Question 3(a)

Candidate A

3a Private sector is a sector of economy including sole	
traders, partnership and private limited company. They are	
armed to survive and maximise profits. The Public	
Sector TS a sector that arm to provide services to	
people amost all of them are controlled by	\dashv
the government and funded by taxes.	

3/	One sector of economy is public and	
	the want to make good use at	
	tox pagers money. The public sector	
	of economy also wants to provide a	,
	service For example, the hospital wants	
	to provide a service. Another sector	
	of economy is the third sector they	
	want to pure or raise awarness of	
	a good causes. The third sector	
	also wants provide a service but	
	mainly get donations	

<u>S/a/</u>	Parase Private Sector-Smaller	
	businesses run by sole traders	
	which arm to survive and	
	expand	
	,	
	Public Sector - larger busmesses	
	som by mattiple people that	
	arm to grow and be socially	
	12.Sponsible	
	ran by maltiple people that own to grow and be socially responsible	

Question 3(b)

Candidate A

6	Sale Hader-oums to Maximise	
	profits and grow business	_
	whereas	
	Charity-arms to proximise donations and tarse awareness and Support	
	and forse awareness and support	
	a cause	

3 b	An objective of a sole trader is	
	to maximuse a propit where as	
	a charity wants people to give them	
	donations to help support a worth	
	cause. A charity and a bo sole truder	
	want-s to what is best for the casto	
	peoples needs and wants.	

b)	a sole traders main aims are to survive	
	and make profit whereas a Charities own raise largest amount of donations	
	as they can-	
	J	
	a sole trader runs off of uncome	
	whereas charities run off of donations.	

	a sole trader is owned by an individual(s)	
	whereas charities are ran by trustees.	
	J I	

Question 3(c)(i)

Candidate A

C	i) Local Community	
	Banks	

Candidate B

customers, to provide profit to the charity	
the employees are working for	

3ci	· Owner	
	· Customers	

Question 3(c)(ii)

Candidate A

3c	ii) The local community are the ones who improve	
	donate items and money if they pulled out the	
	Charity wouldn't be able to run.	
	The banks give make the decision if they should	
	,	
	get a loan or not and if they get the loan	
	they could expand to raise awareness or danate	
	the money to the cause	

Candidate B

c)	ii) managers work to keep the the charity	
	under controll and represent it	
	the customers give the chairty their	
	time (money to help the cause.	

ii) T	nistees can influence the Charity by	
	he government can influence the charity by deciding wether to shut it down or not.	

Candidate 4(a)(i)

Candidate A

40) Staff notice board	
· Company website	

Candidate B

40i Methodo of internal recuibrant:	
*Advertise Phough company	
intranet	
*Ask members best suited to	
the job.	

	1
4. 0) (i) Promotions, test empropers to see if	
they neet standards	

Candidate 4(a)(ii)

Candidate A

ii) Identify a job vacancy	
Blarry out a job anayleis	
Prepare a job specification	
Prepare a person specification	
Advertise the job	
Send out applications	

Candidate B

Ĩ,	L. Identify the Job vacancy.	
	2. Identify the Job analyse.	
	3. Carry out the Job personal specification	
	4. Advertise the Job.	
	5. Send out application forms.	

tai People would be sending in applications	
for the business to look through. The	
business would interview some pass-	-
ible Contenders to check the CV and	
answer questions. They would check	
the reperences and see if they are	
people for the j. ob. At the end of recru-	
itment process they would offer the	
best candidate the job.	

Candidate 4(b)(i)

Candidate A

46	on the Job training is training	
	done inside the buisness such as	_
	Coaching, Loleplay, Snaclowing, Job	
	rotation and demonstration.	
	However off-the-job training is	
	Training is training done outside	
	the be jobsbuilding such as	
	going to training centres and colleges	

46 On-the-job training is done during wo	
rk hours at work where as off-the-job	
training is done at a different place	
away from work such as a college	
or assement and center. Ogg-the-	
job training is more helperal since	
You have a proffesional doing it and	
and you can get a gauligications as	
well where as on-the-job it may not	
be at good since the person may not	
be as gauligitel	

17/1	On-the-job training is done at work	-
	Usualla your shadowing someone whereas	
	Usually your shadowing someone wherease off-the-job training is like atraining	
	for a few hours or a part time course	
	over few years.	

Candidate 4(b)(ii)

Candidate A

Training staff can make sure knows the safety	
Thtrustrons which means the chance of having accordents	
··	
can be reduced. The productivity will increase which	
 means better customers service can be made.	

ii) One benifet of training storg
is that they will feel more
happy and content in their
job meaning work will be
job meaning work will be completed of high Standard
m contributing to success
of business.
Hnother benifet of training
Stage is that because the
business increases its image
This means austomers will be
Satisfied with customer service
because employees were happy
and knew what they were
doing.

