**How is your revision for Comp2 going?**

1. Outline the main methods of undertaking quantitative sales forecasting.
2. What is a three month moving average and why is it used?
3. What are the strengths and weaknesses of CBA?
4. What are the benefits and drawbacks of outsourcing?
5. What are the benefits and limitations of the use of decision trees?
6. What are the main methods of sales forecasting?
7. Explain how the Ansoff matrix is used.
8. Explain the purpose of variance analysis.
9. What factors will influence a decision on whether or not to accept a special order.
10. What is the relevance of straight line depreciation?
11. What are the benefits and drawbacks of qualitative sales forecasting?
12. What is the purpose of critical path analysis?
13. Evaluate the position of a business using Porters Five Forces.
14. Explain the advantages and disadvantages of different approaches to growth.
15. How would you analyse and evaluate the financial performance of a business if you were provided with a balance sheet and income statement?
16. What impact does a change in price have on the revenue of a business?
17. What does it mean if a product is income elastic?
18. What is extrapolation?
19. What is correlation?
20. How might a business window dress its accounts?
21. What do you understand by the term SMART objectives?
22. What is the purpose of a mission statement?
23. What non-financial measures might be used to evaluate the performance of a business?
24. What are the advantages and limitations of the use of decision trees?
25. Explain what is meant by rationalisation.
26. What factors influence a firms location?
27. Distinguish between horizontal and vertical integration.
28. What is a coroporate plan?
29. What role does IT play in business decision making?
30. How would you undertake an investment appraisal (include an explanation of the methods used)