

# Cambridge IGCSE™

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**BUSINESS STUDIES****0450/21**

Paper 2 Case Study

**May/June 2024**

MARK SCHEME

Maximum Mark: 80

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**Published**

This mark scheme is published as an aid to teachers and candidates, to indicate the requirements of the examination. It shows the basis on which Examiners were instructed to award marks. It does not indicate the details of the discussions that took place at an Examiners' meeting before marking began, which would have considered the acceptability of alternative answers.

Mark schemes should be read in conjunction with the question paper and the Principal Examiner Report for Teachers.

Cambridge International will not enter into discussions about these mark schemes.

Cambridge International is publishing the mark schemes for the May/June 2024 series for most Cambridge IGCSE, Cambridge International A and AS Level and Cambridge Pre-U components, and some Cambridge O Level components.

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This document consists of **21** printed pages.

**Generic Marking Principles**

These general marking principles must be applied by all examiners when marking candidate answers. They should be applied alongside the specific content of the mark scheme or generic level descriptions for a question. Each question paper and mark scheme will also comply with these marking principles.

**GENERIC MARKING PRINCIPLE 1:**

Marks must be awarded in line with:

- the specific content of the mark scheme or the generic level descriptors for the question
- the specific skills defined in the mark scheme or in the generic level descriptors for the question
- the standard of response required by a candidate as exemplified by the standardisation scripts.

**GENERIC MARKING PRINCIPLE 2:**

Marks awarded are always **whole marks** (not half marks, or other fractions).

**GENERIC MARKING PRINCIPLE 3:**

Marks must be awarded **positively**:

- marks are awarded for correct/valid answers, as defined in the mark scheme. However, credit is given for valid answers which go beyond the scope of the syllabus and mark scheme, referring to your Team Leader as appropriate
- marks are awarded when candidates clearly demonstrate what they know and can do
- marks are not deducted for errors
- marks are not deducted for omissions
- answers should only be judged on the quality of spelling, punctuation and grammar when these features are specifically assessed by the question as indicated by the mark scheme. The meaning, however, should be unambiguous.

**GENERIC MARKING PRINCIPLE 4:**

Rules must be applied consistently, e.g. in situations where candidates have not followed instructions or in the application of generic level descriptors.

**GENERIC MARKING PRINCIPLE 5:**

Marks should be awarded using the full range of marks defined in the mark scheme for the question (however; the use of the full mark range may be limited according to the quality of the candidate responses seen).

**GENERIC MARKING PRINCIPLE 6:**

Marks awarded are based solely on the requirements as defined in the mark scheme. Marks should not be awarded with grade thresholds or grade descriptors in mind.

**Social Science-Specific Marking Principles  
(for point-based marking)****1 Components using point-based marking:**

- Point marking is often used to reward knowledge, understanding and application of skills. We give credit where the candidate's answer shows relevant knowledge, understanding and application of skills in answering the question. We do not give credit where the answer shows confusion.

From this it follows that we:

- a DO credit answers which are worded differently from the mark scheme if they clearly convey the same meaning (unless the mark scheme requires a specific term)
- b DO credit alternative answers/examples which are not written in the mark scheme if they are correct
- c DO credit answers where candidates give more than one correct answer in one prompt/numbered/scaffolded space where extended writing is required rather than list-type answers. For example, questions that require  $n$  reasons (e.g. State two reasons ...).
- d DO NOT credit answers simply for using a 'key term' unless that is all that is required. (Check for evidence it is understood and not used wrongly.)
- e DO NOT credit answers which are obviously self-contradicting or trying to cover all possibilities
- f DO NOT give further credit for what is effectively repetition of a correct point already credited unless the language itself is being tested. This applies equally to 'mirror statements' (i.e. polluted/not polluted).
- g DO NOT require spellings to be correct, unless this is part of the test. However spellings of syllabus terms must allow for clear and unambiguous separation from other syllabus terms with which they may be confused (e.g. Corrasion/Corrosion)

**2 Presentation of mark scheme:**

- Slashes (/) or the word 'or' separate alternative ways of making the same point.
- Semi colons (;) bullet points (•) or figures in brackets (1) separate different points.
- Content in the answer column in brackets is for examiner information/context to clarify the marking but is not required to earn the mark (except Accounting syllabuses where they indicate negative numbers).

