

Assessment on the Financial Management among Vegetable Vendors in Tagum City: Basis for A Financial Program

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ABSTRACT: Financial management is one of the most critical roles of business owners and managers. They must consider how their management choices affect the company's cash flow, profits, and overall financial health. Every aspect of a business's operations affects its financial performance, so the owner must assess and manage them. The main objective of this study was to determine the level of financial management among vegetable vendors and to identify the appropriate financial program. This study applies quantitative non-experimental research using a descriptive design. The data were gathered from the 150 vegetable vendors in Tagum City using the random sampling technique to determine the respondents. The study used an adapted questionnaire to collect relevant data and provide a clear understanding to respondents and mean was the only statistical tool used. Results showed that the level of financial management is high, which means the vegetable vendors much observe it. It was recommended, among other things, that an intervention program be conducted to help vegetable vendors in Tagum City manage their finances more positively.

Keywords: *financial management, vegetable vendors, Tagum City, Philippines*

SDG Indicator: #8(Decent Work and Economic Growth)

I. Introduction

Financial management is a business activity that involves acquiring, using, and managing finances to achieve an organization's primary goals (Sukenti 2023, p.13). Tigari & Anushree (2020, p.12) stated that vegetable vendors experience seasonal imbalances, leading to them borrowing money from various sources, including friends, family, and financial institutions. Improper financial management can harm businesses, with the lack of an effective system being a core issue (Dwangu & Mahlangu 2021, p.23). Many vendors need financial management assistance, frequently turning to high-interest sources due to fluctuating incomes (Lestari & Maimunah 2019, p.2; Tawodzera & Crush 2019, p.1). This study aligns with our research agenda on agriculture in food and security. It supports the UN Sustainable Development Goal of Decent Work and Economic Growth by promoting sustainable economic growth and decent work conditions within this sector.

Additionally, financial management is a critical responsibility for business owners and managers. They must evaluate how their decisions can influence profitability, cash flow, and the company's overall financial stability. Since every operational aspect affects financial performance, it is essential for the owner to carefully assess and manage all areas of his business (Woodruff 2019, p.1). Usually, financial management decisions aim to enhance the company's profitability (Sukenti 2023, p. 16). According to Pandey (2023, p.4), all financial activities within an organization are governed by the financial management, which establishes the objectives, develops the policies, details the procedures,

implements the programs, and approves the budgets. It is possible to ensure that the company will always have access to enough cash by using effective financial management techniques.

Moreover, an intervention program can be developed by assessing the financial management of vegetable vendors. With a financial program, vendors can identify opportunities to increase their income, reduce costs, and improve their financial stability. It allows them to plan for the long term, ensuring they can continue their operations and support themselves and their families (Kenton 2022, p.2). Managing finances to maximize profits for company shareholders by making wise business decisions is another goal of financial management (Mihajlovic et al. 2020, p.498). Economic sustainability, in turn, impacts financial performance, affecting a company's present and future success. A company's finances and financial management must be carefully scrutinized and controlled for success (Diaz 2022, p.2). Assessments can identify vulnerabilities and help vendors develop strategies to mitigate risks, such as price fluctuations and weather-related challenges. This information can guide decision-making and resource allocation. Practical financial management assessments enable vendors to create budgets and financial plans. These tools help vendors set financial goals, allocate resources, and track progress toward achieving their objectives (Strutner 2023, p.3).

Further, the researchers have yet to find a study that explores the financial management of vegetable vendors in Tagum City. Thus, the researchers intend to investigate this variable in the local context. This study analyzed the vendors' savings and investment behavior, income and expense patterns, access to formal and informal financial or non-financial institutions, and what hinders them from managing their finances. Investigating how vegetable vendors manage financial risks, such as crop losses or economic fluctuations, can provide insights into their risk management strategies and potential areas for improvement. Exploring the financial goals and long-term planning of vegetable vendors can shed light on their aspirations and the role of financial management in achieving these goals.

