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**Financial Management on the Growth of Micro Businesses in Gen. T. De Leon, Valenzuela City**

**A Quantitative Research**

In Partial Fulfillment of the Requirements in

The Subject of Practical Research 2

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**Chapter 1**

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This chapter presents the Introduction, Background of the Study,

Significance of the Study, Statement of the Problem, Scope and Delimitation

**Introduction:**

Financial management is vital, it is a survey of successful Business, it helps the business see and understand its profit, make decisions on planning inventory and setting prices. It also determine whether it has sufficient cash flow to sustain operations and make decisions on buying assets. Financial management is one of the most important aspect of business, you will need excellent knowledge in financial management. Moreover this serves as a guide for business owners in operating and managing their business.

Business Growth is a stage where the Business reaches the point for expansion and seeks additional options to generate more profit. Business Growth also a function of the Business lifecycle, industry growth trends, and the owner desire for equality value creation. The importance of Growth for Micro Business is that Growth is crucial to the long term survival of a Business and it helps to acquire assets, attract the new business performance and profit.

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Financial management plays an important role to growth and it is the way to solve financial problems of a particular business. Financial management is the cause and the Growth of business is the effect of how to deal with financial management. In addition, Financial management help the business to manage the money of a business in a way that it can be profitable, Financial management affect the growth when it is effectively done and a good planning is necessary to achieved the growth of a business. The financial management is the heart of the growth of a business because it is the way that the growth can be achieved.

The purpose and objectives of this research is to know more about financial management and the effects of financial management on the growth of Micro businesses. This research will help micro business owners to solve their financial management, the researchers will determine the different effects of financial management and the strategies to successfully manage the financial problems of a small business. Furthermore this research will determine the financial management solutions to financial problem encountered by small businesses and this study’s purpose is to prepare and provide information to students who want to have a business in the future.

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**Background of the Study**

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Financial Experts, Guthman and Dougal (2021) states that a financial management is the activity concerned with planning, raising, controlling and administering of funds used in the business. This means that in order to effectively manage the financial of a particular business, We need to come up with a good plan that involves raising and controlling of funds of a business. The Financial management is vital as it lays the right way to achieve the goals and objectives of a business. Moreover, Financial management is essential in a business for the reason that it helps in financial planning, Assists in acquiring and managing funds, helps in funds allocation, provides insights to make critical financial decisions, helps in planning the future growth, helps in achieving economic stability, improves profitability and value.

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\ According to Kevin McLeod (2022), Financial management is at the heart of every business, no matter how big or small, without it even viable and potentially profitable businesses will fail. This means that Financial management is important because it is the key in order to manage the money of a business accordingly in a way that it will achieve growth and no money will waste because effective financial management will lead you to growth. It will also help us to think critically because

financial management involves analyzing different effects that can affect the growth of a business.

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**Significance of the Study**

This study will benefit the following:

**Micro Business owners:** Micro Business Owners will benefit because this study will provide information on how to achieved the growth of a micro business and this will help them to understand that financial management is important.

**Students:** This study will benefit the students because this will provide knowledge about financial management and this knowledge can be used if they want to have a business in the future.

**Researchers:** Providing information and gathering evidences. This may be also their guide to create and to find another strategies for financial management..

**Statement of the Problem**

This research sought to answer the following questions:

1. What is the profile of the micro businesses in terms of the following: growth indicator:

1.1 Weekly profit or revenue

1.2 Restocking of supplies

1.3 Customer retention

2. What are the effects of financial management on the growth of micro business.

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2.1 Effective Budgeting

2.2 Effective Planning

2.3 Resource Management

2.4 Supply Management

2.5 Inventory Management

3. Is there a significant relationship between the financial management and the growth of micro business?

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Hypothesis: There is no significant relationship between the financial management on the growth of micro business.

This Hypothesis has 0.05 level of significance

**Scope and Delimitation**

The study focuses on Financial management on the growth of micro business with 50 business owner as respondents taken from Gen. T. De Leon Valenzuela City. This study will be conducted on the first semester of the school year 2022-2023. We use purposive sampling method as it is the simplest for selecting respondents and we use this method for the reason that it will provide the best information.

**Chapter 2**

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This chapter presents the review of related literature, conceptual framework, theoretical framework, synthesis of related literature, and definition of terms.

**Review of Related Literature**

According to The Barangay Micro Business Enterprise (2017) Republic Act No. 9178, otherwise known as, Barangay Micro Business Enterprises (BMBEs) Act of 2002, gives small-scale entrepreneurs the opportunity to start their businesses even with little capital. The said law recognizes that these small-scale entrepreneurs can help with the problem regarding much-needed employment and somehow alleviate poverty because they are given the chance to do business on their own, without having to deal with higher costs. It encourages growth with the setting of a micro business which can later turn into big enterprise. The most common type of micro business is sari-sari store. Almost every corner in the Philippines have one. Other examples of micro businesses are laundry shops, computer shops, printing shops, and canteens. It must still be noted that their total assets shall not exceed Three Million Pesos (P3,000,000.00) to be considered as BMBE to be qualified for the incentives provided by law.

According to Margaret James(2021) The term microenterprise, also known as a microbusiness, refers to a small business that employs few people. A microenterprise usually operates with fewer than 10 people and is started with a small amount of capital advanced from a bank or other organization. Most microenterprises specialize in providing goods or services for their local areas. This means that micro business have lower than 10 employees that operates a business and it provides products, goods, or services to the consumer.

As stated in the Book of Rex(2013) Financial management is the efficient and effective management of funds in a way that advances the goals of the company. Financial management's primary goal is to maximize wealth, and growth is crucial to raising equity shareholders' wealth. Expansion into new markets or the expansion of current markets are two ways to accomplish growth. Both internal and external business expansion, commonly known as internal or external growth, are options for a corporation. The business must expand its working facilities in marketing to accommodate internal expansion. Effective money management is what it means to handle finances in a way that advances an organization's objectives. The expansion of resources depends on an organization's ability to expand, and growth the financial management it is efficient and effective money management that it also advances the company's objectives. The main objective of financial management is to maximize wealth, and increasing equity shareholders' value depends on growth. Growth can be attained in two ways one is by expanding into new markets or by growing existing ones. The primary goal of financial management is to maximize wealth, and growth is essential to raising equity

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Laucher and Ramirez(2022) states that a micro business is a type of small business that employs fewer than 10 people. Micro Businesses include solopreneurs, freeelancers, side hustlers and many business owner who operate out of a single location. Therefore micro business is common as it has fewer people than the other business, this type business includes sole proprietorship means that it is own by a single person and this person has a 10 below employees that working in microbusiness.

