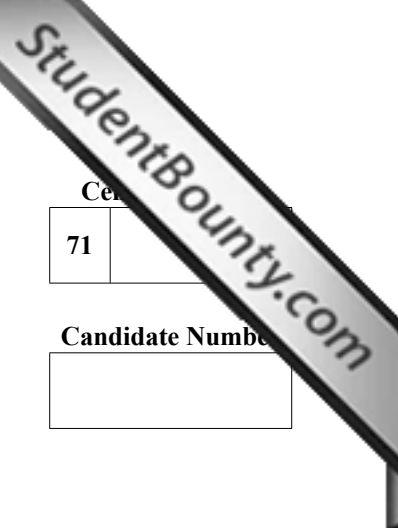




Rewarding Learning

General Certificate of Secondary Education

2010



Centre Number	
71	
Candidate Number	

Business Studies

Paper 2
Foundation Tier

[G1202]

TUESDAY 15 JUNE, MORNING



G1202

TIME

2 hours.

INSTRUCTIONS TO CANDIDATES

Write your Centre Number and Candidate Number in the spaces provided at the top of this page.

Write your answers in the spaces provided in this question paper.

There should be enough space for your answers. If you do require more space, you may complete your answers on the extra lined pages at the back of this booklet.

Answer **all four** questions.

INFORMATION FOR CANDIDATES

The total mark for this paper is 105, including a maximum of 5 marks for quality of written communication.

Figures in brackets printed down the right-hand side of pages indicate the marks awarded to each question or part question.

For Examiner's use only	
Question Number	Marks
1	
2	
3	
4	
QWC	
Total Marks	

1

<p>“Lotions and Potions” is a chemist shop in Newry. Michael and Donna work there as fully-qualified pharmacists while Mary, Ella and Molly assist on the shop counters.</p>
--

Examiner Only	
Marks	Remark

(a) Molly works flexitime in Lotions and Potions. Explain the term “flexitime”.

[2]

(b) Describe **one** advantage to Molly of flexitime.

[2]

(c) Give details of **one** disadvantage of flexitime for the employer in Lotions and Potions.

[2]

- (d) At the end of the year, the owner of Lotions and Potions gives all members of staff an extra payment as a reward for good service during the year. Tick the box which shows the name given to this extra income. Tick only **one** box.

Commission	
Bonus	
Fringe Benefits	

[1]

- (e) Identify **three** qualities or skills required by the shop assistants in Lotions and Potions.

1. _____
2. _____
3. _____ [3]

- (f) Michael and Donna are sent regularly on training courses. Name the type of training being used in this case, and explain **two** reasons why it is appropriate for them.

Type of training _____

Reason 1 _____

Reason 2 _____

_____ [5]

Examiner Only

Marks Remark

(g) Describe **one** factor which might affect Mary's job satisfaction.

[2]

(h) The owner of Lotions and Potions is aware of legal controls which prevent discrimination at work. Explain **two** provisions of the Disability Discrimination Act.

1. _____

2. _____

[4]

Examiner Only	
Marks	Remark

(i) Identify **two** stakeholders in Lotions and Potions **other than the employees and the owner**. State briefly what each of their interests might be in this business.

1. _____

2. _____

_____ [4]

Examiner Only

Marks

Remark

2

Adam owns and manages a small- to medium-sized business (SME) in Ballymena. His business, which is called The Mada Co Ltd, retails and fits carpets throughout Ireland.

(a) Complete the following sentences about The Mada Co Ltd:

Its form of business ownership is _____ [1]

The minimum number of owners it can have is _____ [1]

Its type of liability is _____ [1]

(b) How many employees are likely to be employed in a SME?

_____ [1]

(c) SMEs are very important in the economy of Northern Ireland. Explain **two** reasons why this is so.

1. _____

2. _____

_____ [4]

Examiner Only

Marks Remark

(d) The Mada Co Ltd is situated close to the Local Council offices. The two organisations have very different aims. Explain **two** differences in their aims.

1. _____

2. _____

_____ [4]

(e) Give details of how any **two** of the aims of The Mada Co Ltd could be in conflict with each other.

1. _____

2. _____

_____ [4]

Examiner Only

Marks **Remark**

Marks	Remark

- (f) The Mada Co Ltd sells carpets throughout Ireland. Advise Adam of the most suitable method of transport to use for delivery of the goods, explaining two reasons for your choice.

Most suitable method of transport:

Reason 1 _____

Reason 2 _____

[5]

- (g) The Mada Co Ltd has a large stock of one particular carpet which it is finding difficult to sell. Describe **two** strategies you would use to improve sales of this carpet.

1. _____

2. _____

[4]

Examiner Only

Marks Remark

3

The Safety-Net Insurance Company has its main office in Portadown.

(a) The Safety-Net Insurance Company is in tertiary production. Explain “tertiary production”.

Four horizontal lines for writing an answer. [2]

(b) Give details of **one** trend in Northern Ireland which has affected tertiary production.

Four horizontal lines for writing an answer. [2]

(c) Name **two other** types of business in tertiary production.

1. _____
2. _____ [2]

Examiner Only	
Marks	Remark

[Turn over

(d) The Safety-Net Insurance Company is hoping to attain a recognised quality standard. Explain **two** likely benefits to the company of attaining a quality standard.

1. _____

2. _____

_____ [4]

(e) Explain **one** likely benefit to the company's customers if The Safety-Net Insurance Company attains a quality standard.

_____ [2]

Examiner Only	
Marks	Remark

(h) Describe **three** responsibilities which the **employers** in the Safety-Net Insurance Company have for safety in its offices.

1. _____

2. _____

3. _____

_____ [6]

Examiner Only	
Marks	Remark

Brian Barlow has a small jewellery shop – Sparklers – in Dungannon. He makes some of the jewellery he sells. He does not own the premises.

Examiner Only	
Marks	Remark

(a) Brian would like to obtain additional capital for his business using external sources. Advise Brian of **two** suitable external sources for Sparklers.

1. _____

2. _____

[4]

(b) Give details of **two** possible reasons why Brian wishes to put additional capital into Sparklers.

1. _____

2. _____

[4]

- (c) In the box below you are required to name **two** fixed and **two** variable costs which are likely to occur in Sparklers.

Fixed Costs	Variable Costs
1.	1.
2.	2.

[4]

- (d) The Trading and Profit and Loss Account of Sparklers is shown below. Complete the **three** missing figures.

**Trading and Profit and Loss Account of Sparklers
for the year ended 31 December 2009**

	£	£
Sales		29,000
Less:		
Opening Stock	<input type="text"/>	
Add Purchases	<u>7960</u>	
	11000	
Less Closing Stock	<u>1400</u>	
Cost of Goods Sold		<input type="text"/>
Gross Profit		19400
Less Expenses		12400
Net Profit		<input type="text"/>

[3]

- (e) Using the above figures and the box below, show the formula you would use to calculate the Stock Turnover Rate for Sparklers for the year and work the calculation.

[4]

Examiner Only	
Marks	Remark

(f) Give details of **two** pieces of information the above calculation gives you about Sparklers.

1. _____

2. _____

_____ [4]

(g) Explain **one** reason why it is important for Brian to maintain an adequate cash flow in Sparklers.

_____ [2]

Examiner Only

Marks Remark

Quality of written communication

Extra page if required

Examiner Only	
Marks	Remark

Extra page if required

Examiner Only

Marks	Remark
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THIS IS THE END OF THE QUESTION PAPER