This study is anchored on the **Theory of Financial Control** (Ostman 2007, p.24), highlighting the significance of the practical and current use of financial tools. Furthermore, it was noted that it is crucial to comprehend how activities relate to financial processes in the context of financial control. Financial controls are a company's protocols, guidelines, and techniques to monitor and manage its financial resources. Managing resources and operational effectiveness within any organization is centered on financial controls. Consequently, according to the study by Chisiri and Manzini (2022, p.53), people should modify financial management techniques and procedures to fit their context and capabilities. Additionally, it demonstrates that the high failure rate results from the unstable business environment, primarily due to subpar financial management techniques. Furthermore, various studies highlight that ineffective financial management can significantly harm a company's overall performance (Rahman et al. 2021, p.3; Zada et al. 2019, p.6). Porter and Garman (1993, p. 66) outline various facets of financial management, including cash management, credit management, retirement and estate planning, risk management, general management, and capital accumulation.

This study examines *cash management*, which encompasses collecting and administering cash flows arising from a company's investments, operations, and financing activities. Effective cash management is essential for an organization's financial stability, as it ensures liquidity, facilitates meeting short-term obligations, enables capitalization on investment prospects, and helps navigate unforeseen financial hurdles. By strategically monitoring and optimizing cash inflows and outflows, businesses can enhance their overall financial performance, minimize the risk of insolvency, and foster sustainable growth (CFI Team 2023, p.2). *Credit management* entails assessing which customers to offer credit to and continuously evaluating their creditworthiness. This process encompasses establishing credit limits for customers, tracking customer payments and collections, and an assessment of the potential risks linked to providing credit to customers. By implementing effective credit policies, businesses can balance extending credit to reliable customers and mitigating the risks associated with late payments or defaults. This proactive approach not only enhances the organization's overall financial health but also strengthens its reputation and credibility within the market, paving the way for sustained business growth and success (Bennett 2023, p.3).

Further, *retirement and estate planning* encompass the development of a strategy for passing on one's estate to beneficiaries after their demise. Individuals focus on prudent investment strategies, such as diversifying portfolios, optimizing tax efficiency, and selecting appropriate retirement accounts. Simultaneously, estate planning involves not only the distribution of assets but also the creation of legal mechanisms like wills, trusts, and powers of attorney to facilitate a seamless transfer of wealth while minimizing tax liabilities (Johnston & Associates Law 2020, p.6).

Moreover, *risk management* encompasses recognizing, analyzing, and addressing risk factors inherent in a business' activities. Successful risk management involves actively handling potential consequences rather than merely responding to them after they occur. By systematically evaluating internal and external risks, organizations can develop strategies to mitigate, transfer, or accept them, safeguarding their financial stability and continuity (CFI Team 2023, p.1). In addition, another factor impacting financial management is *general management*. It is a field of management that involves overseeing the day-to-day managerial functions and operations within any business entity. Risk management includes planning, organizing, and coordinating various activities to ensure everything runs smoothly. General

management also helps the organization adapt to changes, keep up with industry trends, and remain competitive (Rahman 2023, p.6).

Lastly, *capital accumulation pertains* to appreciating an asset's value resulting from investments or profits. A business can enhance the value of an asset through methods such as rent, capital gains, and interest, with investments representing an alternative means of accumulating capital. This process involves strategically allocating resources to generate returns through expanding product lines, entering new markets, or investing in innovative technologies. Additionally, effective capital accumulation involves prudent financial management practices, including optimizing debt and equity structures, to ensure sustainable growth. The continuous accumulation of capital is not only essential for the expansion of the business but also for creating a financial cushion that can be instrumental during economic downturns or unforeseen challenges. It significantly enhances the organization's financial health, allowing for reinvestment in the business, rewarding stakeholders, and enduring market fluctuations. Capital accumulation is a dynamic and strategic process essential for the business's overall resilience and long-term prosperity (Gordon 2022, p.1).