**3 Calculation questions:**

- The mark scheme will show the steps in the most likely correct method(s), the mark for each step, the correct answer(s) and the mark for each answer
- If working/explanation is considered essential for full credit, this will be indicated in the question paper and in the mark scheme. In all other instances, the correct answer to a calculation should be given full credit, even if no supporting working is shown.
- Where the candidate uses a valid method which is not covered by the mark scheme, award equivalent marks for reaching equivalent stages.
- Where an answer makes use of a candidate's own incorrect figure from previous working, the 'own figure rule' applies: full marks will be given if a correct and complete method is used. Further guidance will be included in the mark scheme where necessary and any exceptions to this general principle will be noted.

**4 Annotation:**

- For point marking, ticks can be used to indicate correct answers and crosses can be used to indicate wrong answers. There is no direct relationship between ticks and marks. Ticks have no defined meaning for levels of response marking.
- For levels of response marking, the level awarded should be annotated on the script.
- Other annotations will be used by examiners as agreed during standardisation, and the meaning will be understood by all examiners who marked that paper.

**0450/7115/0086 Business Studies – Paper 2 Annotations**

<b>Annotation</b>	<b>Description</b>	<b>Use</b>
<b>Tick</b>	Tick	Indicates a point which is relevant and rewardable (used in part (a) questions).
<b>Cross</b>	Cross	Indicates a point which is inaccurate/irrelevant and not rewardable.
<b>BOD</b>	Benefit of doubt	Used when the benefit of the doubt is given in order to reward a response.
<b>TV</b>	Too vague	Used when parts of the answer are considered to be too vague.
<b>REP</b>	Repetition	Indicates where content has been repeated.
<b>NAQ</b>	Not answered question	Used when the answer or parts of the answer are not answering the question asked.
<b>APP</b>	Application	Indicates appropriate reference to the information in the context.
<b>OFR</b>	Own figure rule	If a mistake is made in a calculation, and the incorrect figure that results from the mistake is used for subsequent calculations.
<b>SEEN</b>	Noted but no credit given	Indicates that content has been recognised but not rewarded.
<b>L1</b>	Level 1	Used in part (b) questions to indicate where a response includes limited knowledge and understanding.
<b>L2</b>	Level 2	Used in part (b) questions to indicate where a response has a more detailed discussion and contains some evidence of justification.
<b>L3</b>	Level 3	Used in part (b) questions to indicate where a response includes a well-justified recommendation.

Question	Answer	Marks
1(a)	<p><b>Explain <u>two</u> drawbacks for EP of having a tall organisational structure.</b></p> <p>Award 1 mark for each drawback (max 2).</p> <p>Award a maximum of 3 additional marks for <b>each</b> explanation of the drawback of having a tall organisational structure – <b>one of which must be applied to this context.</b></p> <p>Relevant drawbacks might include:</p> <ul style="list-style-type: none"> <li>• Communication is slower – as a long chain of command – takes longer for messages to pass from senior managers to lowest level employees</li> <li>• Misunderstandings may occur – as more people for messages to be passed through – more chance of errors being passed on</li> <li>• Senior managers are more remote from lower levels in the hierarchy – these managers are less aware of the views of employees – more likely for employees to feel demotivated</li> <li>• Decision making can be slower/weaker – as more levels to discuss issues and pass on decisions – react to customer changes more slowly</li> <li>• May have a narrow span of control – which may reduce the opportunities for delegation – employees feel less trusted with more direct control</li> <li>• Increasing managerial/supervisor costs – as likely to need more managers as there are more levels in the hierarchy</li> </ul> <p>For example: Communication is slower (1) as more employees for messages to be passed through (1) giving more chance of errors in the messages (1) about the production of pottery (app).</p> <p><b>Application</b> could include: pottery; cups; plates; bowls; trading for 40 years; new Marketing Manager; Managing Director; 84 employees; 6 levels; external recruitment/recruitment from outside the business; high-quality products; want to increase efficiency; private limited company; information from Appendix 2.</p>	8