4b) ii) well trained employees can also train no	un
employees in the Future, also when	Hney
are trained well you can assure	-
the work will be done correctly	

Question 5(a)

Candidate A

5		
2	A - maximum inventory.	
	B-Reorder Level	
	C- Minimum inventory	

Candidate B

ba	A-maximum inventory	1
	B-Lead time	
	C- Minimum inventopy.	

5a)	A = 800	B= 400	C= 200	

Question 5(b)

Candidate A

b An iventury control diagram is used to monitor stocklevels. This gives a company an average idea of when they need to resock. As a report of this
out of stock as they tollows
The inventory controll diagram.

Candidate B

Sb) The use of an inventory control	
diagram is so you know when you	
need to re-order stock	

56	·Makes	controlling	how	may	stock	≠hę	Company	
	has ec	15:47						

Question 5(c)

C	An advantage of clow production	
	is that all products are	
	matte to the same standard.	
	Another advantage of	
	flow production is each	
	employee is an expertin	
	Meir area of production	
	However flow production	
	results in hunderends of	
	the same product or similar	
	to so customers earl housit	

+	ailored to then Flow production	
1	s a quick form of production	
- u	which means that customers	
- Cr	vill recieve their product	
9	wickes then if it was job	
-6	roduction.	

none advantage of flow	
Production is that automated	_
assembly lines save time and	
money. Another advantage of	
from production is that cost per.	
unit will be low.	
However one disadvantage of	
flow production is that the	
Standansea product is product,	
Another clisaduantage al grow	
production is that its bard to	
matinal will write work for	
employees, can get com repetitive	
and boring.	

OProduction is fast, it is cheap. Mistakes	
can be made, quality night not be	
a really high standard	
N	

Question 5(d)

Candidate A

d.	If the price of raw materials is very high then
	you would have to charge higher for your
	final product.
	Quality if the quality of raw materials is poor
	then the quality of your final product would
	be poor.
	Lead Time \$ if the lead time is long then the
	business may run out of supplies meaning they
	will run out Stock of their product.

ž d.	To choose supplier that are reliable which means	
	the quality or quantity of the materials will remove	
	the same. Also, supplier that has less lead time	
	will be better which means transportation cost and time	_
	MAII ps Ismak	

d) one factor to be considered when choosing
a supplier of ran materials is the
quality of the van materials of thre
quality is not consistent, the supplier is not ultable.
is not whoole.
another factor to be considered when
obecing a van materian suppliers
in price Price reflects quality, and
quality affects the end product.

Question 6(a)

Candidate A

6a) Aporpose of a cash budget is to	
predict whether you will go into a	
deticil ar surplus. A coush bodget can	
help you plan for the Juturese you	
don't overspend. Another purpose of a	
cost budget is too see yourspending	
and whether you need to cut down.	
Apurpose of a cosh budget is to	
show how much sales you maker	

19-FOT business to be able to keep track	
of Spanding and Soungs as well	_
as what is estimated to be	
Spent and sowed in the up coming	_
months	

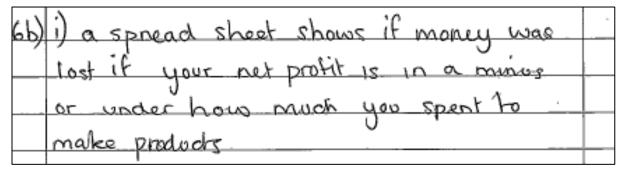
62)	·a cash budget keeps purchases reasonable				
	· So that they have the right amount for				
	everything needed				
	· keep money undercontrol				
	· keep business from falling under.				
	j				

Question 6(b)(i)

Candidate A

b. i) Income Statement

Candidate B

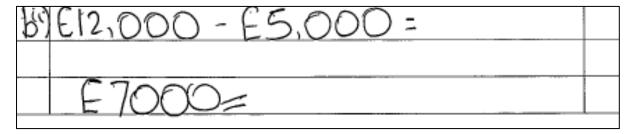


Candidate C

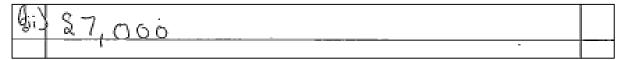
bi Gross profit

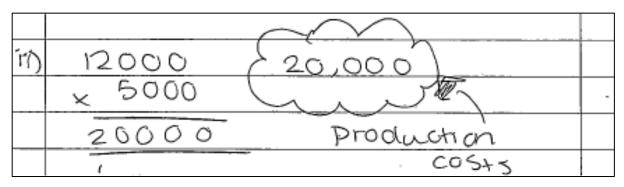
Question 6(b)(ii)

Candidate A



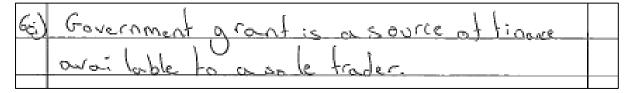
Candidate B



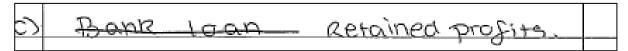


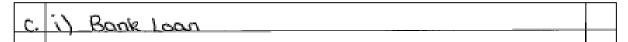
Question 6(c)(i)

