

Centre Number	Candidate Number	Name
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UNIVERSITY OF CAMBRIDGE INTERNATIONAL EXAMINATIONS  
International General Certificate of Secondary Education

**BUSINESS STUDIES**

**0450/01**

Paper 1

May/June 2004

**1 hour 45 minutes**

Candidates answer on the Question Paper.  
No Additional Materials are required.

**READ THESE INSTRUCTIONS FIRST**

Write your Centre number, candidate number and name on all the work you hand in.  
Write in dark blue or black pen in the spaces provided on the Question Paper.  
Do not use staples, paper clips, highlighters, glue or correction fluid.

Answer **all** questions.

At the end of the examination, fasten all your work securely together.

The number of marks is given in brackets [ ] at the end of each question or part question.

The businesses described in this question paper are entirely fictitious.

If you have been given a label, look at the details. If any details are incorrect or missing, please fill in your correct details in the space given at the top of this page.

Stick your personal label here, if provided.

For Examiner's Use	
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<b>TOTAL</b>	

- 1 Classic Computers manufactures computers. Some of its products are in the maturity stage of their product life cycle. The market for computers is very competitive. The managers know that sales depend on the right marketing mix decisions. The Marketing Manager believes that the demand for computers is price elastic. Table 1 gives some data about Classic Computers.

**Table 1**

Classic Computers Sales Data 2003

Sales volume (units)	500
Sales revenue (\$)	400 000

The total market value of computer sales in 2003 was \$2 million.

- (a) Calculate for Classic Computers:

- (i) the unit selling price,

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- (ii) its market share.

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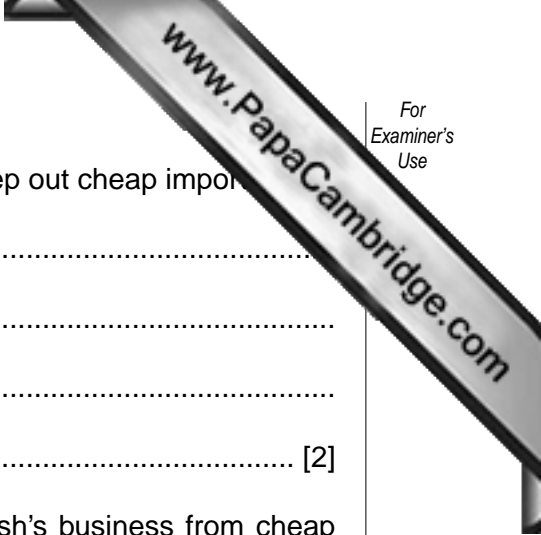
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- (b) (i) Draw and label the stages of a product life cycle.







(b) (i) Why does Anesh believe that the government should keep out cheap imports?

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(ii) Explain **one** method that could be used to protect Anesh's business from cheap imports.

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(c) Why might a rise in interest rates affect the profits of Anesh's business?

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- 3 Titaya Fabrics is a sole trader business that manufactures a range of clothing. It sells to retail shops. Sabina, the owner, is looking at the accounts of the business. A summary of these is given in Table 2.

**Table 2**

Profit/Loss Account (\$000's)  
Titaya Fabrics for year ending 31 December 2003

Sales	120
Cost of Sales	70
Gross Profit	?
Overheads	40
Net Profit	10

**(a)** Calculate:

**(i)** gross profit,

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**(ii)** net profit margin.

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**(b)** Explain why profits matter to a business such as Titaya Fabrics.

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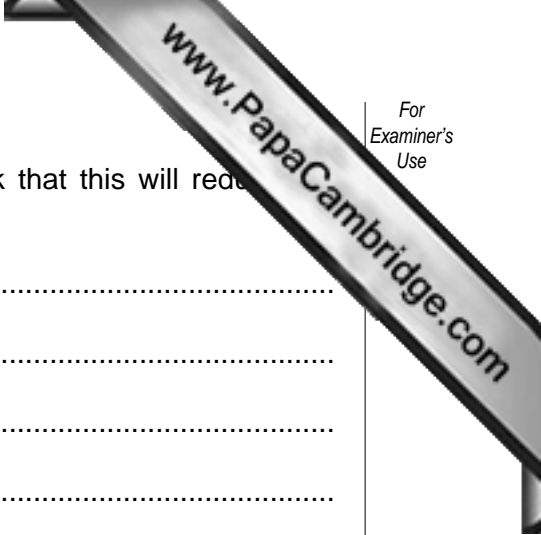
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(c) Manfred is planning to increase staff salaries. Do you think that this will reduce the problem of staff leaving? Explain your answer.

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(d) When Manfred recruits new staff they are given induction training.

(i) What is meant by induction training?

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(ii) How useful is induction training to businesses?

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5 Balltop plc is an engineering company based in England. It manufactures a range of industrial products. The U.S.A. is its main market. It has been reported in newspapers that the company dumps its industrial waste near to its factory.

(a) Which level of business activity best describes Balltop plc: Primary, Secondary or Tertiary? Explain your answer.

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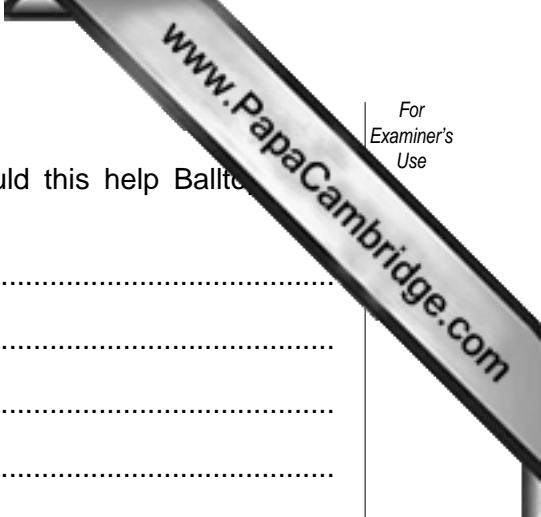
(b) How do the objectives of public sector activities often differ from those of the private sector?

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(c) The exchange rate of the £ to the U.S.A. \$ is £1 = \$1.5.

(i) If a Balltop plc product is priced at £200 what price would you expect it to sell for in the U.S.A.? Show your calculations.

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(ii) If the exchange rate of the £ rose against the \$, would this help Balltop exports to the U.S.A.? Explain your answer.

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(d) Pressure groups, such as Greenpeace, are a group of people who feel strongly about issues.

(i) How might a pressure group attempt to get a company like Balltop plc to change some of its policies?

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(ii) Many people believe that it is the role of governments to pass laws to stop firms damaging the environment. Do you agree?

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