OXFORD

INTERNATIONAL
AQA EXAMINATIONS

Please write clearly in block capitals.

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

Surname _____

Forename(s) _____

Candidate signature _____

I declare this is my own work.

INTERNATIONAL A-LEVEL

BUSINESS

Unit 4: Business Decision Making

Tuesday 6 June 2023 07:00 GMT Time allowed: 1 hour 45 minutes

Materials

For this paper you must have:
- the insert (enclosed)
- 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 the 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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8	
9	
10.1	
10.2	
10.3	
TOTAL	

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Section A

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

0 1 A business sells high-quality, branded products. It is expecting a long period of high levels of unemployment in its main market. The business is considering whether to reduce the price of its products in response to this change in the economic environment.

Assess the arguments for and against reducing the price and make a judgement.

[12 marks]

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12

Turn over ►

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0 2 A business currently exports to a rapidly growing overseas market. It has identified a local business with which it may enter a joint venture to meet the growing demand.

Assess the arguments for and against entering this joint venture and make a recommendation.

[12 marks]

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0 3 An employer of skilled workers is about to implement major changes to working conditions to prevent profits from falling. In order to overcome resistance from the workforce it is planning to use either coercion or participation.

Using Kotter and Schlesinger's theory, assess the arguments for and against each option and make a judgement on which the employer should use.

[12 marks]

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Section B

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

Read the **case study** in the **insert booklet** and then answer the questions.

0 4 Using **Table 1**, calculate the current ratio for BL in 2022.

[2 marks]

2

0 5 Explain **one** way BL can improve its liquidity.

[3 marks]

3

0 6 Using **Table 1**, calculate the payables days ratio for BL in 2022.

[2 marks]

2

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0 7 Using **Table 1**, calculate the receivables days ratio for BL in 2022.

[2 marks]

2

0 8 Explain **one** impact of the increasing taxation on fuel for BL.

[3 marks]

3

0 9 Using **Table 2**, calculate the expected profit from the government contract over five years, assuming the work is completed on time.

[2 marks]

2

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1 0 Jeanette and Patrice have employed you as a management consultant.

Using the information from the case study, write a report to the management of BL (Jeanette and Patrice). In the report you should:

- analyse the potential benefits to BL of accepting the government contract
- analyse the potential problems for BL of accepting the government contract
- with reference to your analysis, recommend whether BL should accept the contract. You should justify your recommendation.

1 0 . 1 Analyse the potential benefits to BL of accepting the government contract.

[9 marks]

Extra space

9

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1 0 . 2 Analyse the potential problems for BL of accepting the government contract.

[9 marks]

Extra space

9

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1 0 . 3 With reference to your analysis, recommend whether BL should accept the contract. You should justify your recommendation.

[12 marks]

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Extra space

12

END OF QUESTIONS

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ANSWER IN THE SPACES PROVIDED

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Question number	**Additional page, if required.** **Write the question numbers in the left-hand margin.**

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Question number	**Additional page, if required.** **Write the question numbers in the left-hand margin.**
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