

**BANK OF THE PHILIPPINE ISLANDS-FAMILY SAVINGS BANK,
MAIN OFFICE, MAKATI CITY.**

A Field Study
Submitted to the Faculty of the
Cavite State University
Indang, Cavite

In partial fulfillment
of the requirements for the degree of
Bachelor of Science in Business Management
major in Economics



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Savings Bank, Main office, Makati City
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ABSTRACT

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A three-month field study was conducted in the Bank of the Philippine Islands-Family Savings Bank main office. Specifically it aimed to describe the organization, management strategy and philosophy; marketing services being offered and the financial aspects of the bank; identify the problem of the bank and suggest feasible solutions to the problems.

Data were collected through actual participation and observation of the bank's activities and through interview with employees and account officers of the bank. The information collected were the historical background of the bank, management, services offered and other related topics. Financial information was obtained from the office files.

The bank has specific policies on the following: screening and preliminary interview, personnel testing, working hours, suspension of work, administrative offenses and sanctions and disciplinary action.

The Bank motivated its employees by giving the following benefits and incentives: vacation leave for Unibank employees, maternity leave and differential pay, emergency leave, uniform allowance for rank-and-file, clothing allowance for junior officers, health benefits and other benefits.

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