Question	Answer	Marks															
1(b)	<p data-bbox="304 248 1310 315"><b>Consider the following <u>two</u> ways EP could use to increase added value. Which way should EP use? Justify your answer.</b></p> <ul data-bbox="304 349 762 416" style="list-style-type: none"> <li>• <b>Increasing prices</b></li> <li>• <b>Reducing raw material costs</b></li> </ul> <table border="1" data-bbox="304 454 1270 1854"> <thead> <tr> <th data-bbox="304 454 413 519">Level</th> <th data-bbox="413 454 1158 519">Description</th> <th data-bbox="1158 454 1270 519">Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="304 519 413 954">3</td> <td data-bbox="413 519 1158 954"> <p data-bbox="426 537 1134 636">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="426 669 871 701">Detailed discussion of <b>both</b> ways.</p> <p data-bbox="426 734 831 766">Well-justified recommendation.</p> <p data-bbox="426 799 1118 936">Candidates discussing both ways in detail, in context and with a well-justified recommendation including why the alternative way was rejected should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1158 519 1270 954">9–12</td> </tr> <tr> <td data-bbox="304 954 413 1388">2</td> <td data-bbox="413 954 1158 1388"> <p data-bbox="426 972 1134 1070">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="426 1104 948 1135">Detailed discussion of at least <b>one</b> way.</p> <p data-bbox="426 1169 1126 1236">Judgement with some justification/some evaluation of choice made.</p> <p data-bbox="426 1270 1139 1368">Candidates discussing at least one way in detail and applying it to the case should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1158 954 1270 1388">5–8</td> </tr> <tr> <td data-bbox="304 1388 413 1792">1</td> <td data-bbox="413 1388 1158 1792"> <p data-bbox="426 1406 1142 1473">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="426 1507 1034 1574">Limited ability to discuss the ways with little/no explanation.</p> <p data-bbox="426 1608 1066 1675">Simple judgement with limited justification/limited evaluation of choice made.</p> <p data-bbox="426 1709 1107 1776">Candidates outlining both ways in context should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1158 1388 1270 1792">1–4</td> </tr> <tr> <td data-bbox="304 1792 413 1854">0</td> <td data-bbox="413 1792 1158 1854">No creditable response.</td> <td data-bbox="1158 1792 1270 1854">0</td> </tr> </tbody> </table>	Level	Description	Marks	3	<p data-bbox="426 537 1134 636">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="426 669 871 701">Detailed discussion of <b>both</b> ways.</p> <p data-bbox="426 734 831 766">Well-justified recommendation.</p> <p data-bbox="426 799 1118 936">Candidates discussing both ways in detail, in context and with a well-justified recommendation including why the alternative way was rejected should be rewarded with the top marks in the band.</p>	9–12	2	<p data-bbox="426 972 1134 1070">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="426 1104 948 1135">Detailed discussion of at least <b>one</b> way.</p> <p data-bbox="426 1169 1126 1236">Judgement with some justification/some evaluation of choice made.</p> <p data-bbox="426 1270 1139 1368">Candidates discussing at least one way in detail and applying it to the case should be rewarded with the top marks in the band.</p>	5–8	1	<p data-bbox="426 1406 1142 1473">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="426 1507 1034 1574">Limited ability to discuss the ways with little/no explanation.</p> <p data-bbox="426 1608 1066 1675">Simple judgement with limited justification/limited evaluation of choice made.</p> <p data-bbox="426 1709 1107 1776">Candidates outlining both ways in context should be rewarded with the top marks in the band.</p>	1–4	0	No creditable response.	0	12
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Question	Answer	Marks
2(a)	<p><b>Explain <u>two</u> advantages and <u>two</u> disadvantages of using external recruitment to find EP's new manager.</b></p> <p>Award 1 mark for each relevant advantage/disadvantage (max 2 advantages and max 2 disadvantages).</p> <p>Award 1 additional mark for <b>each</b> explanation of the advantage or disadvantage <b>in context</b>.</p> <p>Relevant advantages might include:</p> <ul style="list-style-type: none"> <li>• There will be new ideas in the business – which may make the business more competitive with other pottery manufacturers</li> <li>• There may be no rivalry between the new manager and existing employees – there will not be jealousy amongst the 7 marketing employees who did not get the promotion</li> <li>• The quality of the candidates may be high/more experienced/more skilled</li> <li>• Wider choice of applicants to choose from</li> <li>• There will be no new vacancy to replace the internal applicant</li> </ul> <p>Relevant disadvantages might include:</p> <ul style="list-style-type: none"> <li>• Recruitment may take longer – as advertisements are needed which may take time to be read and respond to applicants/interviewing applicants for the job of Marketing Manager</li> <li>• The person is not known to the business – risk of employing someone who does not have the skills and expertise required to understand the production of products such as cups and bowls</li> <li>• May be more expensive than internal recruitment</li> <li>• May be less effective for a time after first being employed – as the new person will take time to understand the tall organisational structure of EP</li> <li>• It may be demotivating for existing employees as not able to be promoted</li> </ul> <p>For example: There may be a wider choice of applicants (1) who have more experience in the production of pottery products (app).</p> <p><b>Application</b> could include: pottery; cups; plates; bowls; high-quality products; private limited company; trading for 40 years; new Marketing Manager; Managing Director; want sales to increase; plastic or bamboo products; information from Appendix 2.</p>	8