According to Okyere Bismak(2018) The Financial Management is main focus by the growth of small business to find something new that will passed the taste of the people. It was ascertain the type of book that keeping practicing the examines the process of managing cash flows, credit, controlling their stocks with respects to working capital and account receivables and examined the challenges of financial management practices. This means that financial management is important in a micro business because this is the way to handle the money of a business in a way that it can be profitable and achieved own growth.

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Rachel Leigh,2022 A microbusiness is an entity defined by its small number of employees, annual revenue, and startup costs. The U.S. Census Bureau and the Small Business Administration (SBA) define microbusinesses as companies with fewer than 10 employees. However, there is technically no universal definition, and each state tends to set its own standards for the size and scope of a microbusiness.A microbusiness is often run by a sole proprietor, meaning the owner must spread themselves across various roles or departments to keep the business functioning. Further, dollars to invest in marketing and growing a customer base are more limited

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with a microbusiness, pushing an owner to get creative when it comes to building an active clientele.

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Editha Peralta (2021) Financial management is one of the several functional areas of management that plays a central role in the success of any small business, this means that in order to a small business to grow, the business must have effective financial management that involves three aspects of financial management which are the financial planning, financial control ,and financial decision-making. This three aspects are important to be able to have effective financial management that can achieved growth. The cause of business failure was due to poor or careless financial management that’s why those three aspects of financial management is important as this serves as the objective, goal, and plan of a business. In addition those three aspects of financial management helps a business to solve the financial problems.

According to Woodruff(2019) Financial management is one of the most important responsibilities of owners and business managers. They must consider the potential consequences of their management decisions on profits, cash flow and on the financial condition of the company. The activities of every aspect of a business have an impact on the company's financial performance and must be evaluated and controlled by the business owner. Financial management is finding the proper source of funds at the lowest cost, controlling the company's cost of capital and not letting the balance sheet become too highly leveraged with debt with an adverse effect of its credit rating.

According to strutner (2022) financial management is the practice of making a business plan and then ensuring all departments stay on track. Solid financial management enables the CFO or VP of finance to provide data that supports creation of a long-range vision, informs decisions on where to invest, and yields insights on how to fund those investments, liquidity, profitability, cash runway and more. financial management responsibilities within a startup include making and sticking to a budget that aligns with the business plan, evaluating what to do with profits and making sure your bills get paid and that customers pay you.

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According to Indeed Editorial Team(2021) One of the most important aspects of any company is the connection they have with the customer as microbusinesses have fewer employees, they may be better able to establish a more personal connection with their clients. In addition, some microbusinesses are owned and operated by a single employee, so customers get to address their comments or concerns to the head of the business directly.

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**Conceptual Framework** This covers the framework used in the study to be understood easily.

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Effective Planning

Effective Budgeting

Resource Management

Supplier Management

Growth of Business

Financial Management

Inventory Management

Figure 1: Paradigm of the study

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**Theoretical Framework**

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Peter Drucker states that business leaders need to embrace the “spirit of performance” by displaying high levels of moral and ethical integrity in their actions, focusing on results, empowering employees, going beyond financial obligations to shareholders, and ultimately serving the common good. Drucker wants to show us the ways of being a good business owner by showing spirit of performance by doing this we can manage our business well. In relation to the financial management on the growth of a business it is necessary to possess the spirit of performance and the characteristics such as high level of moral, integrity in actions, empowering resources and managing financial obligations and operating properly will help the business owners to attain the goal of a business. In order to manage the business, business owners must possess the spirit of performance that involves good decisioning skills and planning skills that will help to manage financial of business. In addition, this theory encouraged all business owners to be creative and responsible in their business in order to achieved the growth of a business. Furthermore this also emphasize that in financial management we must be productive in every decision and plans that we will make because it is the step to achieved the growth of a micro business.

**Synthesis of Related Literature**

All business owners have financial management but, only different by how they practice them in any areas or aspects of the business in which also depends from the type of business they are operating. Financial Management has a critical role

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in managing micro business for this is also where a business owner can visualized the growth of the business. As stated in the whole related literature of our study, Financial management tackles about cash flow management from raising, spending and investing money for the operation of business. In addition, it also tackles how the business owners plan or decide for business, this will bring significant effect to their business from budgeting, resources managing, supply managing and planning. Moreover Financial management is one of the several functional areas of management that plays a central role in the success of any micro business. A business that has poor financial management practices will lead the business stability at risk and in contrary, a business that conducts good and effective financial management will make an internal and external growth to the business. Furthermore, Micro businesses has also have a significant effect to our social economic growth, micro businesses have contribution in our economy to be balanced and sustainable. In conclusion, it is important to come up with an effective financial management that will help for the sustainability and profitability of the business in a long run.

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**Definition of Terms**

The following are the terms to be defined on the study operationally.

**Effective Budgeting:** It refers to how the business owners budget the money of their business, It is the process of budgeting the money in a productive and good way.

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**Effective Planning**: It is a strategy that involves a critical thinking in order to identify the clear objectives and goals of a micro business. The relationship between financial management and the Effective Planning it can be manage the financial needs and it is important to the business owners as they can track their income and expenses.

**Financial Management:** It refers to putting effort to plan, manage, store, and control the funds of a small business in a way that could help the business become successful and profitable.

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**Growth of a Business:** It is the expansion of business as a result of financial management techniques.

**Resource Management:** This is a strategy used by small business owners to ensure growth of their business.

**Supply Management:** It refers to the strategy of business owner in managing supply in a way that it can be effective and productive.

**Micro Business:** It is a type of business wherein it has a 10 below employees and it is commonly has a one owner.

**Inventory Management:** It is a strategy of microbusiness owner in managing their products.

**Customer Retention:** It describes how many loyal customer has a microbusiness**.**

**Weekly profit/ revenue:** It is the income per week of a microbusiness owner.

**Restocking of Supplies:** It pertains to the times that a microbusiness owner restock his/her product.

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Chapter 3

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**Research Design and Methodology**

This chapter presents the research design, respondents of the study, research instrument, data gathering procedure and statistical analysis of this study. This chapter present to concentrate of the research methods and process.