In this context, comprehending the diverse factors that impact financial management is pivotal in helping individuals attain their financial objectives and secure their financial future. By effectively managing their cash and credit, individuals can capitalize on growth opportunities and navigate economic downturns with greater resilience (CFI Team 2023, p.2). Retirement and estate planning ensure a comfortable retirement and create a lasting legacy for loved ones (Johnston & AssociatesLaw 2020, p.6). Risk management offers protection against unforeseen setbacks, providing a greater sense of peace and security (CFI Team 2023, p.1). Applying general management principles contributes to an improved financial understanding, while capital accumulation sets the stage for economic independence, enabling the pursuit of personal dreams and aspirations (Rahman 2023, p.6).

Understanding their financial situation allows vegetable vendors to comply with tax regulations. Proper record-keeping and economic assessment can facilitate accurate tax reporting and reduce the risk of legal issues. Assessing their financial capacity is critical for vendors looking to expand their market reach or diversify their product offerings. It helps evaluate whether expansion is financially viable and sustainable (Castillo et al. 2019, p.8). Assessments can reveal opportunities for vendors to save and invest in their businesses or personal financial goals. This can lead to increased financial security and improved quality of life. Many vegetable vendors may benefit from financial education and literacy programs (Lusardi 2019, p.6).

In conclusion, assessing the financial management of vegetable vendors is essential for their well-being, the sustainability of their businesses, and the broader economic development of their communities. It helps vendors identify strengths and weaknesses, make informed decisions, access financial resources, and improve their quality of life (Bruma et al. 2021, p.7). Assessments can highlight areas where vendors need training or support to enhance their financial management skills. Strong financial management among vegetable vendors can contribute to the economic development of their communities. Increased income and economic stability can have positive ripple effects on local economies. Evaluating financial management empowers vegetable vendors by giving them understanding and command over their financial destinies. This capability allows them to make educated choices to enhance their means of living (Puthiyedath 2023, p.7).

The findings of this study redounded to the benefit of the following: First, studying the financial management assessment among vegetable vendors allows the *Local Government Unit of Tagum* to promote economic development, support microenterprises, generate additional tax revenue, and enhance the overall well-being of their communities. It provides valuable insights for crafting policies and programs that benefit vendors and the local economy. Second, *vegetable vendors*, as this may help assess the level of their financial management, which is essential for their well-being, the sustainability of their businesses, and the broader economic development of their communities. It helps vendors identify strengths and weaknesses, make informed decisions, access financial resources, and improve their quality of life. In addition, effective financial management is vital for vegetable vendors to ensure financial stability, maximize income, control expenses, and plan for their future financial goals. It benefits their businesses and contributes to their overall well-being and financial security. Lastly, this study may serve as a valuable reference for *future researchers*, potentially broadening the scope of their investigations regarding the result of their data and conclusions.

This study aimed to assess the level of financial management among vegetable vendors in Tagum City in terms of *cash management, credit management, retirement and estate planning, risk management, general management, and capital accumulation*. Additionally, the study's results the appropriate financial program will be proposed.

II. METHOD

This chapter outlines the methodology used in conducting the study, encompassing details on research participants, research materials, and research design.

Research Respondents

This research was participated in by the vegetable vendors in Tagum City. Based on the Tagum City Economic Enterprises Office's list, there were 189 vegetable vendors. Since the population was identifiable, Slovin's formula was used to determine the number of respondents, considering a 5% margin of error and a 10% non-response rate. Slovin's formula was applied to determine the appropriate sample size for the population, ensuring accuracy that is conducive to reliable results (Woods 2019, p.1). Given the population, the study's total respondents are the 129 vegetable vendors in Tagum City.

