

Please write clearly in block capitals.

Centre number

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Candidate number

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Surname

Forename(s)

Candidate signature

I declare this is my own work.

INTERNATIONAL AS BUSINESS

Unit 2: Managing Operations, Human Resources and Finance

Friday 12 January 2024

07:00 GMT

Time allowed: 1 hour 30 minutes

Materials

For this paper you must have:

- a calculator, which you are expected to use where appropriate.

Instructions

- Use black ink or black ball-point pen.
- Fill in the boxes at the top of this page.
- Answer **all** questions.
- You must answer the questions in the spaces provided.
Do not write outside the box around each page or on blank pages.
- If you need extra space for your answer(s), use the lined pages at the end of this book. Write the question number against your answer(s).
- All working must be shown.
- Do all rough work in this book. Cross through any work you do not want to be marked.
- You may **not** use an English dictionary.

Information

- The marks for questions are shown in brackets.
- The maximum mark for this paper is 80.

Advice

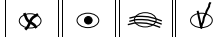
- You may use a bilingual dictionary.

For Examiner's Use	
Question	Mark
1	
2	
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12	
13	
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TOTAL	



Section AAnswer **all** questions in the spaces provided.Only **one** answer per question is allowed.

For each multiple-choice question completely fill in the circle alongside the appropriate answer.

CORRECT METHOD WRONG METHODS If you want to change your answer you must cross out your original answer as shown. If you wish to return to an answer previously crossed out, ring the answer you now wish to select as shown. **0 1** A sales manager is paid a commission of 8% for sales she makes over \$10 000.

If she makes sales of \$18 000, how much commission does she earn?

[1 mark]**A** \$640 **B** \$800 **C** \$1440 **D** \$2240 **1**

0 2**Table 1** shows financial data for a business.**Table 1**

	Year ending 30 March 2022	Year ending 30 March 2023
Sales (\$)	625 000	850 000
Cost of sales (\$)	343 750	510 000

Using the data from **Table 1**, which of the following statements is true?**[1 mark]**

- A** The gross profit for year ending 30 March 2023 is \$281 250.
- B** The gross profit margin for year ending 30 March 2023 is 40%.
- C** The operating profit for year ending 30 March 2022 is \$281 250.
- D** The operating profit margin for year ending 30 March 2022 is 45%.

☐☐☐☐

1**0 3**

Which of the following best describes micro-finance?

[1 mark]

- A** A loan which is available to low-income clients.
- B** A loan which is subject to less than 5% interest.
- C** A type of overdraft.
- D** An asset which has been paid for by a loan of less than \$50 000.

☐☐☐☐

1**Turn over for the next question****Turn over ►**

0 4

A business has a large number of employees who are members of a trade union.

Explain **one** reason why its employees might be highly productive.

[3 marks]

3**0 5**

An aircraft can carry 220 passengers. It has a capacity utilisation of 85%.

Calculate how many more tickets need to be sold to reach full capacity.

[2 marks]

2**0 6**

A business is considering investing \$4 million to extend its factory. The site was valued at \$20 million before the extension but is forecast to be valued at \$28 million once the extension is complete.

Calculate the forecast return on investment.

[3 marks]

3

0 7

Explain **one** reason why a business that imports from overseas should consider the lead time when managing inventory.

[3 marks]

3**0 8**

Explain **one** way a manufacturer could try to improve labour productivity.

[3 marks]

3

Turn over for Section B

Turn over ►

Answer **all** questions in the spaces provided.

An online retailer prioritises speed of response as its main operational objective.

[9 marks]

Extra space _____

9



[9 marks]

[illegible][illegible]

9

[9 marks]

[illegible][illegible]

9



Turn over for Section C

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ANSWER IN THE SPACES PROVIDED**

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Answer **all** questions in the spaces provided.

[12 marks]

[illegible]

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Extra space

Turn over ►



[12 marks]

[illegible]

Extra space

Turn over ►



A charity needs to raise \$5000 for a new project. It has decided to use crowd-funding. Do you think this is the best way for the charity to raise the finance?

[12 marks]

[illegible]

END OF QUESTIONS

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