

# Chapter 18

# Business Expansion Workpack

Reasons – Offensive, Defensive, Psychological

Strategies - Organic and Inorganic Growth  
(Franchise, Merger, Takeover, Alliance)

Finance for Expansion

Short and Long Term Implications

# The Business Guys

**2012 Q7 (C)**

Read the information supplied below and answer the question which follows.

*SuperToys Ltd, a large retail chain with 45 shops throughout Ireland, had sales of €100 million in 2011. It has just commissioned a firm to design and manufacture a new range of soft toys for babies. These will be available for sale in its shops from Summer 2013. SuperToys Ltd plans to open its first shop in the UK in 2014.*

Discuss the possible reasons for business expansion and growth at SuperToys Ltd. (20 marks)

**MS: 2 @ 7 marks (3+3+1) 1 @ 6 marks (3+2+1)**

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# The Business Guys

**2011 Q6 (A)**

Read the information supplied and answer the questions which follow.  
*Kilronan Ltd produces a range of chilled food products. Made from natural ingredients, the firm's award winning products have become household names. It is now one of the leading brands in Ireland and supplies all the major supermarket chains. Kilronan Ltd is considering either a 'merger' or a 'takeover' as a method of expansion within the Irish market. It is also considering how it will finance growth.*

(i) Illustrate the difference between a merger and a takeover as methods of business expansion.

(ii) Discuss the benefits and risks of a merger as a method of expansion for Kilronan Ltd. (25 marks)

**MS: (i) 2@ 5 marks (2+2+1) (ii) 3 @ 5 marks (2+2+1)**

(i) A merger \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

E.g.  
 A takeover \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

E.g.  
 \_\_\_\_\_  
 \_\_\_\_\_

(ii) \_\_\_\_\_  
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## 2018 Q3 - Short

Circle the correct option in the case of each of the following statements.

- (i) An acquisition (takeover), is a form of *inorganic growth/ organic growth*.
- (ii) In a merger, *businesses trade under their own names/ a new legal entity is created*.
- (iii) In a strategic alliance, businesses share expertise, and the agreement is *permanent/ temporary*.
- (iv) Expansion can be financed by debt capital which *includes / does not include* ordinary share capital.
- (v) Economies of scale are defined as *unit (average) cost / total costs* decreasing as output increases.

**MS: 3+2+2+2+1**





**2019 Q6 (B)**

(i) Outline the benefits and risks of a strategic alliance as a method of business expansion.

(ii) Explain one other method of business expansion.

**MS: (i) 3@5 (2+3) (ii) 2+4+4**

**Benefit**

1. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Risk**

1. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**(ii)**

Method: \_\_\_\_\_  
 First point: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Second point: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

# The Business Guys

2009 Q5 (A)

- (i) Explain the term 'business alliance'.
  - (ii) Illustrate the advantages of an alliance as a form of business expansion.
- (20 marks)

**MS: 5m (2+3) 3 @ 5m (2+3)**

(i) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(ii) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
E.g. \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
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E.g. \_\_\_\_\_  
\_\_\_\_\_

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\_\_\_\_\_  
E.g. \_\_\_\_\_  
\_\_\_\_\_

# The Business Guys

2013 Q6 (B)

*'For a business to survive it needs to grow and expand.'*

Evaluate two methods of business expansion. (20 marks)

MS: 2 x (2+3+3+2 ) – State 2m Explain 6m (3+3), Evaluate 2m

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Evaluation: in my opinion

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Evaluation: in my opinion

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# The Business Guys

2009 Q5 (B)

Evaluate Debt and Equity Capital as sources of finance for business expansion. (20 marks)

MS: 15 Marks (3 @ 5 Marks (2+ 3); Evaluation 5 Marks (2+ 3))

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Evaluation: in my opinion

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**2013 Q6 (C)**

Discuss the short-term and long-term implications of business expansion using the following headings:

Organisation Structure; Product mix; Profitability; Employment. (20 marks)

**MS: 4 @ 5 marks (4+1)**

***Organisation structure***

ST: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

LT: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

***Product mix:***

ST: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

LT: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

***Profitability:***

ST: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

LT: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

***Employment:***

ST: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

LT: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_