Profile of the Respondents in terms of Age

Age	Frequency	Percentage
30 and below	37	25%
31-41	34	23%
41-50	41	27%
51 and above	38	25%
Overall	150	100%

Profile of the Respondents in terms of Gender

Gender	Frequency	Percentage
Male	45	30%
Female	105	70%
Overall	150	100%

Profile of the Respondents in terms of Length of Business

Length of Business	Frequency	Percentage
5 years and below	38	25%
6-10 years	45	30%
11 years and above	67	45%
Overall	150	100%

This study utilized systematic random sampling, which involved selecting people randomly based on the initial sampling point and then choosing subjects at regular intervals (Frost 2023, p.2). In our study, we used systematic random sampling, selecting every second stall on the population list. It is a valuable technique for large populations that ensures equal coverage and lower bias. This method was chosen because it takes less time and effort and improves the reliability and representativeness of the results (Campbell 2020, p.652). **Research Instrument**

This research study used an adapted questionnaire. The questionnaire on financial management was adopted from the studies of Titus et al. (1989, p.310), Porter and Garman (1993, p.140), Godwin and Carroll (1986, p.77), and Fitzsimmons et al. (1993, p.257). The research gathered relevant data and information with brief and concrete statements to give the respondents a basic understanding of the study.

The instrument underwent validation by a panel of experts and received a validation rating of 4.65, which indicates that the clarity of directions and items, presentation or organization, suitability, adequateness of items per category, the attainment of the objectives, its objectivity, and the scale and evaluation rating system is presented in an excellent manner and is appropriate for the items.

The questionnaire assessed the respondents' financial management, focusing on indicators such as cash management, credit management, retirement and estate planning, risk management, general management, and capital

accumulation. The questionnaire employed the Likert scaling type, offering respondents five options to gauge their agreement or sentiment regarding the ideas or questions presented. Responses were measured on a 5-point Likert scale ranging from 1 to 5. A score of 1 represented "never" or the absence of the item, while a score of 5 denoted "always" or a strong presence of the item (McLeod 2023, p.3).

The standard ranges of means were used in the interpretation of the results. In evaluating the level of financial management among vegetable vendors, there were five orderable gradations with their respective range of means. Starting from the range of 1.00 to 1.79, categorized as "very low," it indicates that the level of financial management among vegetable vendors in Tagum City was not observed. Moving up to the range of 1.80 to 2.59, classified as "low," it indicates that the level of financial management among vegetable vendors in Tagum City was less observed. Progressing further to the range of 2.60 to 3.39, classified as "moderate," it indicates that the level of financial management among vegetable vendors in Tagum City was fairly observed. Advancing to the range of 3.40 to 4.19, classified as "high," it indicates that the level of financial management among vegetable vendors in Tagum City was much observed. Finally, the range of 4.20 to 5.00, classified as "very high," it indicates that the level of financial management among vegetable vendors in Tagum City was very much observed.

Research Design and Procedure

A quantitative research approach was used in this research, primarily utilizing non-experimental descriptive techniques. This approach aimed to present a phenomenon as it existed without manipulating variables. Moreover, descriptive research delved into the context, particulars, and existing patterns related to the issue to comprehensively understand it (Mohajan 2020, p.2; Vijayamohan 2022, p.2). Additionally, research ethics were strictly applied.

Systematic sampling was used to gather data by choosing at random to represent a whole group. In choosing the respondents, systematic sampling was utilized by selecting every second individual from the Tagum City Economic Enterprises Office list. This descriptive survey focused on gathering quantitative data related to the specified phenomenon. The quantitative aspect involved the development of a suitable questionnaire to collect data from the targeted respondents. The data collection process relied on administering questionnaires to obtain the necessary information. The study focused on assessing the financial management of vegetable vendors in Tagum City.

The statistical method employed to analyze and interpret the collected data was the *Mean*, which was utilized to assess the level of financial management among vegetable vendors in Tagum City.

III. Results and Discussions

This chapter shows the result of the study. The findings are in a logical order that corresponds with the objectives and questions from the introduction.

Level of Financial Management

Table 1 shows the mean scores for the indicators of Financial Management among Vegetable Vendors in Tagum City. The overall mean is 3.92, described as high, with a standard deviation of 0.575. Thus, the vegetable vendors are experiencing high financial management.

