GradeMax

Pearson

Mark Scheme (Results)

January 2026

Pearson Edexcel in International A Level in Accounting
WAC11/01

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General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

1 **(a) AO1:(12) AO2(22):AO3(9)**
AO1: Twelve marks for recording given balances
AO2: Twenty-two marks for apportioning expenses to the three departments
AO3: Nine marks for calculating account balance and then apportioning to the three departments

Nice n' Green
Departmental Statement of Profit or Loss and Other Comprehensive Income for the year ended the 31 December 2025

	Showroom sales	Repairs workshop	On-line sales
	£	£	£
Revenue	150 000	250 000	350 000 **(1)** AO1
Less Sales returns	(12 800)	(0)	(65 000) **(1)** AO1
	137 200	250 000	285 000
Less Cost of sales	(85 000)	(72 400)	(155 000) **(1)** AO1
Gross profit	52 200	177 600	130 000 **(1)** AO1
Less			
Computer maintenance	450 **(1)** AO2	900 **(1)** AO2	3 150 **(1)** AO2
Delivery vehicle running costs	3 800 **(1)** AO2	5 700**(1)** AO2	0
General expenses	1 950 **(1)** AO3	3 250 **(1)** AO3	4 550 **(1)** AO3
Heat and light	3 870 **(1)** AO2	6 020 **(1)** AO2	860 **(1)** AO2
Irrecoverable debts	800 **(1)** AO1	1 500 **(1)** AO1	0
Management salaries	18 000 **(1)** AO2	36 000 **(1)** AO2	27 000 **(1)** AO2
Marketing expenses	3 000 **(1)** AO3	5 000 **(1)** AO3	7 000 **(1)** AO3
Depreciation- Delivery vehicles	3 600 **(1)** AO2	5 400 **(1)** AO2	0
Computers	1 000 **(1)** AO3	2 000 **(1)** AO3	7 000 **(1)** AO3
On-line postal delivery	0	0	8 250 **(1)** AO1
On-line website maintenance	0	0	12 350 **(1)** AO1
Premises maintenance	4 050 **(1)** AO2	6 300 **(1)** AO2	900 **(1)** AO2
Rent of premises	9 000 **(1)** AO2	14 000 **(1)** AO2	2 000 **(1)** AO2
Telephone and broadband	600 **(1)** AO2	400 **(1)** AO2	3 000 **(1)** AO2
Wages	19 500 **(1)** AO1	35 800 **(1)** AO1	28 000 **(1)** AO1
	(69 620)	(122 270)	(104 060)
Departmental profit/(loss)	(17 420)	55 330	25 940 **(1OF)** AO1+W

(43)

(b) AO1 (1), AO2 (1), AO3 (5), AO4 (5)

Arguments in favour of closing the sales showroom and selling on-line

.
The sales showroom is currently making a loss. Closure may reduce the loss and improve total profits.

Renting the sales showroom to another retailer will bring in a rental income stream.
Fewer departments for management to manage and therefore they can concentrate on repairs and on-line sales.
On-line sales already represent nearly 50% of his business and is a growing trend

Arguments against closing the sales showroom and selling on-line

The apportionments of expenses are only estimates and therefore may be inaccurate.
Closure of the sales showroom will mean that the fixed overhead costs will need to be borne by the other two departments.
Loss of customers who prefer shop in person rather than online.
The business will lose the advantage of offering a complementary service. If no local sales the work of the workshop may be reduced.
Sales returns are high with on-line sales, and these levels will further increase if that side of the business is expanded.
Possible social accounting issues: loss to community – services and employment

Decision
Candidates may conclude that it is better to/or not to close the sales showroom.
Candidates' conclusion should be supported by an appropriate rationale.