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2(b)	<p data-bbox="304 248 1318 349"><b>Consider the following <u>three</u> ways EP could use to increase the sales of its products. Which would be the best way for EP to use? Justify your answer.</b></p> <ul data-bbox="304 387 999 488" style="list-style-type: none"> <li>• <b>Advertising using social media</b></li> <li>• <b>Emailing special offers to existing customers</b></li> <li>• <b>Setting up a website</b></li> </ul> <table border="1" data-bbox="304 521 1294 1921"> <thead> <tr> <th data-bbox="304 521 421 584">Level</th> <th data-bbox="421 521 1179 584">Description</th> <th data-bbox="1179 521 1294 584">Mark</th> </tr> </thead> <tbody> <tr> <td data-bbox="304 584 421 1021">3</td> <td data-bbox="421 584 1179 1021"> <p data-bbox="434 607 1142 707">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 741 975 775">Detailed discussion of <b>two</b> or more ways.</p> <p data-bbox="434 808 839 842">Well-justified recommendation.</p> <p data-bbox="434 875 1142 1010">Candidates discussing the three ways in detail, in context and with a well-justified recommendation, including why the alternative ways were rejected, should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1179 584 1294 1021">9–12</td> </tr> <tr> <td data-bbox="304 1021 421 1458">2</td> <td data-bbox="421 1021 1179 1458"> <p data-bbox="434 1043 1142 1144">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 1178 959 1211">Detailed discussion of at least <b>one</b> way.</p> <p data-bbox="434 1245 1134 1312">Judgement with some justification/some evaluation of choice made.</p> <p data-bbox="434 1346 1150 1447">Candidates discussing two or more ways in detail and applying them to the case should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1179 1021 1294 1458">5–8</td> </tr> <tr> <td data-bbox="304 1458 421 1861">1</td> <td data-bbox="421 1458 1179 1861"> <p data-bbox="434 1480 1150 1547">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="434 1581 1038 1648">Limited ability to discuss the ways with little/no explanation.</p> <p data-bbox="434 1682 1070 1749">Simple judgement with limited justification/limited evaluation of choice made.</p> <p data-bbox="434 1783 1134 1850">Candidates outlining the three ways in context should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1179 1458 1294 1861">1–4</td> </tr> <tr> <td data-bbox="304 1861 421 1921">0</td> <td data-bbox="421 1861 1179 1921">No Creditable Response</td> <td data-bbox="1179 1861 1294 1921">0</td> </tr> </tbody> </table>	Level	Description	Mark	3	<p data-bbox="434 607 1142 707">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 741 975 775">Detailed discussion of <b>two</b> or more ways.</p> <p data-bbox="434 808 839 842">Well-justified recommendation.</p> <p data-bbox="434 875 1142 1010">Candidates discussing the three ways in detail, in context and with a well-justified recommendation, including why the alternative ways were rejected, should be rewarded with the top marks in the band.</p>	9–12	2	<p data-bbox="434 1043 1142 1144">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 1178 959 1211">Detailed discussion of at least <b>one</b> way.</p> <p data-bbox="434 1245 1134 1312">Judgement with some justification/some evaluation of choice made.</p> <p data-bbox="434 1346 1150 1447">Candidates discussing two or more ways in detail and applying them to the case should be rewarded with the top marks in the band.</p>	5–8	1	<p data-bbox="434 1480 1150 1547">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="434 1581 1038 1648">Limited ability to discuss the ways with little/no explanation.</p> <p data-bbox="434 1682 1070 1749">Simple judgement with limited justification/limited evaluation of choice made.</p> <p data-bbox="434 1783 1134 1850">Candidates outlining the three ways in context should be rewarded with the top marks in the band.</p>	1–4	0	No Creditable Response	0	12
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	Emailing special offers to existing customers								