**Research Design:**

This study determined the financial management on the growth of micro businesses in Gen. T. De Leon, Valenzuela City. The ex-post facto type of descriptive design was used in this study to determined the effect of financial management on the growth of micro business. This is an ex post facto because the researchers aims to determined the financial management on the growth of micro business and how it relates to the strategies used by micro business owners in their financial management. According to Shona McCombes (2019), the descriptive research aims to accurately and systematically describes a population situation or phenomenon. So it says that the descriptive can use wide variety of research method to analyze one or more group. We choose to use this as our research design to determine the effectiveness of micro business owners to their businesses financial management. In Addition, it focuses on financial management on the growth of micro businesses. The study would be divided into groups that contain different micro businesses.

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**Respondents of the study:**

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Table 1: Respondents of the study

|  |  |  |
| --- | --- | --- |
| Respondents  (Business Owners of the following micro business) | Number of Respondents  (f) | % |
| Sari- sari store | 18 | 36 |
| Bakery | 11 | 22 |
| Milk Tea Stall | 8 | 16 |
| Printing shop | 4 | 8 |
| Street Food Business | 4 | 8 |
| Fruit and vegetable stall | 5 | 10 |
| TOTAL | 50 | 100 |

The respondents of this study are the business owners of micro business in Gen. T. De Leon, Valenzuela City. This study has 50 respondents determined by the use of the purposive sampling wherein the researchers chooses the sample based on who the researchers thinks would be appropriate for the study. The micro business owners that the researchers included are those business owners that have fruit and vegetable stall, bakery, sari sari store, street food stall, milk tea stall and Printing shop business since researchers believed that these can provide best information. The table above shows the micro business owner respondents of this study and the number of respondents in each micro business.

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**Research Instrument:**

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The researchers conduct this study and made a questionnaire as an instrument of this study to analyze the data. The questionnaire is the main instrument for conducting data in this research and this questionnaire will be useful for researchers to collect and analyze information about micro business owners based on the financial management on the growth of micro business. The researchers chose the respondents who have knowledge of micro business and own it, the researchers chose these respondents because the researchers see them as relevant to this studies. According to Trigueros Juan, et al.(2017) research instrument is a tool that is used for collecting, measuring, and analysing data in a bid to answer a research question this means that this is important as this serves as a tool that will help this study to conduct data in a proper way and this tool will make the analyzation of information more easy as it is an organized. Below is the likert Scale used in the study

Table 2: Likert Scale

|  |  |  |
| --- | --- | --- |
| Responses | Verbal Interpretation | Likert Scale |
| VE | Very Effective | 0.50-1.50 |
| E | Effective | 1.51-2.50 |
| SE | Sometimes Effective | 2.51-3.50 |
| NE | Not Effective | 3.51-4.50 |

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**Data Gathering Procedure:**

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The data were gathered through purposive sampling method, and this is by using questionnaire. These were important procedure of gathering the data of this research because providing them a questionnaires will help them to understand the questions clearly and in doing so, they will respond in an organized and clear way.. In gathering the data, the researchers will need to validate first of these questionnaire from research teachers, then researchers will proceed on asking the respondents in a respectful manner if they are willing to participate in this research as respondents. Next if they are agree and willing to participate, the researchers will do their part so the researchers will provide them a hard copy of questionnaire that they will answer. These methods are useful to be able to addressed the research main problem and collect the ideas from the respondents. The responses of the respondents will be gathered and analyze by the researchers at the end of the process.

**Statistical Analysis:**

The following statistical tools were used in this study.

This statistical tool is used in problem 1, which covers the profile of the micro business. **Percentage Frequency Distribution**

Formula: %= n/N x 100

Where: %= Percenrage

N=Number of samples

n = Number of responses

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**Weighted Mean**

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This statistical tool is used in problem number 2, which covers the effects of financial management on the growth of micro business.

Formula: WM= ∑ ƒix / n

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Where: WM=Weighted Mean Xi: Weight assigned

fi: Frequency n: Sample size

∑: Summation

**ANOVA (Analysis of Variance)**

This statistical tool is used in problem 3, if there is a significant relationship between the Financial management on the growth of micro business.

Formula:

F=MSB/MSW

MSB=SSB/dfB

dfB=k-1

dfw= n-k

SSB= [(∑x¹/n¹)² + (∑x²/n²)² + (∑x³/n³)²] - [(∑x¹ + ∑x² + ∑x³/ ntotal)]

SSW= [∑x1² + ∑x2² + ∑x3³] - [(∑x¹/n¹)² + (∑x²/n²)² + (∑x³/n³)²]

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WHERE: F= significant value MSB= mean square between

dfB= degrees of freedom between dfw = degrees of freedom within

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SSB= sum of squares between SSW= sum of squares within

x= individual responses r = number of groups

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**Chapter 4**

**Presentation, Analysis, and Interpretation of Data**

This chapter presents the analysis of findings in the study together with the interpretation of the data for the purpose of answering the specific questions given in the statement of the problem of the study that focus about financial management on the growth of micro business.

Data obtained from the questionnaires to analyze if there is a significant relationship between the financial management on the growth of micro businesses in Gen. T. de leon, Valenzuela City. The Data were organized in tabular form and this addressed the statement of the problem of the study and it shows a clear and appropriate analysis and interpretation of the data.

The table 1 to 3 composed of the computed percentage frequency distribution in problem number 1 and it shows the interpretation and analysis of the data in problem number 1 which covers the profile. On the other hand, the table 4 to 8 composed of the computed weighted mean in problem number 2, what are the effects of financial management on the growth of micro business and the table 9 focuses if there is a significant relationship between financial management on the growth of micro business.