The cited overall mean was the result gathered from the following computed mean scores from highest to lowest: 4.23 or very high with a standard deviation of 0.806 for *Credit Management*; 4.03 or high with a standard deviation of 0.819 for *General Management*; 3.98 or high with a standard deviation of 0.797 for *Risk Management*; 3.88 or high with a standard deviation of 0.841 for *Retirement and Estate Planning*; 3.82 or high with a standard deviation of 0.886 for *Capital Accumulation*; and 3.60 or high with a standard deviation of 0.879 for *Cash Management*.

Table1. Level of Financial Management

Indicators	Mean	SD	Descriptive Level
Cash Management	3.60	0.879	High
Credit Management	4.23	0.806	Very High
Retirement and Estate Planning	3.88	0.841	High

Risk Management	3.98	0.797	High
General Management	4.03	0.819	High
Capital Accumulation	3.82	0.886	High
Overall	3.92	0.575	High

Credit Management has the highest mean, indicating that it was very much observed. This suggests that the vegetable vendors prioritize reducing their debt each year. They also manage unexpected expenses or financial challenges to maintain financial stability. Vegetable vendors emphasize paying their bills and large debts as due and as scheduled. They stay within their budget and avoid unnecessary debt. This finding is also supported by the study by Beck et al. (2019, pp. 383-396), which highlights that vegetable vendors can scale up their operations and increase their market presence by ensuring timely payments and reinvesting profits.

General Management has the second highest mean, indicating that it was much observed. The respondents create financial goals, make plans on how to reach their financial goals, set specific financial goals for the future, frequently make well-considered financial decisions, and regularly review their total financial situation. The findings indicate that respondents concur on the importance of planning, organizing, and coordinating various activities to ensure everything runs smoothly. This also includes making sure the business adapts to changes, keeps up with industry trends, and remains competitive in the market (Rahman 2023, p.6).

Risk Management has the third highest mean, indicating that it was much observed. The results for risk management highlight that the vegetable vendors regularly set aside money for possible unexpected expenses. They also adequately insure their personal property, such as home furnishings and possessions. The findings indicate that the vegetable vendors review the adequacy of their insurance coverage every year. They also frequently seek out opportunities to mitigate potential risks and enhance financial stability in their operations. Vendors must finance business operations and maintain cash flows to meet financial obligations and repay debts. Many business operations hinge on the ability to access and borrow loans. Borrowing money introduces numerous financial risks. The uncertainty of lenders' ability to supply loans in the present and future is one source of risk. Additionally, the ability of vendors to pay back loans due to interest rates and future production and price risks affects farm cash flows (Drollette 2022, p.4).

Retirement and estate planning has the fourth highest mean which means that it was much observed. It indicates that respondents believe that proper estate planning is essential for securing the future of their business. They are taking action to incorporate retirement and estate planning into their financial management practices. Also, the vendors are contributing annually to a retirement savings plan and prioritize setting their financial goals for retirement and estate planning. They also recognize the importance of retirement planning in securing their financial future. By analyzing how estate and retirement goals can contribute to their leverage decisions, vegetable vendors can achieve their financial goals and provide security for their later living (Vitale et al. 2020, p. 5).

Capital accumulation has the fifth highest mean which means that it was much observed. This suggests that vegetable vendors regularly set aside money for savings. Each year, they invest in higher-return assets such as stocks, bonds, or mutual funds. The vendors actively engage in strategies to accumulate capital for future financial growth, consistently seeking opportunities to increase their savings and investments for long-term security. They also proactively manage their finances to ensure steady capital growth. This practice may suggest that by effectively managing their finances and practicing proper capital accumulation, they are better equipped to make informed decisions that could enhance their motivation and productivity (Da Costa Vieira2023, p. 729).

