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UNIVERSITY OF CAMBRIDGE INTERNATIONAL EXAMINATIONS General Certificate of Education Ordinary Level

BUSINESS STUDIES

7115/01

Paper 1

October/November 2006

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.

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.

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1		
2		
3		
4		
5		
Total		

www.PapaCambridge.com Gulliver Travel sells family holidays. Gulliver researched the market and discovered the families wanted was good value for money when buying their holidays. Gulliver's Man Director told other directors that 'there are a lot of companies selling holidays so it is ve important that we give the customer exactly what they want'. Figures 1 and 2 give data regarding the family holiday market.

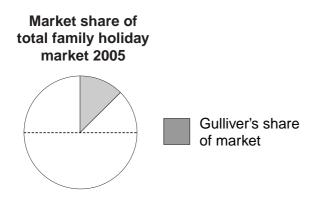




Figure 1 Figure 2

a) (i) Calculate the value of Gulliver Travel's sales in 2005.
[2
(ii) Using Figure 2 calculate the % growth in the total value of family holiday marke sales between 2003 and 2005.
[2
b) Explain why the demand for Gulliver's sales of family holidays is likely to be price elastic

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		The state of the s
		3 A. D.
(c)		could one element of the marketing mix, other than price, be used to liver's sales of holidays?
<i>(</i> 1)		[4]
(d)		iver researched the market by giving a questionnaire to families at the end of their days.
	(i)	Explain why the business might have used this method of gathering data.
	(::)	[4]
	(11)	Explain one reason why the data gathered might not be accurate.

Giovanni had been to see his bank manager to talk about ways of financing the grown business. He wanted to open five new shops selling electrical goods such as televisions radio equipment. The bank manager told him that he must think very carefully about the capital needs of this expansion which would involve both fixed and current assets. The bank manager told Giovanni that he would need to see the accounts of the business including a cash flow forecast before the bank could increase its lending.

(a) (I)	Explain what is meant by a fixed asset.
	[2]
(ii)	Give an example of a current asset that Giovanni's business would own.
	[1]
(iii)	What is meant by a cash flow forecast?
	[2]
(b) (i)	Explain two reasons why the bank manager would want to see the accounts of the business before increasing the bank's lending to Giovanni.
	[4]

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(ii)	 Outline the factors Giovanni should of finance would be best suited for this ex 			deciding v	vhich r	net	Can
					•••••		
							[5]
(c)	Table 1						
	Extract from Giovanni's as at 1 Novemb		Sheet				
	\$0	000's					
		50					
	Debtors Cash	60 0					
	Casii	O	110				
		80					
	Creditors	40	120				
4 0							
(i)	 Calculate the current ratio for the busing 	ness fron	n the info	rmation g	iven in	Table 1.	•
				•••••			
							.[∠]
(ii)	i) Is the liquidity position of Giovanni's bu	usiness g	good? Ex	plain you	answe	er.	

3

www.PapaCambridge.com The directors of Philochem are thinking about building a chemical factory in country (a) Identify and explain three factors the directors need to consider in making this located decision. (b) Using examples show why a knowledge of health and safety laws in country Z would be important for the management of this business.

(c)		7 st of the employees in existing factories of Philochem are members of a trade at benefits does a worker gain from being a member of a trade union?	Cann
			 .[4]
(d)		ure 3 shows data relating to the rates of pay in Philochem (P) and two other larmical companies (A and B) in Europe between 2000 and 2005.	rge
Average Wage Ra \$	ate 20	00 20,000 17,000 10,000 P A B 14,000 Wage Rate 20 23,000 \$ 19,500 14,000	
		Figure 3	
	(i)	Which company raised its wages by the greatest amount between 2000 and 200 Explain your answer.)5?
	(ii)	Using Figure 3 explain why different companies increase their wage rates over tiby different amounts.	me

www.PapaCambridge.com Gurinder Singh set up his successful business ten years ago. Gurinder makes decisions in his business. He tells staff what to do and he expects them to follow his on Gurinder doesn't hold meetings as he feels that they are unnecessary and a waste of tine 'Why consult and discuss when I know best,' he said. 'Everyone who is employed in my company is directly answerable to me. I pay high wages and I expect results. Everyone knows that if they don't work hard I will dismiss them. Employees like my wages even if they don't like me!'

(a)

(i)	Describe the management style used by Gurinder.
	[3]
(ii)	Do you think that this is a good way to manage a business? Justify your answer.
	[6]

h	9 on boon suggested to Curinder that he might introduce delegation into his him
	g as been suggested to Gurinder that he might introduce delegation into his ballain what is meant by delegation.
200	ently Gurinder dismissed an employee for failing to carry out his orders.
(i)	Is this an example of an employee being made redundant? Explain your answer.
	[2]
ii)	To what extent do you think high wages motivate staff in companies such as Gurinder's?
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www.PapaCambridge.com 5 J.T. Enterprises is a large private sector business that owns a number of farms in co The business breeds a variety of animals such as cows and sheep as well as growing of They employ many workers and the business is successful and profitable. (a) Why is profit important to a business such as J.T. Enterprises? (b) Using an example from J.T. Enterprises explain what is meant by added value.[3] (c) Many farmers such as J.T. Enterprises export their animals and crops. If the currency of Country A depreciates on the foreign exchange markets explain how this could affect the sales of J.T. Enterprises in export markets.

.....[4]

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www.PapaCambridge.com (d) Business activity may result in social costs and social benefits. Describe the **benefits** that you would expect J.T. Enterprises to produce. (e) Identify and explain two important changes that have happened in your country in terms of employment and contribution to national wealth in recent times.

.....[6]

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