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**Table 1**

**Weekly Profit/ Revenue**

|  |  |  |
| --- | --- | --- |
| Weekly Profit/ Revenue | Frequency | Percentage % |
| Php 500 below | 9 | 18% |
| Php 600 - 1,000 | 18 | 36% |
| Php 1,500 - 2,000 | 14 | 28% |
| Php 2,000 above | 9 | 18% |
| TOTAL | 50 | 100% |

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Table 1 shows that there are 50 respondents used in the study, as shown above that there are 9 micro business owner who has a weekly profit ranges in Php 500 below and have an equivalent percentage of 18% and 18 respondents who has a weekly profit ranges in Php 600-1,000 and it has a percentage of 36% on the other hand, there are 14 respondents who has a weekly profit ranges in Php 1,500-2,000 and it is equivalent to 28 percent. 9 respondents has a weekly profit that ranges in Php 2,000 above and it has a percentage equivalent to 18%. This shows that most of micro business owners has a weekly profit/revenue ranges in Php 600-1,000.

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**Table 2**

**Restocking of supplies**

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|  |  |  |
| --- | --- | --- |
| Restocking of Supplies | Frequency | Percentage % |
| Daily | 13 | 26% |
| Once a week | 23 | 46% |
| Twice a week | 10 | 20% |
| Monthly | 4 | 8% |
| TOTAL | 50 | 100% |

Table 2 shows that there are 13 micro business owners who restock the supplies daily and it is equivalent to 26%. On the other hand, micro business owners that restock their supplies once a week has a frequency of 23 and has an equivalent of 46%. Micro business owners that restock their supplies twice a week has a frequency of 10 and it’s equivalent to 20% and there are 4 respondents who restock their supplies monthly and have an equivalent percentage of 8%. This shows that most micro business owners restock their supplies once a week.

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**Table 3**

**Customer Retention**

|  |  |  |
| --- | --- | --- |
| Customer Retention | Frequency | Percentage % |
| 5 - 10 loyal customers | 13 | 26% |
| 11- 15 loyal customers | 23 | 46% |
| 16 above loyal customers | 14 | 28% |
| TOTAL | 50 | 100% |

Table 3 presents the customer retention as shown in the above table there are 13 micro business owners who has 5- 10 loyal customers and have an equivalent percentage of 26%. On the other hand, there are 23 respondents who has 11- 15 loyal customers and have an equivalent percentage of 46%. Micro business owners that has 16 loyal customers above have a frequency of 14 and it is equivalent to 28%. This shows that most of micro business owners has a 11- 15 loyal customers.

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**Table 4**

**Effective Budgeting on the growth of micro business**

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|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Effective Budgeting** | VE | E | SE | NE | WM | Verbal Interpretation |
| 1 .I spend my capital money for the improvement of my business accordingly. | 30 | 19 | 1 | 0 | 1.42 | Effective |
| 2. I can manage the total budgeting to be used for my business. | 22 | 22 | 6 | 0 | 1.68 | Effective |
| 3. I manage my funds based on my other expenses. | 17 | 26 | 7 | 0 | 1.80 | Effective |
| 4.I decide on what to do that will benefit my small business. | 16 | 25 | 6 | 3 | 1.92 | Effective |
| 5. I save my money for the needs of my small business | 17 | 17 | 13 | 3 | 2.04 | Effective |
| Grand Weighted Mean |  |  |  |  | 1.77 | Effective |

(1) VE- Very Effective = 0.50-1.50 (3) SE-Sometimes Effective = 2.51-3.50

(2) E- Effective = 1.51-2.50 (4) NE- Not Effective = 3.51-4.50

As shown in the table above, with regard to effective budgeting, all the responses of the respondents have a verbal interpretation of "effective," has a total grand weighted mean of 1.77, and have an overall verbal interpretation of "effective," therefore it means that the business owners believes that effective budgeting is effective in micro business and this can help them in their business to achieve the growth. Budgeting, according to Horngren et al. (2012), is "an assistance to organize what needs to be done" that is necessary to carry out the plan. As a result, the budget typically gives the company direction. The organizations would be able to "plan ahead" and "exercise control" by creating an efficient budget and comparing the actuals to what was anticipated in the budget.

**Table 5**

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**Effective Planning on the growth of micro business**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Effective**  **Planning** | VE | E | SE | NE | WM | Verbal Interpretation |
| 6. I decide effectively to achieve my goal for the growth of my small business. | 28 | 16 | 4 | 2 | 1.60 | Effective |
| 7. I have a key purpose of my small business plan to present the best opportunity for my small business. | 14 | 23 | 8 | 5 | 2.08 | Effective |
| 8. I use my set goals and apply it on my small business. | 21 | 24 | 4 | 1 | 1.70 | Effective |
| 9. I think of a plan that will help my small business to gain customers. | 21 | 18 | 8 | 3 | 1.86 | Effective |
| 10. I use effective strategies in running my small business. | 20 | 21 | 7 | 2 | 1.82 | Effective |
| Grand Weighted Mean |  |  |  |  | 1.81 | Effective |

(1) VE- Very Effective = 0.50-1.50 (3) SE-Sometimes Effective = 2.51-3.50

(2) E- Effective = 1.51-2.50 (4) NE- Not Effective = 3.51-4.50

This table shows that effective planning has reponses from respondents and has

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verbal interpretation. The grand weighted mean is 1.81 and has a verbal interpretation

of effective. It means that effective planning is effective in micro businesses. It also means that most of the business owners are using effective planning to ensure the growth of their business. Business owners decide effectively to achieve their goals and they use set goals to apply on their business. Business owners think of a plan that will help their business gain customers so in order to achieve the growth business owners use effective strategies in planning. Planning helps a business identify its goals, according to Management Study Guide(2015) Preparing for the future allows business leaders or business owners to consider the impact they would like the company to have and to find a way to get there. When a team works together to set goals, it allows everyone to be on the same page, working toward a common, shared purpose. Workers are better able to recognize ways to work to achieve goals, as well as behaviors to avoid that could prevent the company from reaching its objectives.