Level	Mark	Descriptor
	0	A completely incorrect response.
Level 1	1-3	Isolated elements of knowledge and understanding recall based. Weak or no relevant application to the scenario set. Generic assertions may be present.
Level 2	4 - 6	Elements of knowledge and understanding, which are applied to the scenario. Chains of reasoning are present, but may be incomplete or invalid. A generic or superficial assessment is present.
Level 3	7 - 9	Accurate and thorough understanding, supported throughout by relevant application to the scenario. Some analytical perspectives are present, with developed chains of reasoning, showing causes and/or effects. An attempt at an assessment is presented, using financial and non-financial information, in an appropriate format and communicates reasoned explanations
Level 4	10 - 12	Accurate and thorough knowledge and understanding, supported throughout by relevant and effective application to the scenario. A coherent and logical chain of reasoning, showing causes and effects. Assessment is balanced, wide ranging and well contextualised using financial and non-financial information and makes informed recommendations and decisions.

(12)

Q1	Total marks	55

2 (a) AO1(5)
AO1: Five marks for naming the type of error

(1) Omission
(2) Reversal
(3) Compensation/Omission

(4) Principle
(5) Original entry

(1) AO1 x 5 **(5)**

(b) AO1:(9) AO2(7):
AO1: Nine marks for number and no effect and revised profit balance
AO2: Seven marks for calculating number and orientation

Sheila
Revised profit for the year ended 31 December 2025

	£	**£**	**£**
Draft profit			16 540
	Increase	Decrease	
(1) Invoice for purchases		900	
(2) Equipment maintenance		1 500	
(3) Discount	No	Effect	
(4) Motor vehicle purchase £8 000	6 400		
Depreciation 20% -£1 600			
(5) Purchases transfer		360	
(6) Depreciation of equipment	1 350		
(7) Rates refund	340		
(8) Irrecoverable debt		2 800	
	8 090	5 560	
Revised profit for the year			19 070

1 mark for the number (1) AO1 x 7 **and 1 mark for the orientation (1)** AO2 x7
1 mark for 'No effect' (1) AO1 Item 3 **& 1 mark for revised profit (1 o/f)** AO1

(c) AO1:(5) AO2(17)
AO1: Five marks for recording given balances
AO2: Seventeen marks for using account balances and final net figure

Sheila
Statement of Financial Position at 31 December 2025

	Cost	**Accumulated depreciation**	**Carrying value**
	£	**£**	**£**

Non-current assets			
Motor vehicles	25 000 **(1)** AO2	(5 000) **(1)** AO2	20 000 **(1of)** AO1
Equipment	13 000	(9 250) **(1)** AO2	3 750 **(1)** AO2
	38 000	(14 250)	23 750 **(1of)** AO1
Current assets			
Inventory		16 190 **(1)** AO1	
Trade receivables less	11 400		
Irrecoverable debt	(4 000)		
	7 400 **[1]**		
Allowance for irrecoverable debts	(600) **[1]**		
		6 800 **(2)** AO2	
Other receivables			
1 400 **[1]** + 2 000 **[1]** + 500 **[1]**		3 900 **(3)** AO2	
Cash and bank		3 340 **(3)** AO2	
3 300 – 1 500 **[1]** + 340 **[1]** +1 200 **[1]**			30 230
Total assets			53 980
Capital		25 000	
Profit for the year		19 070**(1of)** AO1	
		44 070	
Drawings		(11 000)	
			33 070 **(1of)** AO2
Non-current liabilities			
6% bank loan			10 000 **(1)** AO1+ both Ws
Current liabilities			
Trade payables 7 500 + 900 **[1]** +360 **[1]**		8 760 **(2)** AO2	
Other payables		2 150 **(2)** AO2	
300**[1]** + 1 850**[1]**			10 910
Capital and liabilities			53 980

(22)

(d) AO1 (1), AO2 (1), AO3 (5), AO4 (5)

Arguments in favour of investing in ICT

The number of errors should be reduced as the computer will always carry out the double entry using the correct accounts.
Speed and accuracy of processing.
There will be other benefits such as the speed with which reconciliations and final accounts can be produced.
Up to date information on client or expense accounts will be available enabling better management to take place.
Greater security of information through restricted access to data and the use of passwords.

