

**SEBANTI FOODS INCORPORATED  
ALABANG-ZAPOTE ROAD  
LAS PIÑAS CITY**

**Field Study Report  
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)**



00001365

*Sebanti Foods Incorporated Alabang-Zapote  
road, Las Piñas City  
330.9 G13 2004  
FS-252*

**MARIA CANDLE LOU B. GALOY**  
**April 2004**



## ABSTRACT

**GALLOY, MARIA CANDLE LOU B. Sebanti Foods Incorporated, Las Piñas City.** Field Study. Bachelor of Science in Business Management major in Economics. Cavite State University, Indang, Cavite. April 2004. Adviser: Mrs. Marilou P. Garcia.

A three-month field practice was conducted at Sebanti Foods, Incorporated Don Mariano Lim Complex, La Fuerza Compound, Alabang-Zapote Road, Las Piñas, City from November 18, 2003 to February 19, 2004. This aimed to provide an opportunity for the student to: gain technical know-how on the various activities of a business; get exposed to personal relations with others; learn the operation and management policies of the firm; and acquire knowledge beneficial for future employment.

Relevant data and information were obtained through observations and interviews with the managers, supervisors and employees and from the company's files

The firm was well-managed by the management team. However, the firm faces a number of problems which somehow affected the sales. Some of these problems are lack of manpower in the outlets as well as in the Head Office, increase in customer complaints, increase in variance percentage and withdrawals of some franchisee because of bankruptcy. The management together with the employees are working hand in hand to overcome these problems.

Sebanti Foods, Incorporated (SFI) aims to open more outlets this year not only in Metro Manila but also in Batangas, Laguna and Nueva Ecija. Hiring of more productive employees is given attention.



## TABLE OF CONTENTS

|                                        | Page |
|----------------------------------------|------|
| <b>TITLE PAGE</b> .....                | i    |
| <b>APPROVAL SHEET</b> .....            | ii   |
| <b>BIOGRAPHICAL DATA</b> .....         | iii  |
| <b>ACKNOWLEDGMENT</b> .....            | iv   |
| <b>ABSTRACT</b> .....                  | v    |
| <b>TABLE OF CONTENTS</b> .....         | vi   |
| <b>LIST OF TABLES</b> .....            | vii  |
| <b>LIST OF FIGURES</b> .....           | viii |
| <b>LIST OF APPENDICES</b> .....        | ix   |
| <b>INTRODUCTION</b> .....              | 1    |
| Importance of the Study.....           | 2    |
| Objectives of the Study.....           | 3    |
| <b>METHODOLOGY</b> .....               | 4    |
| Time and Place of the Study.....       | 4    |
| Data Collection.....                   | 4    |
| Scope and Limitation of the Study..... | 4    |
| <b>THE FIRM</b> .....                  | 5    |
| Historical Background.....             | 5    |
| Description of the Firm.....           | 6    |
| Organization and Management.....       | 9    |



|                                          |           |
|------------------------------------------|-----------|
| Management Policies and Practices.....   | 15        |
| Recruitment.....                         | 15        |
| Motivation and Incentives.....           | 17        |
| Offenses.....                            | 19        |
| Production Operation.....                | 21        |
| Marketing.....                           | 22        |
| Production Policies.....                 | 28        |
| Finance.....                             | 28        |
| Problems Encountered by the Firm.....    | 30        |
| Recommendation.....                      | 31        |
| Future Plans.....                        | 31        |
| <b>FIELD STUDY EXPERIENCES.....</b>      | <b>32</b> |
| Activities Undertaken.....               | 32        |
| Observations.....                        | 33        |
| Insights.....                            | 34        |
| Problems Encountered by the Student..... | 34        |
| Recommendation.....                      | 34        |
| <b>SUMMARY.....</b>                      | <b>36</b> |
| <b>BIBLIOGRAPHY.....</b>                 | <b>38</b> |
| <b>APPENDICES.....</b>                   | <b>39</b> |