**Table 6**

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**Resource Management on the growth of micro business**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Resource Management** | VE | E | SE | NE | WM | Verbal Interpretation |
| 11. I value the skills of employees in running my small business. | 26 | 18 | 4 | 2 | 1.64 | Effective |
| 12. I always manage my resources in a thrifty and productive way. | 15 | 26 | 9 | 0 | 1.88 | Effective |
| 13. I always think of a way wherein my small business can have sufficient resources. | 21 | 22 | 7 | 0 | 1.72 | Effective |
| 14. I use a reliable resources that will meet the needs of my small business. | 19 | 19 | 10 | 2 | 1.90 | Effective |
| 15. I organize all my resources that helps me achieve the goals of my small business. | 17 | 24 | 2 | 7 | 1.98 | Effective |
| Grand Weighted Mean |  |  |  |  | 1.82 | Effective |

(1) VE- Very Effective = 0.50-1.50 (3) SE- Sometimes Effective = 2.51-3.50

(2) E- Effective = 1.51-2.50 (4) NE- Not Effective = 3.51-4.50

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As shown in Table 3, with regard to resource management, all the responses of the respondents have a verbal interpretation of effective. The Grand weighted mean is 1.82 and also has a verbal interpretation of effective meaning that business owners is using resource management to their small business and they agree that it is effective to the growth of their business. Micro business owners value the skills of their employees and they manage their resources in a thrifty and productive way as well as they use reliable resources that will meet the needs and can help achieve the goals of their business. The aim of resource management isn’t simply improving how you plan and manage resources on a particular project. There is a bigger picture beyond day-to-day operational concerns. At a strategic level, better project resource management can create a more prepared, profitable, and scalable business.(Iryna Viter,2022).

**Table 7**

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**Supply Management on the growth of micro business**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Supply Management** | VE | E | SE | NE | WM | Verbal Interpretation |
| 16. I manage the flow of goods, data, and finances related to a product or services. | 26 | 19 | 4 | 1 | 1.60 | Effective |
| 17. I can track the manufacturer/s ship materials to where it is to receive and stored. | 21 | 21 | 8 | 0 | 1.74 | Effective |
| 18. I have four pillar supply chain operational risk supply, demand and process. | 22 | 21 | 7 | 0 | 1.70 | Effective |
| 19. I can coordinate the various activities necessary to produce and deliver goods and services. | 22 | 20 | 7 | 1 | 1.74 | Effective |
| 20. I can returned the material/s if there’s damage. | 15 | 25 | 6 | 4 | 1.98 | Effective |
| Grand Weighted Mean |  |  |  |  | 1.75 | Effective |

1. VE- Very Effective = 0.50-1.51 (3) SE- Sometimes Effective = 2.51- 3.50

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1. E- Effective = 1.51- 2.50 (4) NE – Not Effective = 3.51-4.50

As shown in the table with regard to the supplier management, the business owners believed that supply management is important in their micro business as this has a weighted mean of 1.75 that has a verbal interpretation of effective. (Rachel Hand,2022) states that “ businesses can highly benefit from good supply chain management, as it enables them to effectively procure, sell, and deliver their products while minimizing disruptions that slow the supply chain.”

**Table 8**

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**Inventory Management on the growth of micro business**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Inventory Management** | VE | E | SE | NE | WM | Verbal Interpretation |
| 21. I have enough funds for my inventory. | 23 | 23 | 2 | 2 | 1.66 | Effective |
| 22. I use my inventory method that is effective for the growth of my small business. | 21 | 26 | 3 | 0 | 1.64 | Effective |
| 23. I ensure there’s always enough stock to fulfill customer orders and proper warning of a shortage. | 18 | 26 | 5 | 1 | 1.78 | Effective |
| 24. I track my inventory daily/weekly/monthly product or service. | 20 | 23 | 7 | 0 | 1.74 | Effective |
| 25. I properly process my storing, ordering and selling of goods. | 21 | 22 | 6 | 1 | 1.74 | Effective |
| Grand Weighted Mean |  |  |  |  | 1.71 | Effective |

1. VE- Very Effective = 0.50-1.50 (3) SE- Sometimes Effective = 2.51- 3.50

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1. E – Effective = 1.51- 2.50 (4) NE- Not Effective = 3.51- 4.50

As shown in Table 5, Business owners believed that having enough funds for their inventory is effective as this has a weighted mean of 1.66 with verbal interpretation of effective. Using their inventory method that is effective for the growth of the business and Ensuring that there’s always enough stock to fulfill customer orders and proper warning of a shortage has a weighted mean of 1.78 which has verbal interpretation of effective. Tracking the inventory daily, weekly and monthly product is also effective as this has a weighted mean of 1.74 and properly process of storing, ordering, and selling of goods also has a weighted mean of 1.74 which means it is effective with regard to inventory management, all responses from respondents have a verbal interpretation of "effective," and they have a Grand weighted mean of 1.71 and an effective verbal interpretation. meaning that business owners believe that inventory management is effective to the growth of micro businesses. (Elsayed and Wahba,2016) says that Inventory management encompasses all of the procedures carried out by a company to ensure that a client obtains the goods that he or she demands. By doing so, production prioritizes sourcing, and delivery in order to provide the finished goods to the consumer on time.

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**Table 9**

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**Relationship between financial management on the growth of micro business**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| ANOVA |  |  |  |  |  |  |  |  |
| Source of Variation | SS | df | MS | F | P-value | F crit | Decision | Remarks |
| Between Groups | 7802.44 | 3 | 2600.81  3333 | 289.4  62 | 6.0139  7E-48 | 2.699  39 | Reject  the null hypothesis | Significant |
| Within Groups | 862.56 | 96 | 8.985 |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Total | 8665 | 99 |  |  |  |  |  |  |

Table 9 presents the anova used to determine if there is a significant relationship between financial management on the growth of micro business. As shown in the table above the computed F value is 289.462 and the F critical value is 2.69939 since the computed F value is greater than the F critical value the decision will be rejecting the null hypothesis and the remark will be significant so this means that there is a significant relationship between the financial management on the growth of micro business. According to sunderland(2022), Managing money is at the root of all major decisions in business. As such, good financial management transcend sectors, industry and business, making it the most important responsibilities

of business leaders.

**Chapter 5**

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**Summary of Findings, Conclusions, and Recommendations**

This chapter consists of the summary of findings, conclusions, and the

recommendations of the study.

**Summary of Findings**

1. In table 1 the percentage frequency distribution results for weekly profit/revenue for Php 500 below the frequency is 9 and 18% for Php 600 - 1,000 the frequency is 18 and the percentage is 36%, for Php 1,500 - 2,000 the frequency is 14 and 28% for the Php 2,000 above frequency is 9 and 18% the total frequency distribution is 50 and for the total percentage is 100%.