Arguments against investing in ICT

Not all errors will be eliminated as errors due to operator errors will still exist.
There will need to be considerable retraining of staff which will be time consuming and costly.
Computer hardware will need to be purchased together with an appropriate software package this will be costly to purchase initially and to maintain.
Risks of breakdowns, hacking and downloading malware.

Decision
Candidates may conclude that it is better to/or not to invest in Information Communication Technology (ICT). Candidates' conclusion should be supported by an appropriate rationale.

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	0	A completely incorrect response.
Level 1	1-3	Isolated elements of knowledge and understanding recall based. Weak or no relevant application to the scenario set. Generic assertions may be present.
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Level 3	7 - 9	Accurate and thorough understanding, supported throughout by relevant application to the scenario. Some analytical perspectives are present, with developed chains of reasoning, showing causes and/or effects. An attempt at an assessment is presented, using financial and non-financial information, in an appropriate format and communicates reasoned explanations
Level 4	10 - 12	Accurate and thorough knowledge and understanding, supported throughout by relevant and effective application to the scenario. A coherent and logical chain of reasoning, showing causes and effects. Assessment is balanced, wide ranging and well contextualised using financial and non-financial information and makes informed recommendations and decisions.

(12)

Q2	**Total marks**	**55**

3 (a)(i) AO1:(2)
AO1: Two marks for explaining the term

All **assets and expenses** are recorded in the ledger accounts **(1)** AO1 at the **actual cost paid** at the time of the transaction **(1)** AO1

(2)

(ii) AO1:(2)
AO1: Two marks for explaining the term

Profit/Revenue is only regarded as being earned/recognised when the **legal title of goods or services (1)** AO1 **passes from the seller to the buyer (1)** AO1.

(2)

(b) AO1:(1) AO2(7):AO3(3)
AO1: One mark for recording given balances
AO2: Seven marks for correctly posting entry
AO3: Three marks for contra, cheque dishonoured and correct closing debit balance

Trade Receivables Ledger Control Account

Date	Details	£	Date	Details	£
2025			2025		
1 Nov	Balance b/d	9 800	1 Nov	Balance b/d	650 (1) AO1 Both
	Sales	11 580 **(1)** AO2		Bank	10 100 **(1)** AO2
	Interest – (received/charged)	600 **(1)** AO2		Contra	450 **(1)** AO3
	Bank	210 **(1)** AO2		Discount allowed	300 **(1)** AO2
	Bank	800 **(1)** AO3		Irrecoverable debt	720 **(1)** AO2
				Sales returns	970 **(1)** AO2
30 Nov	Balance c/d	180	30 Nov	Balance c/d	9 980
		23 170			23 170
1 Dec	Balance b/d	9 980 **(1of)** AO3	1 Dec	Balance b/d	180

(11)

(c) AO1:(1) AO2(3)
AO1: One mark for totalling allowance
AO2: Three marks for calculating allowance

Age	Debt (£)	%	Allowance (£)
Two months to three months	3 500	3	105 **(1)** AO2
Three months to four months	1 700	15	255 **(1)** AO2
Four months plus	800	40	320 **(1)** AO2
Total			680 **(1of)** AO1

(4)

(d) AO1:(3) AO2(2)
AO1: Two marks for recording given balances
AO2: Three marks for using account balances and final net figure

Statement of Financial Position (extract) at 30 November **2025**

Current Assets	**£**
Trade receivables- Debit	9 980 **(1of)** AO1
Credit	(180) **(1)** AO1
	9 800 **(1of)** AO2
Less	
Allowance for irrecoverable debts	(680) **(1of)** AO2
	9 120 **(1of)** AO1

Alternative

Due to variances in texts.