Candidate A



Candidate B





Question 6(c)(ii)

Candidate A

ii) Advantages	
A bank loan would allow a business to	_
expand and pay any bills that they have	
run out of money for.	
Disadvantages	
A bank may decide that they are unable	
to give a business a loan meaning a business	
may not be able to pay bills on time.	
, ,	

ű.	Bank loan can help covering the immediate cash needed
	of the business and a large amount of money can be
	gutten. However, interests will increase in a set period of
	time.

ii) one advantage ap using retained
profits is that you already
have the money and don't need
to bottow anything.
However one diseavantage is
that once use so
that once you spend
the money its gone and
you cant get it back,
Another disadvantage of
retained profits To that their
is a set amount at money
you have stored, So that
is you need more than
you have, you wont be able

Candidate 7(a)

la.	Market research takes place to identify customers				
	needs and wants.				
	A prototype is made to show how the product				
	will work and look.				
_	Test marketing takes places to see how customers				
	like the product.				
	Changes can be made.				

A production method is then choosen to suit the				
product.				
A price become and location is choosen, then				
promotion will start to take place.				

7a)	one stage at product	
	development is testing,	
	this is when you test the	
	product is to see is it see	
	works, and you can see	
	what you need to change.	
	Another Stage of product	
	development is altering the	
	product, This is when	
	you change the product	
	after testing to fix the mistakel,	
	Another Stage of Product	
	13Nother 01 200	
	development is releasing the	
	Droduct This is when you	

	development is releasing the	
Г	Droduch This is when you	1
	release the Droduct too the	
H	7 7 6 7 7 6 7 7 6 7 7 7 7 7 7 7 7 7 7 7	
H	 general public to buy.	

.7a.	- Festendary	Introduction, fromth, decline.	

Candidate 7(b)

by the advantage of branding
b) One advantage of branding
easily reconisable meaning
likelahood or returning customers.
lixelyhood of returning customers is higher due to possible high customer satisfaction
high supremes sotions
1 0
rateo.
Another advantage of Branding is because high prices can be charged for products
lis because high prices can
he charged for products
purely because they are
purely because they are branded meaning people
purely because they are branded meeting people
think they are of higher
quality when they possibly
think they are of higher
quality when they possibly are not.
quality when they possibly are not. Another advantage of branding.
quality when they possibly are not. Another advantage of branding.
quality when they possibly are not. Another advantage of branding.
quality when they possibly are not. Another advantage of branding.
quality when they possibly are not. Another advantage of branding.

b) one advantage of branding	15
that it makes it easi	-
to release new products	1
This means that if the	
brand has good produ	C+S
and releases another pro	auct
more people will want	1+,
another advantage as bran	1
is mat it will make yo	
Product more recognise	
This means that people	
will know what the	
brand is just by the 10g	,e
which will make mone	ı
want to buy it as its a	, I
brand everyene benows,	
Another advantage ap	
branding is that so br	andad
Products are after associa	Sted

with quality. This means	
that people wru want to	
buy it more as having	
a product + nat is branded	
is seen to be more high	
quality and concury than	
unbranded items.	

рJ	one advantage of branding is it reaches	
	more people. Lots of people are likely	
	to see bill boards and TV adverts, attract	
	ung move custo mers.	
	another advantage of branding is	
	it makes the obganisation more recognisable	
	People win recognise the business from	
	the advertisement.	

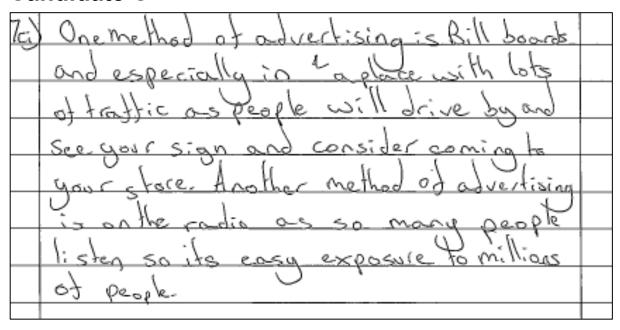
Candidate 7(c)(i)

Candidate A

	U	,		
C.	VT (i	and	DARMON BILLYDOOLDS	
	-			

Candidate B

c)i) one method of advertining is TV adver	As
another method of advertising is	Social
media.	



Candidate 7(c)(ii)

Candidate A

ii) TV will reach a large geographical audience	
whereas doctrovisosomal absorption and a saint	
Billboards are many oreas so many	
proper people possing will see.	
tob of I be to a large	

ii) TV adverts are a very good method or	
advertising on lots of people mation T	v
	4
and you are unable to skip the	

 adverts.	
 Contract to the second	
Social medici is a good method of the advent is ung on lots of youinger audiences	
use social inedia, tongething different	
markets.	

7ci)	Bill boards would be used as its easy	
	to spot and will come book to govand	
	you will be curious & and consider	
	going hadio would be used because	
	not everyone uses social media soits	
	a way of felling others.	