PDF - CREDIT CONTROL MANAGEMENT AS A TOOL FOR BUSINESS ORGANIZATION GROWTH AND SURVIVAL (A CASE STUDY OF NIGERIA BOTTLING COMPANY PLC) - researchcub.info **ABSTRACT**

This research workwas investigating the effect of cooperate restructuring on employees in anorganization using Nigerian Breweries as a case study. The study focuses on thecorporate activities in human resources as a critical factor in terms ofstrategy put in place to maintain their organization position by ensuring theirsurvival in the emerging economic integration. The researcher made use ofpersonal interview and questionnaire and observation in the collection ofprimary data and information needed for the research work. The method of studyreferred to some of the workers of Nigerian Breweries Plc. This consisted of acombination of staff with different educational qualifications. In this study, the major sampling and statistical tool employed for data analysis were the useof percentages, tables and chi - square (X2). The percentages is used toanalyze data elicited from selected respondents. In the same vein, the Chi-square (X2) was used to test the hypothesis formulated. The main aim of this esearch is to explore, assess and evaluate the effective or impart of corporate restructuring on employees in organizations. The research has alsodrawn up some recommendations on the issues with cooperate restructuring inorganizations.

1.1 BACKGROUND TO THE STUDY

The sources of changes are diverse, well known and, most times, irreversible. They includetechnological innovation, deregulation, and inauguration of the computerinformation age, changed consumer demands, globalization, and the rush towarddemocratization, among others. These changes are impacting seriously on the environment of business. Yet it looks as if the coast is not clear, as these changes are most likely to stretch into the next millennium and beyond long asthe indices keep swinging.

In the economicsphere, Nigeria has been swimming in economic recession in the past two decadesor more. It is not that economic recession is a recent phenomenon. In fact, Fajana and Osigweh (1993) did record that the world had passed through manyphases of recession, beginning in the 1920s. But the economic recession inNigeria is a reflection that the economy is fully plugged into the international economic system, which has also been characterized by deepeconomic changes.

Responses to theeconomic changes in Nigeria have been varied with various Nigerian governments applying different measures, many of which are short-term and clearly depicting the understanding and character of those administrations.

However, the mostlong- term and comprehensive of this economic measure was the StructuralAdjustment Programme, SAP, introduced in 1986 by the Babangida administration.SAP was designed to restructure Nigeria''s economic and also promoting viabilityin fiscal and balance of payment policies. The success or otherwise of SAP isnot the primary concern of this study.

The responses ofbusinesses to economic, political, technological and social changes have been as varied as those of government. They have regularly altered their managementstrategies to be able to adapt to realities in their task environment. Suchstrategies range between long-term contracts, joint ventures, mergers, downsizing acquisitions, etc.

What the rapidity of change has done to business is that it has made business leader and managers to think of more effective methods of planning and implementing changes that are necessary for the growth and survival of their organizations. This is because, during the past couple of the years in which changes have occurred rapidly, many managers have found to their chagrin that the rules have changed; traditional methods of building businesses have failed to work as planned. Also, many well-designed career path has turned into a dead end.

The unavoidableconsequence of this is the need to restructure corporately so that their companies can regain competitiveness. Corporate restructuring obviously demandsskills, creativity, decisiveness and .pourage. In adopting and applying any of the doses of restructuring, alternatives re-capitalization, divestitures, and acquisitions each of which they "re own primary assumption.

Core area of anybusinesses usually consider restructuring or responding to changes in the taskenvironment its human resources utilization and management is borne out of thefact that the human factor plays a critical role in the success or otherwise ofany organization. Peter Drucker (1974) recognized this when he said thatbuilding a new structure or organization requires three-difference kind ofwork:

The operating task, which is responsible for producing the results of today"s business.
The innovative tasks, which creates the company s tomorrow; and

3. The top management task, which givesvision, directs and sets the course for the business of both today and tomorrow.

According to GailPollano et al, (2000), since obtaining competitive advantage through corporaterestructuring represents a major concern of business managers, human resourcesrules cannot be underscored. Besides, competitive advantage distinguishes onefirm from another, provides positive economic benefits and, according toPfeiffer (1994) cannot be readily duplicated. Thus, business have discoveredthat although at a huge cost, traditional sources of success, product andprocess technology, protected or regulated markets. Access to financialresources and economies of scale, no longer provide much competitive leverageas in the past. Instead, organizations culture and capabilities, which arederived from how people are managed, is proving to be a more vital factor incorporate survival.

Thus, recruiting, utilizing human resources, as a success factors in corporate restructuring isnow a major challenge in today''s competitive market place. This is simplebecause today''s employees are "new breeds" with different values, inspirational needs and motivation from his predecessor. Also, he is bettereducated being the produced being the product of the knowledge expansion, moreaware politically, socially and economically and therefore, more demanding andless easily managed by traditional controls of all these, utilizing anorganizations skilled human resources as a driving force in business strategy also a major challenge. For instance, many organizations that have gonethrough restructuring or turn around, aimed at increasing their competitivenessand ensuring adaptability in order to avoid the fate of the legendary dinosaur, in the past few years have done so with their people (human resources).

This fact is clearlybuttressed by the existence of a body of research, which stress that humanresources management policies are not only action producing but also affect theimplementation of business- strategies. John Butler (1988) studies varioushuman resources management options and pointed out how a successful combination of human resources options facilities the exploitation of market opportunities.

1.2 STATEMENT OF THE PROBLEM

While strategicmanagement is being applied in liberal doses in business organizations in suchareas as productivity improvement and balancing of business portfolios, thestrategic possibilities in human resources management are frequently ignored. Apparently, they should not be. The result of ignoring the potentials of humanresources are employee turnover, sudden hostility, strikes, decreased output, low morale, etc, and the business is worse for it.

1.3 PURPOSE OF THE STUDY

The approachesemerging today is to use growing ideas of management techniques to solveproblems facing organizations and which also arises as a result of the dynamicsand competitiveness to today's turbulent business climate.

The purpose of thestudy is focused on today's business environment, the change forces and restructuring alternatives, hi view of this, the purpose of this study is inanalytical approach to the strategic employed by organization to ensure their continuing survival in the

emerging world market that promises survival only tothe fittest.

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