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2. On the table 2, for restocking of supplies for the daily frequency is 13 and the percentage is 26% for once a week the frequency is 23 and 46% for the twice a week the frequency is 10 and 20% for the monthly frequency is 4 and 8% the overall total for frequency is 50 and for the total of percentage is 100%.

3. Table 3 is for customer retention of loyalty of customers, for 5-10 the frequency is 13 and the percentage is 26%, for 11-15 the frequency is 23 and 46%, for the 16 above the frequency is 14 and 28% the total for frequency is 50 and the total for percentage is 100%.

4. In table 4 shows that effective budgeting and all indicators weighted mean are: 1.42, 1.68, 1.80, 1.92 and 2.04 the total of grand weighted mean is 1.77 which means that, effective budgeting is really effective verbal interpretation. This also means that micro business owners are also using the effective budgeting to achieve their on the growth of their business.

5. The table 5 weighted mean results for effective planning indicators are: 1.60, 2.08, 1.70, 1.86, and 1.92 the overall total of grand weighted mean is 1.81 which also means that micro business have a verbal interpretation for the effective planning. This mean are micro business owners agreed that planning is really effective and it can help then on their micro business achieved on the growth.

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6. Table 6 shows that resource management the weighted mean all indicators results are: 1.64, 1.88, 1.72, 1.90 and 1.98 the overall total of grand weighted mean is 1.82 which mean that the verbal interpretation is effective for the micro business owners to help them on the growth of their micro business.

7. The results shows in supply management, all the indicators total weighted mean are: 1.60, 1.74, 1.70, 1.74 and 1.98 the overall grand weighted mean is 1.75 means that the verbal interpretation for supply management is effective. This also agreed by the micro business owners to support them to achieve their goals of on the growth of their micro business.

8. The inventory management results for weighted mean are 1.66, 1.64, 1.78, 1.74 and 1.74 the overall total of grand weighted mean result is 1.71 means that the verbal interpretation for the inventory management is really effective. This also helpful for the micro business owners to achieve their goals and that is on the growth of their micro business.

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9. The table 9 presented financial Management on the growth of micro business and there is a significant relationship between them since the F- value is 289.4 and the F-critical value result is 2.7 which means that F-value is greater than the F-critical value.

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Conclusions:

1. Most of micro business owners has a weekly profit ranges on Php 600-1,000 as it is the result in the table 1.

2.Most of micro business owners restocking their supplies once a week as it is the result in table 2.

3. Most of Micro business owners have loyal customers ranges in 11-15 as it is shown in table 3.

4. Micro business owners agreed that there is effectiveness for the effective budgeting and it can help micro business owners to achieve the growth of their micro business and as shown in table 4 that the grand weighted mean is 1.77 with a verbal interpretation of effective.

5. The table 5 presented that the grand weighted mean is 1.81 with a verbal interpretation of effective for the micro business owners is using the planning effectively and appropriately can help them on the growth of their micro business to achieve their own goals.

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6. In managing of micro business owner in resource management, the table 6 presented that the grand weighted mean is 1.82 with a verbal interpretation of effective that is helpful to achieving their goal of on the growth of micro business

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7. In terms of supply management have a important role too for the micro business to know their stocks so the table 7 presented that the grand weighted mean is 1.75 with a verbal interpretation of effective.

8.Managing the inventory management is effective for micro business owners, as the result of the grand weighted mean presented in table 8 is 1.71 with a verbal interpretation of effective.

9. There is a significant relationship between financial management on the growth of micro business as the result shown in table 9 that the computed F value is greater than the F critical value this means that we reject the null hypothesis and it has a remark of significant.

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**Recommendations:**

1. Students could make a study related to this study that is also about financial management on the growth of micro business for them to further gain knowledge related to business.

2. Future researchers could include the age and gender of the small and micro business owners as their respondents to this study and they can do some further study about financial management of a business.

3. Business owners may use effective budgeting, planning, resource management, supplier management and inventory management in their financial management for them to achieved the growth of their business.

4. Students that have a business can use financial management such as budgeting, planning, resource, supplier, and inventory management as this can help them in their business.

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A person with red lipstick and a red bow on her shirt

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**PERSONAL BACKGROUND**

Date of Birth : June 11, 2005

Sex : Female

Civil Status : Single

Citizenship : Filipino

Religion : Catholic

Height : 5ft

Weight : 39KG

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**EDUCATIONAL BACKGROUND**

**2022 – Present** Senior Highschool: Gen. Tiburcio De Leon National Highschool

Corner Mercado St. Gen. T De Leon, Valenzuela City

**2017 – 2021**  Junior Highschool: Gen Tiburcio De Leon National Highschool

Corner Mercado St. Gen. T De Leon, Valenzuela City

**2010 – 2017**  Elementary: Santiago A Deguzman Elementary School

**SKILLS AND QUALIFICATIONS**

Grade 11(SY.2021-2022) With honors

**INTEREST/HOBBIES:**

Watching kdrama/movies

Listening to kpop music

Loves playing badminton

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A person taking a selfie

Description automatically generated **NAME:** Chinita C. Suan.

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**PERSONAL BACKGROUND**

Date of Birth. : March 16, 2003

Sex : Female

CivilStatus : Single

Citizenship : Filipino

Religion : Roman Catholic

Height : 5'3

Weight : 40KG

**EDUCATIONAL BACKGROUND**

**2022 – Present** Senior Highschool: Gen. Tiburcio De Leon National Highschool

Corner Mercado St. Gen. T De Leon, Valenzuela City

**2017 – 2021** Junior High school: Gen. Tiburcio De Leon National Highschool

Corner Mercado St. Gen. T De Leon, Valenzuela City

**2010 – 2017** Elementary: San Roque Elementary School

**SKILLS AND QUALIFICATION**

GRADE 12(S.Y 2022-2023) With honors FABM 1st grading

Communication skills, Creativity, Collaboration

**INTEREST AND HOBBIES**

Writing, Reading Books

Dancing, Badminton and Listening to Music

A person taking a selfie

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**PERSONAL BACKGROUND**

Date of Birth : Sept 01,2004

Place of Birth : Brgy.Karuhatan, Val city

Sex : Female

Civil Status : Single

Citizenship : Filipino

Religion : Roman Catholic

Height : 5'3'' ft

Weight : 41kg

**EDUCATIONAL BACKGROUND**

2022- Present Senior High School: General Tiburcio De Leon National High School

Corner Mercado St., Gen T. De Leon, Valenzuela City

2017-2021 Junior High School: Gen T. De Leon National High School

Corner Mercado St., Gen. T. De Leon, Valenzuela City

2010-2017 Elementary: Gen. T. De Leon Elementary School Date Graduated: April 7,2017

**SKILLS AND QUALIFICATIONS**

Fast Memorization, good communication, multilingual sketching/drawing,

Cooking and Creativity

**INTERESTS/HOBBIES**

Watching Kdrama, Anime and Movies, Reading a Wattpad, Listening to Music and Traveling, swimming.