The trade receivables credit entry of £180 if shown clearly under a **Current Liabilities label** will be worth **(1)** AO1

(5)

(e) AO2 (1), AO3 (2), AO4 (3)

Points in favour of preparing control accounts
Can check for accuracy in the ledger.
Can deter fraud due to separation of duties
Can provide totals to aid preparation of financial statements.
Acts as an aid to management decision-making

Points against preparing control accounts
They are time consuming to prepare.
Generally, requires separation of duties and be prepared by a second person.
The accounts may still contain errors.

Decision
Candidates may conclude that control accounts should, or should not, be prepared.
The decision must be supported by an appropriate rationale.

(6)

Level	Mark	Descriptor
	0	A completely incorrect response.
Level 1	1-2	Isolated elements of knowledge and understanding which are recall based. Generic assertions may be present. Weak or no relevant application to the scenario set.
Level 2	3-4	Elements of knowledge and understanding, which are applied to the scenario. Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision.
Level 3	5-6	Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made.

Q3	Total marks	30

4 (a) AO1:(2)
AO1: Two marks for explaining the term

The ability to **convert assets into sufficient cash (1)** AO1 to **meet everyday commitments. (1)** AO1
OR
The ability to **meet short term debts (1)** AO1 when they **fall due. (1)** AO1

(2)

(b) AO2:(2)
AO2: Two marks for using account balances and final net figure

Current assets Current liabilities	80 000 + 35 000 60 000 + 5 000 **(1)** AO2	1.77:1 **(1)** AO2

(2)

(c) AO1:(5) AO2(8):AO3(3)
AO1: Five marks for recording bank transactions
AO2: Eight marks for recording inventory, non-current assets and trade receivables
AO3: Three marks for calculating trade payables

	Balance 30 November 2025	**Workings**	**Balance 31 December 2025**
	£	**£**	**£**
Bank	5 000 Cr	(40 000) **[1]** (25 000) **[1]** (45 000) **[1]** 95 000 **[1]**	20 000 Cr **(5)** AO1
Inventory	80 000	(50 000) **[1]** 35 000 **[1]**	65 000 **(3)** AO2
Non-current assets	70 000	25 000 **[1]**	95 000 **(2)** AO2
Trade payables	60 000	35 000 **[1]** (45 000) **[1]**	50 000 **(3)** AO3
Trade receivables	35 000	90 000 **[1]** (95 000) **[1]**	30 000 **(3)** AO2

(16)

(d) AO2(2)
AO2: Two marks for using category totals to determine ratio

Current assets – inventory Current liabilities	30 000 **(1of)** AO2 50 000 (of) + 20 000 (of)	0.43:1 **(1of)**AO2

(2)

(e) AO1:(2)
AO1: Two marks for stating alternative methods

Obtain **a long-term** loan
Sell underused or obsolete non-current assets
Reduce inventory by reducing purchases or sales promotions/ price reductions
Improve credit control and speed up cash receipts from trade receivables.
Reduce expenses by a tight control on those which are paid.
Offer cash discount to trade receivables
.

(1) AO1 x 2 **(2)**

(f) AO2 (1), AO3 (2), AO4 (3)

Points in favour of payment for non-current assets by cheque

The non-current asset immediately transfers to the ownership of Suranga.
There will be no interest or other additional charges on the purchase.

Points against payment for non-current assets by cheque

The purchase reduces the bank balance and negatively impacts on the liquidity.
Other options could have not impacted on the liquidity straight away e.g hire purchases, credit, leaseback.
As there is an overdraft, interest charges will be incurred.

Decision

Candidates may conclude that payment by cheque should, or should not, be prepared. The decision must be supported by an appropriate rationale.

(6)

Level	Mark	Descriptor
	0	A completely incorrect response.
Level 1	1-2	Isolated elements of knowledge and understanding which are recall based. Generic assertions may be present. Weak or no relevant application to the scenario set.
Level 2	3-4	Elements of knowledge and understanding, which are applied to the scenario. Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision.
Level 3	5-6	Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made.