Cash management has the lowest mean which means that it was much observed. This suggests that vegetable vendors adhere to their weekly or monthly budgets. They prioritize using banking accounts to earn interest and keep receipts for major purchases to monitor spending. Additionally, they estimate household income and expenses and track expenditures. By improving their financial management skills, they achieve higher profits, maintain order in their lives, and save for their families (Lestari & Maimunah2019, p. 9).

Furthermore, the result of the study is correlateswith the anchored theory- the Theory of Financial Control (Ostman 2007, p.24), which emphasizes the importance of practical and current functions of financial tools. It demonstrates how financial controls serve as essential protocols, guidelines, and techniques for monitoring and

managing financial resources. This indicates that managing resources and ensuring operational effectiveness within any business centers on effective financial control.

IV. Conclusions and Recommendations

This section summarizes the study's findings on financial management among vegetable vendors and draws conclusions and recommendations based on the results.

Based on the study's findings, the financial management level among vegetable vendors in Tagum City was very high in credit management and cash management, retirement and estate planning, risk management, general management, and capital accumulation. Overall, the level of financial management is high which means that it is much observed by the respondents. The proposed intervention program was designed to help vegetable vendors in Tagum City to have more positive financial management.

Recommendations

From the above findings and conclusion, vegetable vendors should participate in seminars and workshops about the importance of cash management, retirement and estate planning, risk management, general management, and capital accumulation that influences financial management.

It provides a starting point for future researchers, such as additional knowledge and awareness, to expand and improve their financial management study. This study serves as a reference in the future, which relates to the current research.

PROPOSED ACTIVITY DESIGN FOR FINANCIAL MANAGEMENT INTERVENTION PROGRAM FOR THE VEGETABLE VENDORS IN TAGUM CITY

TITLE: "Unlocking the Profit Potential: Best Practices in Cash Management for Vegetable Vendors"

I. Intervention Plan

The intervention plan begins with a foundational session on understanding cash management, addressing its basic principles, its impact on profitability, and the common challenges vegetable vendors face. Participants will then engage in a self-assessment exercise to evaluate their current cash management practices. Following this, the program will delve into best practices in cash management, covering strategies to reduce costs, increase financial visibility, and optimize resources. Additionally, participants will be introduced to various financial tools designed to enhance cash management. The intervention will also feature case studies and real-life examples of successful cash management practices from other vendors or similar businesses.

II. Implementation

The implementation phase will guide participants through developing a personalized cash management plan based on the information and strategies acquired. Vendors will receive detailed instructions on integrating their cash management plans into daily operations. The program will also cover methods for monitoring the effectiveness of these plans and making necessary adjustments to ensure optimal performance.

III. Evaluation

To assess the program's impact, participants will provide feedback on their experiences, and the effectiveness of the implemented plans will be reviewed. The evaluation will focus on measuring the success of the program in achieving its intended outcomes and identifying areas for improvement.

TITLE: "Capital Accumulation for Vegetable Vendors: Maximizing Growth Potential"

I. Intervention Plan

The intervention plan begins with an introductory session to explain the importance of capital accumulation and how it can benefit vegetable vendors. Participants will learn about the basics of capital accumulation and the

strategies to achieve it. The plan will include detailed modules on effective saving techniques to help vendors gain a higher savings rate from their earnings. Another module will improve budgeting and expense management skills, providing practical tools and methods for better financial control. Finally, the plan will cover ways to access micro-loans and investment opportunities, offering guidance on navigating financial institutions and investment platforms.

II. Implementation

During the implementation phase, participants will engage in hands-on activities and practical exercises. They will create personalized savings plans based on their earnings and financial goals. Vendors will also practice budgeting and expense tracking using templates and tools provided during the sessions. Additionally, participants will receive guidance on preparing loan applications and identifying potential investment opportunities. This phase will include interactive workshops and one-on-one mentoring to ensure that vendors can effectively apply what they have learned to their businesses.