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A child taking a selfie

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**PERSONAL BACKGROUND**

Date of Birth : July 28,2004

Place of Birth : Manila City

Sex : Female

Civil Status : Single

Citizenship : Filipino

Religion : Catholic

Height : 5 ft

Weight : 42kg

**EDUCATIONAL BACKGROUND**

**2022- Present** Senior High School: General Tiburcio De Leon National High School

Corner Mercado St., Gen T. De Leon, Valenzuela City

**2017-2021**  Junior High School: Gen T. De Leon National High School Corner

Mercado St., Gen. T. De Leon, Valenzuela City

**2010-2017** Elementary: Gen. T. De Leon Elementary School, Valenzuela City

**SKILLS AND QUALIFICATION**

Time managemenet skills and Wrting

Grade 8, 10, and 11- with honors

**INTERESTS/HOBBIES**

Listening to music

Watching movies, Writing, Reading and Playing Chesss

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A person taking a selfie

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**PERSONAL BACKGROUND**

Date of Birth. : Feb. 20,2002

Sex: Female

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Citizenship: Filipino

Religion: Roman Catholic

Height: 5'4

Weight: 59KG

**EDUCATIONAL BACKGROUND**

2022 - Present Senior Highschool: Gen. Tiburcio De Leon National Highschool Corner Mercado St. Gen. T De Leon, Valenzuela City

2013 - 2017 Junior High school: Gen. Tiburcio De Leon National Highschool Corner Mercado St. Gen. T De Leon, Valenzuela City

2007 - 2012 Elementary: San Roque Elementary School

**SKILLS AND QUALIFICATION**

GRADE 12(S. Y 2022-2023) With honors FABM 1st grading

**INTEREST AND HOBBIES**

Badminton, Reading Books, Listening to music, Singing

**ABSTRACT**

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The researchers conducted a study about "Financial Management on the Growth of Micro Business in Gen. T. De Leon Valenzuela City." the independent Variable is the Financial Management and the dependent variable is the Growth of Micro Business. The researchers gather the data by giving them a survey questionnaires for the total of 50 micro business owners as part of our respondents for this study. The researchers used a survey questionnaires and the study use purposive sampling method as this can help researchers gather the best information from respondents. The statistical tool that is used in this study is percentage frequency distribution, weighted mean and Analysis of variance this tools is used to addressed the statement of the problem of the study. Business Owners proves that our research that there are effective ways for the Financial Management on the Growth of Micro Business by guiding and conducting information of their weekly profit or revenue, restocking of supplies, customer retention, effective budgeting, effective planning, supply management and inventory management are all the successful tips for the micro business owners to help them for running their micro business and the financial management to know and to achieve their attained goal on the growth of micro businesses. As a result of the study there is significant relationship between financial management on the growth of micro businesses in Gen. T. De Leon Valenzuela City as the result has a decision of rejecting the null hypothesis and the remark is significant therefore there is a significant relationship between financial management on the growth of micro business.

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**Basis on indicators**

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**Effective Budgeting**

1. The Allianz Trade Risky Business (2019) Working capital is the money you use to fulfil your day-to-day financial obligations and keep your operating cycle running. This capital is important in each step of your business cycle, from the purchase of materials, production of goods or services and sales to receipt of payment. If there is a problem in any step in this cycle, such as a need to produce more inventory than planned or more invoices being paid later than 30 days, you will need more working capital. Setting goals for your business can help set your business up for success. Learn how to set specific, measurable, achievable, relevant and time-bound goals for your business.

2. Ben Luthi (2020)But as the most fundamental tool in the financial planning process, a budget can make it easier to achieve your financial goals. Not only does a budget help you keep track of where your money is going, but it also gives you more control over that process. Without a clear plan for your cash flow, you could be spending against your own best interests without even knowing it.

3. According to Patriot (2022) Money management is the process of handling your business’s finances through budgeting, setting goals, tracking expenses and income, and investing. With a sound money management plan, you can avoid periods of negative cash flow and ensure your business is on track to turn a profit. Failing to wisely manage money can lead to problems like making late payments, running out of money, and not collecting on your accounts receivable.

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4. Micro enterprise (2021) Microenterprises not only help improve the quality of life for business owners, but they also add value to the local economy. They can boost purchasing power, improve income, and create jobs. Microfinance seeks to help microenterprises by loaning small amounts of capital to these businesses.

5. According to Teambuilding (2022) Cost-saving ideas for companies are short-term or long-term strategies that micro business use to reduce business costs. Examples include hiring freelancers, conserving electricity, and reducing travel costs. These ideas maximize profits by reducing production costs and implementing a budget. Cost-saving methods also eliminate unnecessary expenses and are necessary for the growth of a business

**Effective Planning**

6. According to Alex Halperin (2023) Setting achievable goals is one of the key skills necessary for managing a business. However, as leaders try to envision their future, they can often stumble in determining what goals are achievable within a given time frame. They can also go wrong by being too vague or too easy.

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7. James Tillotson (2022) Creating a business plan is no easy task. It can be made simpler and more effective by working through it with an advisor. Ultimately getting your thoughts down on paper will prove invaluable for obtaining start-up funding and thus the potential future success of your micro business.

8. According to Business.gov.au (2022) Setting goals for your business can help set your business up for success. Learn how to set specific, measurable, achievable, relevant and time-bound goals for your business.

9. According to Carrie Buchholz - Power (2022) If micro businesses are anything to judge by, then the answer is "no — they come in tiny ones." With a micro business, you can sidestep many of the headaches that come with small business ownership while still pursuing your entrepreneurial goals and running your own business.

