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Please check the examination details below before entering your candidate information

Candidate surname	Other names

Centre Number | Candidate Number

Pearson Edexcel International GCSE

Monday 10 November 2025

Morning (Time: 1 hour 30 minutes)

Paper reference **4BS1/02**

Business

PAPER 2: Investigating large businesses

You do not need any other materials.

Total Marks

Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and candidate number.
- Answer **all** questions.
- Answer the questions in the spaces provided
  – *there may be more space than you need.*

Information

- The total mark for this paper is 80.
- The marks for **each** question are shown in brackets
  – *use this as a guide as to how much time to spend on each question.*
- Calculators may be used

Advice

- Read each question carefully before you start to answer it.
- Try to answer every question.
- Check your answers if you have time at the end.

Turn over ▶

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FORMULAE FOR INTERNATIONAL GCSE BUSINESS

Gross profit margin:

Gross profit = revenue – cost of sales

$$\text{Gross profit margin} = \frac{\text{gross profit}}{\text{revenue}} \times 100$$

Operating profit margin:

Operating profit = gross profit – other operating expenses

$$\text{Operating profit margin} = \frac{\text{operating profit}}{\text{revenue}} \times 100$$

Markup:

$$\text{Markup} = \frac{\text{profit per item}}{\text{cost per item}} \times 100$$

Return on capital employed (ROCE):

$$\text{ROCE} = \frac{\text{operating profit}}{\text{capital employed}} \times 100$$

Current ratio:

$$\text{Current ratio} = \frac{\text{current assets}}{\text{current liabilities}}$$

Acid test ratio:

$$\text{Acid test ratio} = \frac{\text{current assets} - \text{inventory}}{\text{current liabilities}}$$

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Answer ALL questions. Write your answers in the spaces provided.

Some questions must be answered with a cross in a box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

1 *Samsung* is a South Korean public limited company. It designs and produces electronic products including mobile phones, televisions and laptops. It has factories and offices in 74 countries and employs more than 270,000 people worldwide.

Samsung is the leading producer of televisions. It competes with businesses such as *Apple* and *Xiaomi* in the smartphone market.

The aim of *Samsung* is 'to create superior products and services that contribute to a better society'. To achieve this, *Samsung* invests heavily in new technology and employs skilled engineers to design innovative products.

(a) (i) Which **one** of the following is a financial aim of a business?

(1)

Select **one** answer.

☒ **A** Survival

☒ **B** Independence

☒ **C** Control

☒ **D** Challenge

(ii) Which **one** of the following is a job in the secondary sector?

(1)

Select **one** answer.

☒ **A** Farmer

☒ **B** Grocery store manager

☒ **C** Restaurant waiter

☒ **D** Ship builder

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Figure 1 shows the number of employees in three factories owned by a European business.

	Number of employees
Factory 1	210
Factory 2	125
Factory 3	140

Figure 1

The business pays remuneration of €120 per day for each employee.

(iii) Which **one** of the following is the total daily remuneration cost for the three factories?

Select **one** answer.

(1)

- ☒ **A** €15 000
- ☒ **B** €16 800
- ☒ **C** €25 200
- ☒ **D** €57 000

(iv) Which **one** of the following is an advantage of a hierarchical organisational structure?

Select **one** answer.

(1)

- ☒ **A** It is less expensive to operate than a flat structure
- ☒ **B** It has a short chain of command
- ☒ **C** It has more job promotion opportunities for its employees
- ☒ **D** It has a wide span of control

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Figure 2 shows a monthly cash flow statement for a business.

	€ (euros)
Opening balance	€76 000
Cash inflow	€59 000
Cash outflow	€34 000

Figure 2

(v) Which **one** of the following is the net cash flow for this month?

Select **one** answer.

(1)

☒ **A** €17 000

☒ **B** €25 000

☒ **C** €42 000

☒ **D** €101 000

(vi) Which **one** of the following best describes Taylor's motivational theory?

Select **one** answer.

(1)

☒ **A** Workers are motivated by money

☒ **B** Workers are motivated by esteem needs

☒ **C** Workers are motivated by hygiene factors

☒ **D** Workers are motivated by working in teams

(b) Define the term **job rotation**.

(1)

.....

.....

.....

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(c) Define the term **interest rate**.

(1)

.....

.....

.....

(d) State **one** job that an employee of *Samsung* might do in the production department.

(1)

.....

.....

.....

A factory took 20 hours to produce 1000 smartphones.

(e) Calculate the factory's productivity of smartphones per hour. You are advised to show your working.

(2)

..... smartphones per hour

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(f) Explain **one** advantage to a business of mass marketing.

(3)

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(g) Analyse how recruitment documents may help *Samsung* to hire the best employees for its business.

(6)

(Total for Question 1 = 20 marks)

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2 (a) State **one** reason why *Samsung* may need long-term finance.

(1)

(b) State **one** reason why quality control is a benefit to *Samsung*.

(1)

(c) Explain **one** advantage to a business of having a social objective.

(3)

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(d) Explain **one** limitation of a break-even chart.

(3)

(e) Explain **one** benefit to a business of being located within a trading bloc.

(3)

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Samsung competes for market share with businesses such as *Apple* and *Xiaomi* in the technology market.

Samsung plans to increase its promotional spending to increase its market share.

Samsung is considering the following two options:

Option 1: Sponsor celebrities to use its products

Option 2: Provide a free game app to customers when they purchase a product.

(f) Justify which **one** of these two options *Samsung* should choose.

(9)

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(Total for Question 2 = 20 marks)

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3 (a) Define the term **exporter**.

(1)

(b) Outline **one** advantage to *Samsung* of using flow production when manufacturing its products.

(2)

The cost of manufacturing a *Samsung* laptop is 520 000 KRW (South Korean won).
The mark-up is 25% on the manufacturing costs.

(c) Calculate the selling price of the laptop. You are advised to show your workings.

(2)

.....KRW

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(d) Analyse why profit is important to *Samsung*.

(6)

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Samsung has invested $17 million to build a factory in Texas, USA. It plans to introduce lean production in this new factory to minimise its costs.

It is considering the following two options:

Option 1: Just in time (JIT)

Option 2: Kaizen.

(e) Justify which **one** of these two options *Samsung* should choose to minimise its costs.

(9)

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(Total for Question 3 = 20 marks)

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4 **Figure 3** shows an extract from a statement of financial income.

	$ (US Dollars)
Revenue	218 000
Gross profit	112 000
Other operating expenses	94 000

Figure 3

(a) Calculate, to **two** decimal places, the operating profit margin. You are advised to show your workings.

(2)

.....%

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(b) Analyse the purpose of market research for *Samsung*.

(6)

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Samsung has factories in 74 countries and employs 270,000 people. It has a centralised organisation structure. Its head office is in Seoul, South Korea where major decisions on production, design and marketing are made.

(c) Evaluate whether a centralised organisation structure will benefit *Samsung.* You should use the information provided as well as your own knowledge of business.

(12)

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(Total for Question 4 = 20 marks)

TOTAL FOR PAPER = 80 MARKS

Source for *Samsung*: https://www.samsung.com/

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