Question	Answer		Marks	
2(b)	<p>Setting up a website</p>	<ul style="list-style-type: none"> <li>• Makes information about EP's <b>pottery</b> more accessible to potential customers searching for its products – makes them more likely to purchase a set of <b>dinner plates</b></li> <li>• Have complete control over the way its <b>pottery</b> is shown in the adverts</li> <li>• Prices can be quickly updated</li> <li>• Can include interactive adverts/videos, which are more attractive to customers</li> <li>• Website can be used for online ordering – more accessible for customers living further away from retailers</li> </ul>	<ul style="list-style-type: none"> <li>• Increased costs of paying for a specialist to set up the website/ improvements</li> <li>• Cost of postage and packaging</li> <li>• On-going costs of maintenance of the website, e.g. updating prices of <b>plates</b></li> <li>• Search engines may not bring up EP's products on the first page of a search unless EP pays for this which can be expensive</li> <li>• Relies on people finding the website/may be relatively unknown</li> </ul>	
	<p>Recommendation</p>	<p>Justification might include:</p> <ul style="list-style-type: none"> <li>• Social media is the best way to choose as the advert for <b>pottery</b> is more likely to be seen than on a website, which has to be searched for and social media will appear immediately. Viral marketing means that people using social media can more quickly spread information than the website and emails to existing people about EP's products and may not increase sales as these customers already have EP pottery.</li> <li>• Using emails is the best way to choose as an email is less likely to be ignored and targets people who have already been a customer and therefore may be more likely to read the email and purchase additional products to match their existing <b>pottery plates</b>.</li> <li>• Setting up a website is the best way to choose as it can include a lot of information about EP's <b>high-quality products</b> which the other two alternatives do not. It can include interactive sections that may be attractive to potential customers and therefore increase sales.</li> </ul>		

Question	Answer	Marks
3(a)	<p><b>Explain <u>four</u> reasons why consumer spending patterns for a product might change.</b></p> <p>Award 1 mark for each reason why consumer spending patterns may have changed (max 4).</p> <p>Award a maximum of one additional mark for <b>each</b> explanation of the reason.</p> <p>There are no application marks for this question.</p> <p>Relevant reasons might include:</p> <ul style="list-style-type: none"> <li>• Changes in consumer tastes and fashions – increased/decreased demand for the products</li> <li>• Products no longer meet customer needs – choose to buy alternative products instead</li> <li>• Changes in incomes – now/no longer able to afford better quality products</li> <li>• The price of a product changes – higher prices usually lead to lower sales</li> <li>• Changes in the prices of competitors' products – if competitors' products are cheaper then customers will buy from them instead</li> <li>• Spending on advertising and promotional activities – if effective then is likely to result in sales increasing for the successfully advertised product</li> <li>• Changes in the population/age structure of the population – an increase in the number of older people in the population will increase demand for products that are popular with them</li> <li>• New technology means new products become available – this will increase demand for these products/demand for old technology products decreases</li> </ul> <p>For example – There are changes in consumer tastes and fashions (1) so if a product becomes less fashionable then demand for these products will decrease (1).</p>	8