Q4	Total marks	30

5(a) (i)AO1:(2)
AO1: Two marks for explaining the term

It Is a method of calculating the value of inventory which **is issued or still remaining (1)** AO1 **after each transaction. (1)** AO1

(2)

(ii) AO1:(2)
AO1: Two marks for explaining the term

Where goods are **transferred from manufacturing containing a profit** on manufacture. That profit cannot be **realised/recognised (1)** AO1 **until that inventory is sold** to the customer. **(1)** AO1

(2)

(b) AO1:(1) AO2(6)
AO1: One mark for establishing total
AO2: Six marks for calculating the entry

Week	**Receipts**	**Issues to production**		**Balance**
	(number and unit cost)	Issues (number and unit cost)	Total value (£)	(number and unit cost)
				350 @ £5
1	700 @ £7	250 @ £5	£1 250 **(1)** AO2	100 @ £5 700 @ £7
2	0	100 @ £5 250 @ £7	£500 **(1)** AO2 £1 750 **(1)** AO2	450 @ £7
3	400 @ £8.4	300 @ £7	£2 100 **(1)** AO2	150 @ £7 400 @ £8.4
4	200 @ £9	150 @ £7 150 @ £8.4	£1 050 **(1)** AO2 £1 260 **(1)** AO2	250 @ £8.4 200 @ £9
Cost of raw materials consumed			£7 910 **(1of)** AO1	

(7)

(c)(i) AO2(1):AO3(1)
AO2: One mark for using data to calculate total hours
AO3: One mark for calculating the total production hours used

Production hours used
1 200 chairs x 1.75 hours = 2 100 **(1)** AO2 + 200 = 2 300 hours **(1)** AO3

(2)

(ii) AO2(4):AO3(2)
AO2: Four marks for calculating the bonus and total cost
AO3: Two marks for calculating standard hours and overtime

		£
Direct labour cost		
Standard hours	1 920 hours **(1)** AO2 at £6 per hour =	11 520 **(1)** AO3
Overtime	380 hours **(1of)** AO2 at £8 per hour =	3 040 **(1of)** AO3
	2 300 hours (of)	
Bonus	1 200 x £3 =	3 600 **(1)** AO2
Total direct		18 160 **(1of)** AO2

(6)

(d) AO1:(4) AO2(1)
AO1: Four marks for recording previously calculated balances
AO2: One mark for calculating direct expenses

Blagdon Manufacturing
Manufacturing Account (extract) for the year ended 31 December 2025

	£	£
Cost of raw materials consumed		7 910 **(1of)** AO1
Direct labour		18 160 **(1of)** AO1
Direct expenses/Other costs		2 030 **(1)** AO2
PRIME COST (1) AO1		28 100 **(1of)** AO1

(5)

(e) AO2 (1), AO3 (2), AO4 (3)

Points in favour of retaining bonus payment
Production workers will work harder and apply themselves for longer.
Chairs will be produced quicker. Cost of each garden chair may be lower.
Profit may be higher.

Points against retaining bonus payment
The bonus payment is not linked to quality. Chairs requiring additional work to achieve the quality standard also gain the £3 bonus just the same as chairs that meet the quality standard.
Quality supervision needs introducing and this will be expensive.

Decision
Candidates may conclude that the bonus payment should or should not be retained. The decision must be supported by an appropriate rationale.

(6)

Level	Mark	Descriptor
	0	A completely incorrect response.
Level 1	1-2	Isolated elements of knowledge and understanding which are recall based. Generic assertions may be present. Weak or no relevant application to the scenario set.
Level 2	3-4	Elements of knowledge and understanding, which are applied to the scenario. Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision.
Level 3	5-6	Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made.

