
IB Business and Management SL and HL definitions 2023

above-the-line promotion - Answer-a form of promotion that is undertaken by a business by paying for communication with consumers, e.g. advertising

acid test ratio - Answer-liquid assets - current liabilities

accountability - Answer-the obligation of an individual to account for his or her activities and to disclose results in a transparent way

adverse variance - Answer-exists when the difference between the budgeted and actual figure leads to a lower than expected profit

advertising elasticity - Answer-measures the responsiveness of demand for a product following a change in the advertising spending on it

agent - Answer-business with the authority to act on behalf of another firm, e.g. to market its products

annual forecasted net cash flow - Answer-forecasted cash inflow/forecasted cash outflows

Ansoff's matrix - Answer-a model used to show the degree of risk associated with the four growth strategies of market penetration, market development, product development and diversification

arbitration - Answer-resolving an industrial dispute by using an independent third party to judge and recommend an appropriate solution

asset-led marketing - Answer-an approach to marketing that bases strategy on the firm's existing strengths and assets instead of purely on what the customer wants

assets - Answer-items of monetary value that are owned by a business

autocratic leadership - Answer-a style of leadership that keeps all decision-making at the centre of the organisation

average rate of return (ARR) - Answer-measures the annual profitability of an investment as a percentage of the initial investment

backward vertical integration - Answer-integration with a business in the same industry but a supplier of the existing business

bad debt - Answer-unpaid customers' bills that are now very unlikely to ever be paid

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Léo Pomar



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