Question	Answer	Marks															
3(b)	<p><b>Consider the following <u>two</u> ways EP could increase efficiency in its factory. Which would be the best way for EP to use? Justify your answer.</b></p> <ul style="list-style-type: none"> <li>• <b>Improving labour skills</b></li> <li>• <b>Introducing more automation and technology</b></li> </ul> <table border="1" data-bbox="304 488 1278 1883"> <thead> <tr> <th data-bbox="304 488 421 553">Level</th> <th data-bbox="421 488 1163 553">Description</th> <th data-bbox="1163 488 1278 553">Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="304 553 421 987">3</td> <td data-bbox="421 553 1163 987"> <p>Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p>Detailed discussion of <b>both</b> ways.</p> <p>Well-justified recommendation.</p> <p>Candidates discussing both ways in detail, in context and with a well-justified recommendation, including why the alternative way was rejected, should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1163 553 1278 987">9–12</td> </tr> <tr> <td data-bbox="304 987 421 1422">2</td> <td data-bbox="421 987 1163 1422"> <p>Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p>Detailed discussion of at least <b>one</b> way.</p> <p>Judgement with some justification/some evaluation of choices made.</p> <p>Candidates discussing at least one way in detail and applying it to the case should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1163 987 1278 1422">5–8</td> </tr> <tr> <td data-bbox="304 1422 421 1823">1</td> <td data-bbox="421 1422 1163 1823"> <p>Limited application of knowledge and understanding of relevant business concepts.</p> <p>Limited ability to discuss the ways with little/no explanation.</p> <p>Simple judgement with limited justification/limited evaluation of choices made.</p> <p>Candidates outlining both ways in context should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1163 1422 1278 1823">1–4</td> </tr> <tr> <td data-bbox="304 1823 421 1883">0</td> <td data-bbox="421 1823 1163 1883">No creditable response.</td> <td data-bbox="1163 1823 1278 1883">0</td> </tr> </tbody> </table>	Level	Description	Marks	3	<p>Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p>Detailed discussion of <b>both</b> ways.</p> <p>Well-justified recommendation.</p> <p>Candidates discussing both ways in detail, in context and with a well-justified recommendation, including why the alternative way was rejected, should be rewarded with the top marks in the band.</p>	9–12	2	<p>Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p>Detailed discussion of at least <b>one</b> way.</p> <p>Judgement with some justification/some evaluation of choices made.</p> <p>Candidates discussing at least one way in detail and applying it to the case should be rewarded with the top marks in the band.</p>	5–8	1	<p>Limited application of knowledge and understanding of relevant business concepts.</p> <p>Limited ability to discuss the ways with little/no explanation.</p> <p>Simple judgement with limited justification/limited evaluation of choices made.</p> <p>Candidates outlining both ways in context should be rewarded with the top marks in the band.</p>	1–4	0	No creditable response.	0	12
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3(b)	Relevant points might include:			
		<p style="text-align: center;"><b>Advantages</b></p> <ul style="list-style-type: none"> <li>• Increases motivation of the <b>50 production</b> employees – made to feel more valued as training given to them – investment in the employees</li> <li>• May enable employees to work more quickly – output of <b>pottery</b> is produced in a shorter time</li> <li>• Output per worker increases – increases productivity – fewer inputs for a given output</li> <li>• Employees may become more flexible – could cover for absent colleagues – keeps the factory running smoothly/fewer interruptions in output</li> <li>• Increases skills of employees which decreases waste/ leads to fewer mistakes</li> </ul>	<p style="text-align: center;"><b>Disadvantages</b></p> <ul style="list-style-type: none"> <li>• Increases costs from training the <b>50 production employees</b> – in the short-term may reduce profitability – if increase in costs is greater than increase in revenue when the employees are being trained</li> <li>• Output of <b>cups</b> may be reduced whilst employees are being trained – depends on whether it is off-the-job or on-the-job training</li> <li>• Skilled employees may be tempted to leave and work for a competitor that makes <b>high-quality products</b> – then costs of training wasted – it takes time to recruit new employees reducing efficiency</li> </ul>	

Question	Answer			Marks
3(b)	Introducing more automation and technology	<p><b>Advantages</b></p> <ul style="list-style-type: none"> <li>• May require fewer full-time employees on the production line – reduces wage costs</li> <li>• Output can be produced more quickly – reduces unit costs – may allow prices to be reduced – price of <b>pottery products</b> may be more competitive – increasing sales</li> <li>• Changes in <b>pottery</b> design may be made more quickly – quicker to react to changes in customer preferences</li> </ul>	<p><b>Disadvantages</b></p> <ul style="list-style-type: none"> <li>• May result in redundancy payments – increases costs in the short-term – legal requirements for redundancy payments may be high</li> <li>• Cost of purchasing equipment and maintenance costs of the technology may be high – increases total costs of making <b>pottery products</b>/may need to be updated – increases costs</li> <li>• Increased training costs if employees need training how to use the equipment/may need to employ new skilled workers to operate the equipment – increased recruitment costs</li> <li>• Could lead to a demotivated workforce - fear of change to job roles</li> </ul>	