10. According to E Emeritus (2022) There are many examples of successful businesses globally. While a solid team and finances have been important factors in their success, there is one more aspect which ensures that businesses achieve what they have set out to do – a fool-proof business strategy. Moreover, as every business has distinct goals, they adopt different strategies to achieve them. It is the business strategy that differentiates successful businesses from the “have-beens”.

**Resource Management**

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11. Bennett Conlin (2023) It takes a team to get a business off the ground and keep it running, and business owners with the most talented employees tend to have the most success. But finding and keeping the right talent takes more than good luck. One of the best ways to retain your employees is to show them that they are valued. We asked business leaders for some of the creative ways they show their appreciation and reward their employees. We also rounded up a few of the best tips from top HR blogs.

12. Shane Avron (2017) If you are interested in becoming an expert on Performance Management, take a look at Flevy's Performance Management Frameworks offering here. This is a curated collection of best practice frameworks based on the thought leadership of leading consulting firms, academics, and recognized subject matter experts. By learning and applying these concepts, you can you stay ahead of the curve. All workplaces are an integration of numerous departments working together as one to ensure the business runs smoothly. Almost every sector is reliant on other departments and cannot function at its full potential without the rest putting in their best as well. One reason why companies end up compromising their profits is due to the inefficient use of the resources at hand.

13. Max Freedman (2023)Properly managing your finances stabilizes your company and makes your business less likely to fail. To manage your company’s finances, make sure to pay yourself, keep good credit, monitor your books and plan ahead.Debt funding for small businesses means interest alongside repayments, while equity funding excludes interest but may come with less control over your micro business affairs.

14. By John Koehler (2019) A business that wants to be successful in today’s economy will need to understand the resources that it uses, how they function in its business model, and how to make the most out of them. This guide will introduce business managers and owners to the concept of economic resources, discuss some of the challenges that they present, and lay out strategies that every business professional should understand for managing and evaluating resources. By studying business administration, managers and owners can set their companies and themselves up for success.

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15. Phil Sennett (2021) Staying organized and productive at work helps you stay focused and complete tasks on time. When you are organized and productive, you can prioritize work and excel, which aids your career progress and success. There are several options for organizing your responsibilities and tasks, depending on your work style.

**Supply Management**

16. Will Kenton (2022)Supply management is the act of identifying, acquiring, and managing resources and suppliers that are essential to the operations of an organization.

17. Katana (2022) It includes the purchase of physical goods, information, services, and any other necessary resources that enable a company to continue operating and growing.

18. Dr. Cheryl McCloud(2022) The main goals of supply management are cost control, the efficient allocation of resources, risk management, and the effective gathering of information for business decisions.

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19.According to Investopedia (2019) Understanding the importance of Supply Chain Management to its business, Walgreens Boots Alliance Inc. decided to transform its supply chain by investing in technology to streamline the entire process. For several years the company has been investing and revamping its supply chain management process. Walgreens was able to use big data to help improve its forecasting capabilities and better manage the sales and inventory management processes.This includes the 2019 addition of its first-ever Chief Supply Chain Officer, Colin Nelson. His role is to boost customer satisfaction as the company increases its digital presence.

20. Kristina Lopienski (2020) Damaged products are an unfortunate but inevitable cost of doing business.When you’re purchasing an item in-store, you can sometimes spot a damage before you buy it, and find a flawless item instead.But in the world of ecommerce, consumers don’t have the luxury of physically inspecting an item before they buy, eliminating this quality control process. Even more, the act of shipping can increase the risk of damages.While in transit, there’s a chance that packages will become damaged because of shippers, improper handling, water exposure, and many other possibilities that can impair an order.Damaged products are a huge pain point for merchants, as they are often outside of their control, can affect customer satisfaction, and are very costly for high-quality products.The costs of replacing damaged products are high, including the shipping cost to send the damaged item back to the merchant, the shipping cost to replace the damaged product with a reshipment, and the cost of the unsellable inventory itself.Fortunately, there are ways to prevent damage so you can lower your costs and keep your customers happy.

**Inventory Management** 21.Rosemary Carlson (2020) Successfully investing in your business requires a solid business plan and a budget that accounts for startup costs. Once you've worked out

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what you expect your startup expenses to be and have created a budget, you can begin looking for startup capital.Startup capital is the money a business owner needs to start up a new company. This funding helps the business meet its initial costs, such as office space or equipment. Raising startup capital is an important step in the process of launching a new business.

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22. According to Elmasys (2020)Inventory management is a collection of tools, techniques, and strategies for storing,tracking, delivering, and ordering inventory. It is incredibly important to control inventory to minimize losses and maximize profits – which is where inventory management methods come into play.Selecting the right inventory management methods for your business is no easy task, but with the right inventory management methods owners can reduce costs, keep business profitable, analyze sales patterns and predict future sales, and prepare the business for the unexpected.

23. Abby Jenkins (2020)Inventory management helps companies identify which and how much stock to order at what time. It tracks inventory from purchase to the sale of goods. The practice identifies and responds to trends to ensure there’s always enough stock to fulfill customer orders and proper warning of a shortage.Once sold, inventory becomes revenue. Before it sells, inventory (although reported as an asset on the balance sheet) ties up cash. Therefore, too much stock costs money and reduces cash flow.One measurement of good inventory management is inventory turnover. An accounting measurement, inventory turnover reflects how often stock is sold in a period. A business does not want more stock than sales. Poor inventory turnover can lead to deadstock, or unsold stock.

24. Harry Wahl (2022) You’re bleeding money if you have products piling on the shelves, incorrect stock counts, or underperforming vendors. Inventory reports exist to offer valuable insights and help you improve inventory accuracy. Yet, many small- and medium-sized businesses rely on manual reporting methods or don’t report on inventory at all. By performing regular inventory reports, you can reduce stockouts while meeting demand and improving inventory accuracy, which is critical to satisfying customers.Keep reading to learn more about inventory reporting, including the types of inventory reports and how they can impact your business.

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25. CFI Team (2022) A product is a tangible item that is put on the market for acquisition, attention, or consumption, while a service is an intangible item, which arises from the output of one or more individuals. Although it seems like the main distinction between the two concepts is founded on their tangibility, that is not always the case. In most cases services are intangible, but products are not always tangible.

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