

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

Monday 13 May 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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11	
12	
13	
14	
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 business is asking for the views and suggestions of its employees on ways it can save money.

This process is known as:

[1 mark]

- A** Consultation. ☐
- B** Crowdfunding. ☐
- C** Marketing research. ☐
- D** Outsourcing. ☐

1**0 2**

Which of the following is an advantage of Just-in-Case (JIC) inventory control in comparison to Just-in-Time (JIT) inventory control?

[1 mark]

- A** Easier to supply demand quickly ☐
- B** Less storage space needed ☐
- C** Lower chance of inventory going out of date ☐
- D** Reduction in waste ☐

1

0 3

A business sells 100 units at a price of \$30 per unit. It reduces the price to \$25 per unit and sells 150 units.

Calculate the difference in revenue.

[1 mark]**A** \$500☐**B** \$750☐**C** \$3000☐**D** \$3750☐**1****0 4**

Explain **one** reason why investing in more training might be an advantage to a business with high labour turnover.

[3 marks]

3

Turn over for the next question

Turn over ►



0 5

Table 1 shows the financial data of a business.**Table 1**

Sales revenue	\$765 000
Cost of sales	\$259 650
Expenses	\$360 000

Calculate the operating profit margin of the business.

[3 marks]

3

0 6

Table 2 shows financial information for a restaurant.**Table 2**

Contribution per meal	\$20
Monthly fixed costs	\$7 200

Calculate the margin of safety assuming the restaurant sells 550 meals per month.

[2 marks]

2



0 7

Explain **one** reason why a manufacturer with low labour productivity might have low profit.
[3 marks]

3**0 8**

Explain **one** reason why having good supplier relations is important for a new business.
[3 marks]

3

Turn over for Section B

Turn over ►



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

Analyse **two** ways the operational activities of a clothing manufacturer could help improve its customer satisfaction.

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[illegible]

[9 marks]

[illegible][illegible]

9

[9 marks]

[illegible][illegible]

9



Turn over for Section C

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box*

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ANSWER IN THE SPACES PROVIDED**

Turn over ►



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

A car manufacturer imports some of its inventory. Will implementing lean production make it more profitable?

[12 marks]

[illegible]

[illegible]

Turn over ►



Business A is concerned that its labour turnover will prevent it from achieving its objective of increasing market share. **Table 3** shows human resource data for Business A.

Table 3

	2022	2023	Industry average 2022	Industry average 2023
Labour turnover	30%	35%	22%	21%
Labour productivity (output per month)	12 000	15 000	8 000	8 500

Using the data in **Table 3**, assess the arguments for and against and make a judgement.

[12 marks]

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Extra space

Turn over ►



A start-up business wants to reach its break-even output quickly. It is considering increasing its prices. Is this the best way to help it to break even quickly?

[12 marks]

[illegible]

END OF QUESTIONS

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