Question	Answer		Marks
3(b)	Recommendation	Justification might include: <ul style="list-style-type: none"> <li>• Improving labour skills is the best way to increase efficiency at EP's factory. The <b>50 production employees</b> will learn more skills which will enable them to produce more output per worker than previously. This will motivate the employees to work harder and produce more output. Automation is very expensive and unless sales increase EP may find it difficult to raise sufficient funds for the investment.</li> <li>• Introducing automation and technology in the factory to make <b>pottery products such as plates</b> is the best way to increase efficiency. Technology will mean fewer production workers will be needed so saving on wage costs and greatly increasing output for each remaining employee in the factory.</li> </ul>	

Question	Answer	Marks
4(a)	<p><b>Explain <u>two</u> factors EP should consider when choosing a source of finance.</b></p> <p>Award 1 mark for each factor (max 2).</p> <p>Award a maximum of 3 additional marks for <b>each</b> explanation of a factor that affects which source of finance to choose – <b>one of which must be applied to this context.</b></p> <p>Relevant answers might include:</p> <ul style="list-style-type: none"> <li>• Legal form of business – EP is a private limited company so share issue is an option – and new shares can be sold to raise finance</li> <li>• Amount required – if the finance is required to improve cash flow then it may not be a very large amount – and it is likely sources such as an overdraft will provide sufficient funds</li> <li>• Length of time to repay – if the finance is required for a short length of time then trade credit might be suitable – as this is repaid to the supplier within 30/60 days – if needed for long period of time then other sources may be more suitable</li> <li>• Existing loans – if the business already has several loans, then this may not be an option – due to the already high expense of interest payments on the loans</li> <li>• Control of the business – the original owners may not want to lose control and therefore may not choose to sell more shares – so the control and ownership of the business remains with the original owners</li> <li>• Purpose for using the finance</li> <li>• Size of business</li> <li>• The interest cost involved with some sources of finance – which will increase costs and lower profit margins</li> </ul> <p>For example: The purpose for using the finance. (1) If the finance is required for ways to improve efficiency at EP (app) then a source such as a bank loan could be chosen (1) as this finance can be used to increase efficiency and then repaid over a longer period of time as unit costs are reduced and profitability increases (1).</p> <p><b>Application</b> could include: pottery; cups; plates; bowls; trading for 40 years; private limited company; high-quality products; want sales to increase; plastic or bamboo products; wants to increase efficiency; improving labour skills; more automation and technology; information from Appendix 2.</p>	8

