



Worksheet 6: Chains of analysis

For each of the following questions, identify the focus of the analysis and complete the chain of effects.

- 1 A business increases its prices. Develop a chain of analysis of how this might affect the customer.

Prices increase			Customer has a worse standard of living
-----------------	--	--	---

- 2 A business changes its remuneration system from time-based to piece-rate. Develop a chain of analysis of how this might affect an employee

Pay is changed from time-based to piece-rate			Increases their standard of living
--	--	--	------------------------------------

- 3 A company faces higher taxes. Develop a chain of analysis of how this might affect the shareholders.

Tax rate increases			Lower dividends paid to the shareholder
--------------------	--	--	---

- 4 A business successfully uses above the line promotion. Develop a chain of analysis of how this might affect the business.

Successful above the line promotion			Increases profit
-------------------------------------	--	--	------------------