

Please check the examination details below before entering your candidate information

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| Candidates surname   |                      |                      |                      |                      | Other names          |                      |                      |                      |                      |
| Centre Number        |                      |                      |                      |                      | Candidate Number     |                      |                      |                      |                      |
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**Pearson Edexcel International GCSE (9–1)**

Time 1 hour 30 minutes

Paper reference **4CM1/01**

**Commerce**

**PAPER 1: Commercial operations and associated risks**

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.*
- You must **show all your working out** with **your answer clearly identified** at the **end of your solution**.

### 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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Q:1/1/1/1/1/1/



  
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SECTION A

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

Select **one** answer.

(1)

- A Cereal farmer
- B Hairdresser
- C Car manufacturer
- D Taxi driver

(b) Which **one** of the following describes a loss leader?

Select **one** answer.

(1)

- A An item of stock that is given away free
- B An item of stock that has the wrong price
- C An item of stock that has been stolen
- D An item of stock sold below its cost price

(c) Define the term **utmost good faith**.

(1)

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(d) Define the term **multinational corporation**.

(1)

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(e) *Kazuri* is a business based in Kenya. It has a factory making beads that are then used to make bracelets and necklaces. *Kazuri* also produces different types of pottery. All these items are sold around the world.

A business in Italy purchased 200 *Kazuri* necklaces at a cost of 481 720 Kenyan Shillings (KES).

In February 2020 the exchange rate was 1 euro (€) = 120.43 KES.

(i) Calculate the cost of buying the 200 *Kazuri* necklaces in euros in February 2020. You are advised to show your working.

(2)

€ .....

In September 2020 the exchange rate was €1 = 124.48 KES.

(ii) State **one** possible effect on the business in Italy from the appreciation of the euro against the Kenyan Shilling in September 2020.

(1)

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(iii) State **one** possible advantage for *Kazuri* of exporting its products.

(1)

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(f) Explain **one** advantage to a retailer of providing a good after-sales service.

(3)

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(g) Explain why department stores are a popular type of retailer.

(3)

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- 2 An insurance company has been asked by a businessman to extend the insurance on his car for an extra month.

The premium for the extra month has been calculated as 11.5% of the annual premium of £360.

- (a) Which **one** of the following is the premium for the extra month?

Select **one** answer.

(1)

- A £33.45
- B £41.40
- C £371.50
- D £401.40

- (b) Which **one** of the following could help independent retailers to survive?

Select **one** answer.

(1)

- A Reduce their social media marketing
- B Increase the price of goods
- C Offer extra services to customers
- D Reduce opening hours

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(c) **Figure 1** shows the most popular laptops for sale in the UK for 2020.

| <b>Model</b>          | <b>Original price (£)</b> | <b>Special offer price (£)</b> |
|-----------------------|---------------------------|--------------------------------|
| Dell Inspiron 14 7000 | 1 000                     | 900                            |
| Acer Swift 3          | 500                       | 430                            |
| Asus Zeus Book        | 600                       | 500                            |
| Acer Chromebook Spin  | 230                       | 200                            |
| HP Pavilion Gaming    | 900                       | 770                            |

**Figure 1**

(i) Identify which laptop is the most expensive.

(1)

(ii) Identify the laptop with the largest difference between its original price and its special offer price.

(1)

(d) Define the term **cover note**.

(1)



(e) Explain why wholesalers offer advice to retailers.

(3)

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(f) Explain the importance of packaging to retailers.

(3)

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**(Total for Question 2 = 20 marks)**

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**TOTAL FOR SECTION A = 40 MARKS**

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## SECTION B

Answer ALL questions.

Read the following extract before answering the questions.

Write your answers in the spaces provided.

- 3 *Sri Lankan Safari (SLS)* offers overland adventures and safaris throughout Sri Lanka. Trips range from 1 to 25 days and each one is accompanied by an experienced driver and a tour guide. All meals are freshly prepared each day using local suppliers. *SLS* provides an opportunity for tourists to see Sri Lanka's animals and sea life as well as bird watching.

There are some high running costs so *SLS* needs to manage the business efficiently. All safaris are sold at a high price.

- (a) Which **one** of the following is an example of capital?

Select **one** answer.

(1)

- A** Coal
- B** Trees
- C** Farm worker
- D** Machinery

The revenue earned from tourists in Sri Lanka was:

2018 – \$4 381 million

2019 – \$3 607 million

- (b) What is the percentage decrease in revenue from tourists to Sri Lanka?

Select **one** answer.

(1)

- A** 17.67%
- B** 21.46%
- C** 82.33%
- D** 121.46%

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(c) State **one** possible reason why staffing costs for *SLS* may be high.

(1)

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(d) Outline **one** likely reason why *SLS* prefers to purchase goods from local suppliers.

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(e) Analyse how *SLS* could reduce the risk of bad debts from its clients.

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(Total for Question 3 = 20 marks)

**TOTAL FOR SECTION B = 20 MARKS**



**SECTION C**

**Answer ALL questions.**

**Read the following extract before answering the questions.**

**Write your answers in the spaces provided.**

**4** *Next*, a well-known clothing retailer, operates in over 70 countries with more than 43,000 employees. Since *Next* started trading it has introduced many other products to its range such as furniture and flowers.

In 1999 it launched its own online shopping platform allowing customers to purchase *Next* goods wherever they live. *Next* continues to improve its customer service by introducing new initiatives such as next day delivery.

To reduce its stock of furniture *Next* is selling sofas with a 33% discount off the original price.

(a) Calculate the discounted price of a sofa originally selling for £999.00

You are advised to show your working.

(2)

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(b) Analyse the purpose of endorsements on an insurance policy taken out by *Next*.

(6)

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(c) Evaluate the types of business risks *Next* would have to consider when taking out insurance on its stores/shops. You should use the information provided and your own knowledge of commerce in your answer.

(12)

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**(Total for Question 4 = 20 marks)**

**TOTAL FOR SECTION C = 20 MARKS**  
**TOTAL FOR PAPER = 80 MARKS**



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