Q5	Total marks	30

6 (a) **AO1:(2)**
AO1: Two marks for explaining the opening balance

The credit entry at the end of the year means that some expense had been **incurred in the previous year (1)** AO1 but had **not been paid for** in that year. **(1)** AO1

(2)

(b)(i) AO1:(2)
AO1: Two marks for explaining the meaning of going concern

The going concern concept assumes that a business will **continue into the future (1)** AO1 and therefore the cost of non-current assets that will last for many years can be **assigned to those future years. (1)** AO1

(2)

(ii) AO1:(2)
AO1: Two marks for explaining the meaning of consistency

Once a method of depreciation has been chosen (1) AO1 it should be applied consistently to **future accounting periods (1)** AO1 unless there is a good reason to change that method.

(2)

(c) AO1:(3) AO2(10):AO3(2)
AO1: Three marks for recording given balances and correct descriptions
AO2: Ten marks for posting correct entries
AO3: Two marks for calculating correct closing balance or income statement transfer

(i)

Delivery Vehicles Account

Date	Details	£	Date	Details	£
2025			2025		
1 Jan	Balance b/d	90 000	30 Mar	Disposal **(1)** AO2	16 000 **(1)** AO2
1 April	Bank	20 000 **(1)** AO2+W	31 Dec	Balance b/d	94 000
		110 000			110 000
2026					
1 Jan	Balance b/d	94 000 **(1)** AO2			

(4)

(ii)

Delivery Vehicles – Provision for Depreciation Account

Date	Details	£	Date	Details	£
2025			2025		
30 Mar	Disposal **(1)** AO2	7 000 **(1)** AO2	1 Jan	Balance b/d	55 000
31 Dec	Balance c/d	59 500	31 Dec	Income statement **(1)** AO1	11 500 **(1)** AO2
		66 500			66 500
2026			2026		
			1 Jan	Balance b/d	59 500 **(1)** AO3

(5)

Working

Depreciation £94 000 – 48 000 (55 000 – 7 000) = 46 000 x 25% = 11 500

(iii)

Delivery Vehicles- maintenance and running expenses Account

Date	Details	£	Date	Details	£
2025			2025		
	Oak Tree Garage	11 975 **(1)** AO2+W	1 Jan	Balance b/d	3 100
	Bank	6 200 **(1)** AO2+W	31 Dec	Income statement **(1)** AO1	22 225 **(1)** AO3
	Super Petroleum	8 850 **(1)** AO2+W		Balance c/d	1 700
		27 025			27 025
2026			2026		
1 Jan	Balance b/d	1 700 **(1)** AO1			

(6)

(d) AO2(2):AO3(1)
AO2: Two marks for using transfers from ledger accounts
AO3: One mark for calculating the loss on the sale

Statement of Profit or Loss and Other Comprehensive Income (Extract)
for the year ended 31 December 2025

	£
Expenses	
Loss on sale of delivery lorry/Disposal	1 500 **(1)** AO3
Delivery vehicles depreciation	11 500 **(1of)** AO2
Maintenance and running expenses	22 225 **(1of)** AO2

(3)

(e) AO2 (1), AO3 (2), AO4 (3)

Points in favour of reducing balance
Delivery vehicles tend to depreciate faster in the early years of ownership and therefore higher depreciation in the early years would seem appropriate.
The delivery vehicles recorded in the statement of financial position would be closer to the resale/market value of the non-current asset as more depreciation is written off in the early years.
When increasing repair costs are added to decreasing depreciation this will mean that the total cost of ownership will 'level out' to a similar total cost of ownership.

Points against reducing balance
The delivery vehicles will give the same benefit to the business in the early years of ownership as the later years of ownership, but the depreciation charge to the benefit received does vary from year to year.
More difficult to determine the rate (percentage) of depreciation required.

Decision
Candidates may conclude that reducing balance should, or should not, be used.
The decision must be supported by an appropriate rationale.

(6)

Level	Mark	Descriptor
	0	A completely incorrect response.
Level 1	1-2	Isolated elements of knowledge and understanding which are recall based. Generic assertions may be present. Weak or no relevant application to the scenario set.
Level 2	3-4	Elements of knowledge and understanding, which are applied to the scenario. Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision.
Level 3	5-6	Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made.

Q6	Total marks	30