III. Evaluation

The evaluation phase will assess the impact of the program on the participants' financial practices and outcomes. This will involve collecting data on their savings rates, budgeting skills, and access to financial resources before and after the program. Feedback will be gathered through surveys, interviews, and follow-up sessions to determine the effectiveness of the intervention. The evaluation will also look at the participants' progress in achieving higher savings rates, improved budgeting and expense management skills, and enhanced access to microloans and investment opportunities. The results will be used to refine the program and provide additional support where needed.

TITLE: "Planning Your Future: Retirement and Estate Planning for Vegetable Vendors"

I. Intervention Plan

The intervention plan will begin with an introduction to the importance of retirement and estate planning, emphasizing how these practices can secure the future for vegetable vendors and their families. The program will then provide detailed modules covering the fundamentals of retirement planning, including different types of retirement savings accounts, strategies for consistent contributions, and the benefits of starting early. Another module will focus on estate planning, explaining the key components such as wills, trusts, and the process of documenting and managing estate plans. Additionally, the plan will include a comprehensive overview of retirement and estate planning strategies, tailored specifically for the financial situations of vegetable vendors.

II. Implementation

In the implementation phase, participants will engage in practical exercises and workshops designed to help them start and maintain retirement savings accounts. They will receive step-by-step guidance on selecting appropriate retirement accounts, setting contribution goals, and making regular contributions. For estate planning, vendors will be guided through the process of creating and documenting their estate plans, including drafting wills and setting up trusts. Interactive sessions will provide opportunities for participants to ask questions, receive personalized advice, and collaborate with peers. This phase will also involve consultations with financial and legal advisors to ensure participants have a solid understanding and are able to implement their plans effectively.

III. Evaluation

The evaluation phase will measure the success of the program by assessing participants' progress in starting and maintaining retirement savings accounts, creating and documenting estate plans, and understanding retirement and estate planning strategies. Data will be collected through pre- and post-program surveys, individual interviews, and follow-up assessments to track changes in participants' financial planning behaviors. Feedback will be used to evaluate the effectiveness of the intervention and to identify areas for improvement. Participants' ability to apply the knowledge and strategies learned in the program to their personal and business finances will be a key indicator of success.

TITLE: "Managing Risks and Maximizing Profits: Risk Management for Vegetable Vendors"

I. Intervention Plan

The intervention plan will begin with an introductory session that outlines the importance of risk management and how it can help vegetable vendors maximize profits and ensure business continuity. This will be followed by detailed modules covering the basics of risk management, including identifying common risks such as market fluctuations, weather conditions, and supply chain disruptions. Participants will learn about various risk management strategies, including diversification, insurance options, and emergency preparedness. Additionally, the program will address financial resilience, teaching vendors how to build a financial buffer and manage cash flow effectively to withstand unforeseen events.

II. Implementation

During the implementation phase, participants will engage in practical exercises and interactive workshops. They will perform risk assessments of their own businesses to identify potential vulnerabilities. Vendors will then develop and implement customized risk management plans, incorporating strategies such as diversifying their product range, purchasing appropriate insurance, and establishing emergency funds. Practical tools and templates will be provided to assist in creating these plans. The program will also include sessions with risk management experts who will offer personalized advice and insights. Participants will have the opportunity to discuss their plans, receive feedback, and make necessary adjustments.

III. Evaluation

The evaluation phase will assess the effectiveness of the program by measuring participants' implementation of risk management practices, their financial resilience against unforeseen events, and their understanding of risk management concepts. Data will be collected through pre- and post-program surveys, individual interviews, and follow-up assessments. The evaluation will focus on changes in participants' risk management behaviors, their ability to handle unexpected challenges, and their overall understanding of risks. Feedback from participants will be used to refine the program and ensure it meets their needs. Success will be indicated by the extent to which participants are able to implement effective risk management practices and develop stronger financial resilience.

