

Please check the examination details below before entering your candidate information

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|--|--|----------------------|----------------------|----------------------|---------------------------------|----------------------|----------------------|----------------------|
| Candidate surname                              |  |                      |                      |                      | Other names                     |                      |                      |                      |
| <b>Pearson Edexcel</b>                         |  | Centre Number        |                      |                      | Candidate Number                |                      |                      |                      |
| <b>International GCSE</b>                      |  | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/>            | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <b>Tuesday 2 June 2020</b>                     |  |                      |                      |                      |                                 |                      |                      |                      |
| Afternoon (Time: 1 hour 30 minutes)            |  |                      |                      |                      | Paper Reference <b>4BS1/02R</b> |                      |                      |                      |
| <b>Business</b>                                |  |                      |                      |                      |                                 |                      |                      |                      |
| <b>Paper 2: Investigating large businesses</b> |  |                      |                      |                      |                                 |                      |                      |                      |
| Calculators may be used.                       |  |                      |                      |                      |                                 |                      | 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.*

### 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

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

**Mark up:**

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

**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** *Hans Raj Mahajan Worldwide (HRMW)* is an established manufacturer of sports equipment and sportswear in India. It is a family-run business, which started trading in 1925 and since then has grown to become an established business. Its products are exported across the world. These include footballs, boxing gloves, hockey sticks and sports clothing.

- (a) (i) Which **one** of the following is the meaning of production?

Select **one** answer.

(1)

- A** Provision of services
- B** Exchange of goods
- C** Extraction of raw materials
- D** Manufacture of finished goods

- (ii) Which **one** of the following is a benefit to a person of buying a franchise?

Select **one** answer.

(1)

- A** The person can buy supplies from any supplier
- B** The person is given support from an established business
- C** The person is guaranteed a set wage
- D** The person shares their profits with the franchisee

A football that costs 1 060 Indian Rupees is sold for 1 600 Indian Rupees.

- (iii) Which **one** of the following would be the markup percentage?

Select **one** answer.

(1)

- A** 6.63%
- B** 15.09%
- C** 33.75%
- D** 50.94%

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The bank interest rate in India changed from 4.5% to 6.0%.

(iv) Which **one** of the following could affect a business because of this change?

Select **one** answer.

(1)

- A Higher loan repayments
- B Increase in labour costs
- C Improved net cash flow
- D Increase in sales

(v) Which **one** of the following is a feature of a public corporation?

Select **one** answer.

(1)

- A It is owned by a board of directors
- B It is funded by government
- C It aims to maximise profit
- D It is not accountable to anyone

**Figure 1** shows the cash flow of a business for a month.

|                 | (£)       |
|-----------------|-----------|
| Opening balance | 1 020 000 |
| Cash inflow     | 360 000   |
| Cash outflow    | 400 000   |

**Figure 1**

(vi) Which **one** of the following is the closing balance for the business at the end of the month?

Select **one** answer.

(1)

- A -£40 000
- B £40 000
- C £980 000
- D £1 060 000

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(b) Define the term **commission**.

(1)

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(c) Define the term **revenue**.

(1)

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(d) State **one** possible reason why *HRMW* has a short span of control.

(1)

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**Figure 2** shows *HRMW's* estimated revenues.

| Year      | Revenue in Rupee (000) |
|-----------|------------------------|
| 2020–2021 | 85 083                 |
| 2021–2022 | 92 322                 |

**Figure 2**

- (e) Calculate, to two decimal places, the percentage increase from 2020–2021 to 2021–2022. You are advised to show your working.

(2)

.....%

- (f) Explain **one** reason why a business would sponsor an event.

(3)

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(g) Analyse the benefit to *HRMW* of branding the products it sells.

(6)

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**(Total for Question 1 = 20 marks)**



2 *HRMW* carries out market research on a regular basis.

(a) State **one** function that human resources at *HRMW* would carry out.

(1)

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(b) State **one** reason why *HRMW* carries out market research.

(1)

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(c) Explain **one** benefit of using penetration pricing for a new product.

(3)

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(d) Explain **one** benefit to a business of using the internet to carry out secondary market research.

(3)

(e) Explain **one** benefit to a business of continually introducing new products.

(3)

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(Total for Question 2 = 20 marks)



3 *HRMW* employs staff to design the products it manufactures. The aim is to add features so that the products are better than any others on the market.

(a) Define the term **e-tailers**.

(1)

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(b) Outline **one** reason why *HRMW* uses robotics in the production of its goods.

(2)

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If *HRMW* produce tennis racquets with the following costs:

Fixed costs = 300 000 Rupees

Variable costs = 3 000 Rupees

Sale price = 5 000 Rupees

(c) Calculate the number of tennis racquets that would have to be made to break-even. You are advised to show your working.

(2)

..... Tennis racquets

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(d) Analyse the limitations for *HRMW* of using break-even charts when planning the manufacture of tennis racquets.

(6)

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(Total for Question 3 = 20 marks)



- 4 The Indian Government has said that *HRMW* is one of the top 10 businesses in India. *HRMW* has been given more than 50 awards for its performance in exporting and for the quality of its products.

**Figure 3** shows *HRMW*'s possible financial situation.

|                     | <b>Rupees (000)</b> |
|---------------------|---------------------|
| Current assets      | 64 650              |
| Inventory           | 42 450              |
| Current liabilities | 54 550              |

**Figure 3**

- (a) Calculate, to two decimal places, the acid test ratio for *HRMW*.  
You are advised to show your workings.

(2)

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(b) Analyse why a bank would be interested in *HRMW's* financial documents if it were to apply for a loan to develop new sports products.

(6)

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(c) Evaluate the factors that make a business, such as *HRMW*, successful. 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**



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**BLANK PAGE****Sources:**<http://www.hansraj-india.com/>