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4(b)	<p data-bbox="304 248 1262 349"><b>Using Appendix 3 and other information, consider the following <u>two</u> products EP makes. Which product should EP stop making? Justify your answer.</b></p> <ul data-bbox="304 387 507 454" style="list-style-type: none"> <li>• <b>Product A</b></li> <li>• <b>Product B</b></li> </ul> <table border="1" data-bbox="304 488 1283 1921"> <thead> <tr> <th data-bbox="304 488 421 553">Level</th> <th data-bbox="421 488 1166 553">Description</th> <th data-bbox="1166 488 1283 553">Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="304 553 421 1021">3</td> <td data-bbox="421 553 1166 1021"> <p data-bbox="434 568 1142 672">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 703 925 736">Detailed discussion of <b>both</b> products.</p> <p data-bbox="434 770 839 804">Well-justified recommendation.</p> <p data-bbox="434 837 1129 1005">Candidates discussing both products in detail, in context and with a well-justified recommendation of which product to stop making, including why the alternative product was rejected, should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1166 553 1283 1021">9–12</td> </tr> <tr> <td data-bbox="304 1021 421 1453">2</td> <td data-bbox="421 1021 1166 1453"> <p data-bbox="434 1037 1142 1140">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 1171 1002 1205">Detailed discussion of at least <b>one</b> product.</p> <p data-bbox="434 1238 1134 1305">Judgement with some justification/some evaluation of choices made.</p> <p data-bbox="434 1339 1107 1442">Candidates discussing at least one product in detail and applying it to the case should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1166 1021 1283 1453">5–8</td> </tr> <tr> <td data-bbox="304 1453 421 1856">1</td> <td data-bbox="421 1453 1166 1856"> <p data-bbox="434 1469 1150 1536">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="434 1570 1086 1637">Limited ability to discuss the products with little/no explanation.</p> <p data-bbox="434 1671 1074 1738">Simple judgement with limited justification/limited evaluation of choices made.</p> <p data-bbox="434 1771 1118 1839">Candidates outlining both products in context should be rewarded with the top marks in the band.</p> </td> <td data-bbox="1166 1453 1283 1856">1–4</td> </tr> <tr> <td data-bbox="304 1856 421 1921">0</td> <td data-bbox="421 1856 1166 1921">No creditable response.</td> <td data-bbox="1166 1856 1283 1921">0</td> </tr> </tbody> </table>	Level	Description	Marks	3	<p data-bbox="434 568 1142 672">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 703 925 736">Detailed discussion of <b>both</b> products.</p> <p data-bbox="434 770 839 804">Well-justified recommendation.</p> <p data-bbox="434 837 1129 1005">Candidates discussing both products in detail, in context and with a well-justified recommendation of which product to stop making, including why the alternative product was rejected, should be rewarded with the top marks in the band.</p>	9–12	2	<p data-bbox="434 1037 1142 1140">Sound application of knowledge and understanding of relevant business concepts using appropriate terminology.</p> <p data-bbox="434 1171 1002 1205">Detailed discussion of at least <b>one</b> product.</p> <p data-bbox="434 1238 1134 1305">Judgement with some justification/some evaluation of choices made.</p> <p data-bbox="434 1339 1107 1442">Candidates discussing at least one product in detail and applying it to the case should be rewarded with the top marks in the band.</p>	5–8	1	<p data-bbox="434 1469 1150 1536">Limited application of knowledge and understanding of relevant business concepts.</p> <p data-bbox="434 1570 1086 1637">Limited ability to discuss the products with little/no explanation.</p> <p data-bbox="434 1671 1074 1738">Simple judgement with limited justification/limited evaluation of choices made.</p> <p data-bbox="434 1771 1118 1839">Candidates outlining both products in context should be rewarded with the top marks in the band.</p>	1–4	0	No creditable response.	0	12
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		<p style="text-align: center;"><b>Advantages</b></p> <ul style="list-style-type: none"> <li>• Sales in volume terms are much higher than Product B</li> <li>• Total cost is lower than for Product B by \$210 000</li> <li>• PM is higher at 30%</li> <li>• Profit is higher at <b>\$60 000</b> but from a lower number of sales so the profit margin must be higher</li> <li>• Demand is increasing by <b>10% each year</b> so future sales are likely to be higher – may become even more profitable in the future as revenue is likely to increase and total cost stays the same</li> </ul>	<p style="text-align: center;"><b>Disadvantages</b></p> <ul style="list-style-type: none"> <li>• Price is lower by \$30 per product at <b>\$40 per unit</b></li> <li>• GPM is lower by 12.5%</li> <li>• Sales are increasing at the lower rate of <b>10% per year</b> than for Product B – so revenue is not likely to increase as much as for Product B</li> </ul>	
	Product B	<ul style="list-style-type: none"> <li>• GPM is higher at <b>62.5%</b></li> <li>• Price per unit is higher at <b>\$40 per unit</b> – leading to higher revenue</li> <li>• Revenue is higher at \$400 000</li> <li>• Demand is increasing at double the rate of Product A each year – so sales are likely to increase to 12 000 units leading to higher revenue of \$480 000 in the future</li> </ul>	<ul style="list-style-type: none"> <li>• PM is lower at 12.5%</li> <li>• Sales are lower at <b>10 000 units per year</b></li> <li>• Profit in 2023 is lower by \$10 000</li> </ul>	

Question	Answer		Marks
4(b)	Recommendation	Justification might include: <ul style="list-style-type: none"><li>• EP should stop producing Product A because demand is growing at only 10% per year whereas demand for Product B is growing at 20% so will increase revenue at a faster rate hence profit should overtake the <b>\$60 000 profit</b> made from Product A.</li><li>• EP should stop producing Product B because the total cost is much higher at \$350 000, and the Managing Director wants to keep costs low. Product B also makes a lower profit of <b>\$50 000</b> in 2023.</li></ul>	