TITLE: "Mastering General Management for Vegetable Vendors: Strategies for Growth and Success"

I. Intervention Plan

The intervention plan will start with an introductory session that highlights the significance of general management in driving business growth and success. This will be followed by modules that cover essential management skills, including strategic planning, decision-making, and operational efficiency. Participants will learn techniques for optimizing daily operations, reducing waste, and managing resources effectively. The program will also address financial management, including pricing strategies, cost control, and profit maximization. Practical exercises will be included to help vendors develop and refine their business strategies.

II. Implementation

During the implementation phase, participants will engage in hands-on activities and interactive workshops designed to apply the management principles learned. They will create and implement strategic business plans, focusing on optimizing operations and reducing waste. Vendors will work on developing decision-making frameworks to make more informed business decisions. Additionally, participants will practice financial management techniques, such as setting prices, controlling costs, and analyzing profit margins. The program will include mentoring sessions with experienced business managers who will provide personalized feedback and guidance. Vendors will have opportunities to discuss their strategies, receive advice, and make necessary adjustments to their plans.

III. Evaluation

The evaluation phase will measure the success of the program by assessing participants' ability to make informed business decisions, achieve higher profit margins, and optimize daily operations. Data will be collected through pre- and post-program surveys, individual interviews, and follow-up assessments. The evaluation will focus on changes in participants' management practices, their impact on business growth and profitability, and their efficiency in daily operations. Feedback from participants will be used to refine the program and ensure it meets their needs. Success

will be indicated by the extent to which participants are able to implement effective management strategies and achieve the desired business outcomes.

PROPOSED FINANCIAL MANAGEMENT INTERVENTION PROGRAM FOR THE VEGETABLE VENDORS IN TAGUM CITY

Key Result Area (Indicators)	Strategy Plans/Programs	Persons Involved	Expected Outcomes
<ul style="list-style-type: none"> Cash Management (1st Quarter) 	<p>“Unlocking the Profit Potential: Best Practices in Cash Management for Vegetable Vendors”</p>	<ul style="list-style-type: none"> LGU of Tagum City through City Economic Enterprise Financial Management Educators of UM Tagum College Researchers Vegetable vendors 	<ul style="list-style-type: none"> Improved profitability through reduced costs Greater financial visibility and better decision-making Effective cash management to optimize resources
<ul style="list-style-type: none"> Capital Accumulation (2nd Quarter) 	<p>“Capital Accumulation for Vegetable Vendors: Maximizing Growth Potential”</p>	<ul style="list-style-type: none"> LGU of Tagum City through City Economic Enterprise Financial Management Educators of UM Tagum College Researchers Vegetable vendors 	<ul style="list-style-type: none"> Achieve a higher rate of savings from their earnings Improved skills in budgeting and expense Enhanced access to micro-loans and investment opportunities
<ul style="list-style-type: none"> Retirement and Estate Planning (3rd Quarter) 	<p>“Planning Your Future: Retirement and Estate Planning for Vegetable Vendors”</p>	<ul style="list-style-type: none"> LGU of Tagum City through City Economic Enterprise Financial Management Educators of UM Tagum College Researchers Vegetable vendors 	<ul style="list-style-type: none"> Start and maintain retirement savings accounts Create and document estate plans Understanding of retirement and estate planning strategies

<ul style="list-style-type: none"> Risk Management (4th Quarter) 	<p>“Managing Risks and Maximizing Profits: Risk Management for Vegetable Vendors”</p>	<ul style="list-style-type: none"> LGU of Tagum City through City Economic Enterprise Financial Management Educators of UM Tagum College Researchers Vegetable vendors 	<ul style="list-style-type: none"> Implement effective risk management practices Develop stronger financial resilience against unforeseen events
<ul style="list-style-type: none"> General Management (4th Quarter) 	<p>“Mastering General Management for Vegetable Vendors: Strategies for Growth and Success”</p>	<ul style="list-style-type: none"> LGU of Tagum City through City Economic Enterprise Financial Management Educators of UM Tagum College Researchers Vegetable vendors 	<ul style="list-style-type: none"> Make informed business decisions Achieve higher profit margins and business growth

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