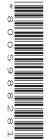


## UNIVERSITY OF CAMBRIDGE INTERNATIONAL EXAMINATIONS International General Certificate of Secondary Education

CANDIDATE NAME						
CENTRE NUMBER				CANDIDATE NUMBER		



**BUSINESS STUDIES** 

0450/13

Paper 1

October/November 2013

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.

Do not use staples, paper clips, highlighters, glue or correction fluid.

DO NOT WRITE IN ANY BARCODES.

Answer all questions.

The businesses described in this question paper are entirely fictitious.

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.

1 Homeright is a company that makes furniture such as tables and chairs. The company is successful and has grown rapidly in recent years. However the directors have found it difficult to manage the speed of growth. The Managing Director recently said that even more growth is planned for next year. The product range will be doubled and foreign markets entered.

For Examiner's Use

(a)	Identify <b>two</b> possible reasons why the directors want Homeright to grow.
	Reason 1:
	Reason 2:
	[2]
(b)	Identify <b>two</b> ways of measuring the success of a business.
	Way 1:
	Way 2:[2]
(c)	Identify and explain <b>two</b> possible problems for Homeright of selling its products in foreign markets for the first time.
	Problem 1:
	Explanation:
	Problem 2:
	Explanation:
	[4]

l)	Identify and explain <b>two</b> problems to Homeright's management that rapid growth could cause.
	Problem 1:
	Explanation:
	Problem 2:
	Explanation:
	[6]
	Do you think that the profits of Homeright will continue to increase if the company grows in the future? Justify your answer.

2 Fabian owns a sports shop in the centre of town. The business has high fixed costs. The business holds a lot of stock and finds it difficult to finance its working capital. The sale of sports equipment and clothing is seasonal and some stock sells slowly. 'I am going to reduce my product range and concentrate on a few sports, such as football, in the future' said Fabian. (a) What is meant by 'fixed costs'? ......[2] **(b)** What is meant by 'working capital'? .....[2] (c) Identify and explain two problems for Fabian's business of holding a lot of stock. Problem 1: ..... Explanation: .....

Explanation: .....

For Examiner's Use

Method 2: =xplanation:  Method 3: =xplanation:  Method 3: =xplanation:  Do you think that reducing the product range will benefit Fabian's business? Justify your answer.		
Method 2:  Explanation:  Method 3:  Explanation:  (6)  Do you think that reducing the product range will benefit Fabian's business? Justify your answer.	Method 1:	
Method 2:  Explanation:  Method 3:  Explanation:  (6)  Do you think that reducing the product range will benefit Fabian's business? Justify your answer.	Explanation:	
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3 Table 1 gives data about the economy of country A.

For
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## Table 1

Year	Interest rate (%)	Average annual wages	Unemployment (%)
		(\$)	
2010	5	1500	8
2011	7	2000	5
2012	9	2600	2

Country A is experiencing an economic boom. Wages are rising fast and the Government thinks inflation will soon be a problem. Most business managers think that both interest rates and taxes will rise again soon.

(a)	What is meant by 'economic boom'?
	[2]
(b)	Identify <b>two</b> factors that may influence wage rates in a business.
	Factor 1:
	Factor 2:
	[2]
(c)	Identify and explain <b>two</b> problems to a business caused by high interest rates.
	Problem 1:
	Explanation:
	Droblem 2:
	Problem 2:
	Explanation:
	[4]

	dentify and explain <b>two</b> ways in which decisions in a business might be affected by a ise in taxes.	E
٧	Vay 1:	
 F	xplanation:	
•		
 V	Vay 2:	
	·	
E	xplanation:	
-		
	[6]	
	Oo you think that all businesses will be successful when a country has an economic doom? Justify your answer.	
	oom? Justify your answer.	

Defoe is a private limited company. It manufactures water-pumps using batch production

4

Dire	chods which are labour intensive. It buys raw materials in small quantities. The Managing ector wants to increase profits next year. She is planning to introduce capital intensive chods in the factory.
(a)	What is meant by 'batch production'?
	[2]
(b)	Identify <b>two</b> benefits to Defoe of buying raw materials in small quantities.
	Benefit 1:
	Benefit 2:
	[2]
(c)	Identify and explain <b>two</b> appropriate sources of finance that Defoe could use to invest in capital intensive methods of production.
	Source 1:
	Explanation:
	Source 2:
	Explanation:

For Examiner's Use

(d)	Identify and explain <b>three</b> benefits to Defoe of using capital intensive methods.	For
		Examiner
	Benefit 1:	Use
	Explanation:	
	Benefit 2:	
	Evalenation	
	Explanation:	
	Benefit 3:	
	Explanation:	
	[0]	
	[6]	
(e)	Would the employees of Defoe benefit from the change to capital intensive methods of production? Justify your answer.	
	[6]	

Barts is a bookshop. Its sales have been falling in recent years. Many other booksellers have

5

a w	In using e-commerce to sell their goods. The Managing Director of Barts plans to create ebsite to sell books. He does not know what other changes to Barts' marketing mix might needed.
(a)	What is meant by 'e-commerce'?
	[2]
(b)	What is meant by 'marketing mix'?
	ro.
<b>(2)</b>	Identify and explain two possible reasons why Parts' calca have fallen in recent years
(c)	Identify and explain <b>two</b> possible reasons why Barts' sales have fallen in recent years.
	Reason 1:
	Explanation:
	Danage 0:
	Reason 2:
	Explanation:

For Examiner's Use

(d)	Identify and explain <b>three</b> pricing methods Barts could use if it sells books through its own website.	For Examiner's Use
	Method 1:	
	Explanation:	
	Method 2:	
	Explanation:	
	Method 3:	
	Explanation:	
(e)	Do you think that Barts should start using e-commerce to sell books? Justify your answer.	
		1

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