making, organizing, leading and motivating, and controlling resources.”

PLANNING

01

What are the things to be planned after having the preliminary data of the business? The things to be planned include business budget, safety policies, lane layout, equipment purchase, staffing, operating schedule, and marketing strategies.

02

Who will take part in the planning and why? The owners, range officer, financial advisor, and safety consultant will take part in planning because they provide knowledge about operations, finance, and safety requirements.

03

Do you consider time element in planning and why?
Yes, time element is considered because it helps determine the business opening date, training period, and expected return on investment timeline.

04

Why is it important to plan?
Planning is important because it reduces risks, ensures safety compliance, manages expenses properly, and guides the business toward success.



ORGANIZING

01

Based on the data above, what business parameters mentioned are critical to be organized and structured? The critical parameters to organize include shooting lanes, firearms storage, safety equipment, staff roles, inventory system, and financial records.

02

Do you need to prioritize all planned activities to set up a business? Why? Yes, prioritizing activities is necessary because it helps focus first on legal permits, safety setup, and essential equipment before other operations.

03

Does organizing guarantees success of the business? Why and why not? Organizing does not guarantee success because market demand and customer satisfaction also affect results, but it increases efficiency and reduces problems.

LEADING AND MOTIVATING

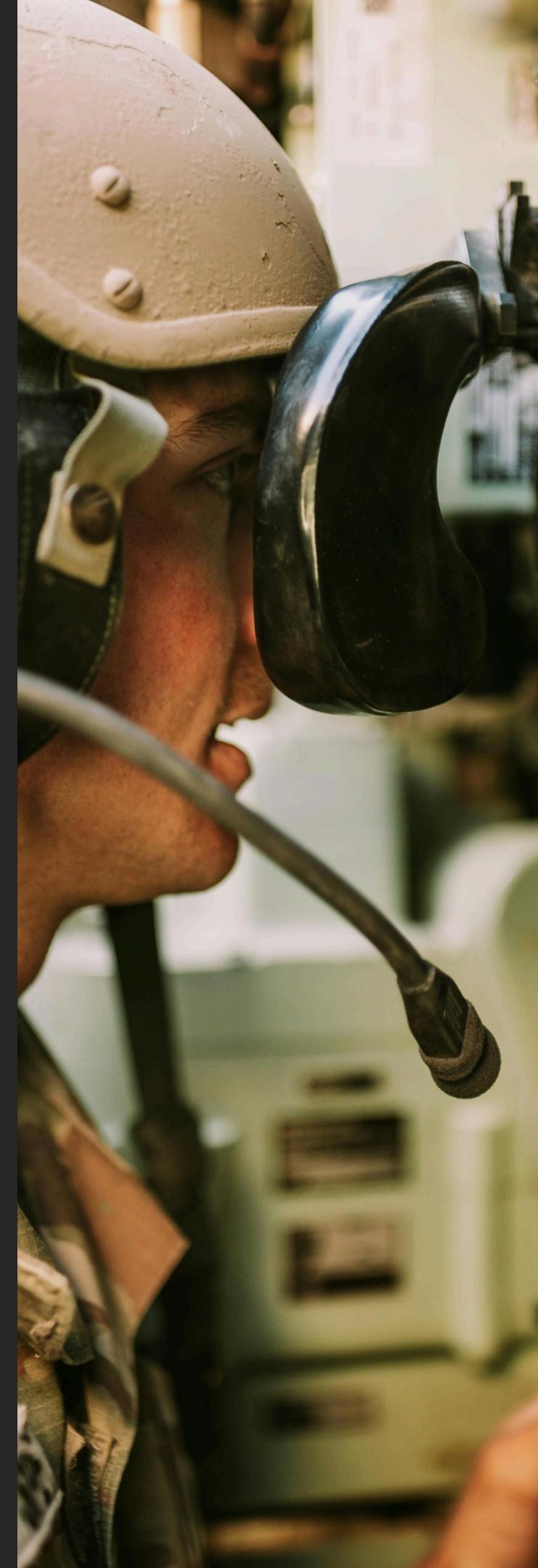
01

In this type of business with small workforce, do you think leading and motivating is essential for the manager or owner? Why and why not?

Yes, leading and motivating are essential because employees must follow safety rules strictly and deliver quality service to customers.

02

How do you lead and motivate? The manager can lead and motivate by setting clear rules, providing training, rewarding good performance, and encouraging teamwork.



CONTROLLING

01

What does it mean when you say management is also a process of controlling? Controlling means monitoring operations, checking performance, and correcting mistakes to ensure the business follows plans and rules.

02

What items in this type of business is critical to be controlled? The critical items to control include firearm usage, ammunition inventory, safety compliance, expenses, customer behavior, and equipment condition.

03

Is measurement important so the manager can control? Yes, measurement is important because tracking sales, costs, and safety incidents helps managers evaluate performance and make improvements.



THANK YOU

