OXFORD

INTERNATIONAL
AQA EXAMINATIONS

Please write clearly in block capitals.

Centre number | | | | | | Candidate number | | | | |

Surname _____

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I declare this is my own work.

INTERNATIONAL AS
BUSINESS

Unit 2: Managing Operations, Human Resources and Finance

Friday 13 January 2023 GMT: 07:00 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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TOTAL	

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Section A

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

Only **one** answer per question is allowed.

For each 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 Statement 1: According to Maslow, employees' safety needs should be met before their physiological needs.

Statement 2: According to Taylor, employees should be closely supervised.

Choose **one** option below.

[1 mark]

A Statement 1 is false and statement 2 is false. ⬭

B Statement 1 is false and statement 2 is true. ⬭

C Statement 1 is true and statement 2 is false. ⬭

D Statement 1 is true and statement 2 is true. ⬭

1

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0 2 **Table 1** shows a budget for a business:

Table 1

	Forecast $	Actual $
Sales	62 250	59 725
Costs	50 000	48 725

Which of the following statements is true for the business?

[1 mark]

A It had an adverse cost variance of $1275. ⬭

B It had an adverse sales variance of $2525. ⬭

C It made a loss of $11 000. ⬭

D It made a profit of $12 250. ⬭

1

0 3 The receivables of a business are:

[1 mark]

A Amounts owed to the business. ⬭

B Amounts which the business owes. ⬭

C Goods bought from suppliers. ⬭

D Reviews given by customers. ⬭

1

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0 4 Explain **one** reason why a business operating in a highly competitive industry might want to improve its speed of response to its customers.

[3 marks]

3

0 5 A business is experiencing a fall in profit.

Explain **one** benefit to this business of introducing performance-related pay.

[3 marks]

3

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0 6 **Table 2** shows some financial information for a business.

Table 2

Revenue	$120 000
Cost of sales	$36 000
Expenses	$40 000

Calculate the gross profit margin.

[2 marks]

2

0 7 A manager in a fast-growing business uses delegation.

Explain **one** benefit of this for the business.

[3 marks]

3

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0 8 A business has decided to act in a more ethical manner.

Explain **one** reason why this might have a negative impact on its profit.

[3 marks]

3

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Section B

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

0 9 Analyse how a start-up business might benefit from using break-even analysis.

[9 marks]

Extra space

9

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1 0 Analyse **one** benefit and **one** drawback for a small business of using an overdraft compared to a loan.

[9 marks]

Extra space

9

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1 1 Analyse how a fast-food restaurant could use non-financial methods of motivation to improve staff retention.

[9 marks]

Extra space

9

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Section C

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

1 2 A retailer has expanded rapidly by opening outlets internationally. The human resource director thinks that human resource planning is the most important factor in the success of the expansion. Do you think the director is right?

Assess the arguments for and against the director's opinion and make a judgement.

[12 marks]

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Extra space

12

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1 3 A well-known clothing brand experiences a sudden increase in demand. It has decided to respond by expanding its factory capacity rather than outsourcing.

Assess the arguments for and against this decision and make a judgement.

[12 marks]

Do not write outside the box

Extra space

12

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1 4 A manufacturer needs to improve its cash flow. It has decided to sell its offices and warehouses and lease them back.

Assess the arguments for and against this decision and make a judgement.

[12 marks]

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Extra space

END OF QUESTIONS

12

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ANSWER IN THE SPACES PROVIDED

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