GradeMax



Mark Scheme (Results)

January 2015

Pearson Edexcel IAL
WEC01
Paper 01 Markets in action

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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.

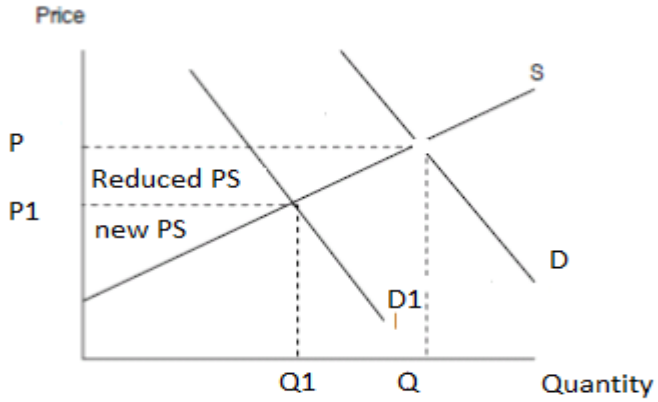
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

Section A: Supported multiple choice

NB: Candidates may achieve up to 3 explanation marks even if the incorrect option is selected.

NB: Candidates may achieve up to 3 marks for explaining three incorrect options (provided three different reasons are offered and each option key is clearly rejected).

Question Number	Answer	Mark
1	**Answer B (1 mark)** **Explanation (up to 3 marks)** • Definition of a mixed economy- combines free market and government intervention where necessary**(1)** • Definition of a free market economy- where economic decisions are made by the price mechanism and there is no/minimal government intervention **(1)** • Definition of market failure- where market forces lead to an inefficient allocation of resources **(1)** **Maximum 2 marks for definitions** • Application: free market economy is likely to lead to market failure e.g. under provision of public goods/ merit goods/ positive externalities/ over consumption of demerit goods/ negative externalities**(1)** • Examples of public goods/ merit goods/ positive externalities/ over consumption of demerit goods/ negative externalities **(1)** **Rejection marks** • Option A: governments are likely to have imperfect information as firms are reluctant to make all information available/ firms have more information about their markets than their government meaning imperfect information. **(1)** • Option C: incorrect because with public goods the market would not allocate enough of the product due to the free rider problem/ with demerit goods there would be overconsumption **(1)** • Option D: mixed economies do experience market failure for example external costs exist which lead to an overconsumption of these goods. **(1)**	**(4)**

Question Number	Answer	Mark
2	**Answer D (1 mark)** **Explanation (up to 3 marks)** • Definition of a producer surplus- the difference between price customers are willing to pay and the price they actually pay/ profit for producers **(1)** • Definition of substitute- product with positive XED/ closely related goods that consumers can switch consumption between/ when the price of good A increases the quantity demand of good B would increase **(1)** • Application: customers could choose between cereals or fruit and yoghurt as they are alternative options for breakfast **(1)** • Application: when consumers switch to fruit and yoghurts their demand for cereals will fall **(1)** • This fall in demand leads to a lower price and output and producer surplus will fall (may be shown diagrammatically) **(1)** • DIAGRAM **(up to 2)** - Shift in demand **(1)** - Producer surplus identifying original and new/ or identifying the reduction **(1)**  **Rejection marks** • Option A: Incorrect because an advertising campaign will increase demand for cereals and higher demand will lead to increased producer surplus **(1)** • Option B: a subsidy will increase supply and this is likely to result in increased producer surplus **(1)** • Option C: Reducing the size of indirect taxation will shift supply right and again is more likely to increase rather than decrease producer surplus. **(1)**	**(4)**

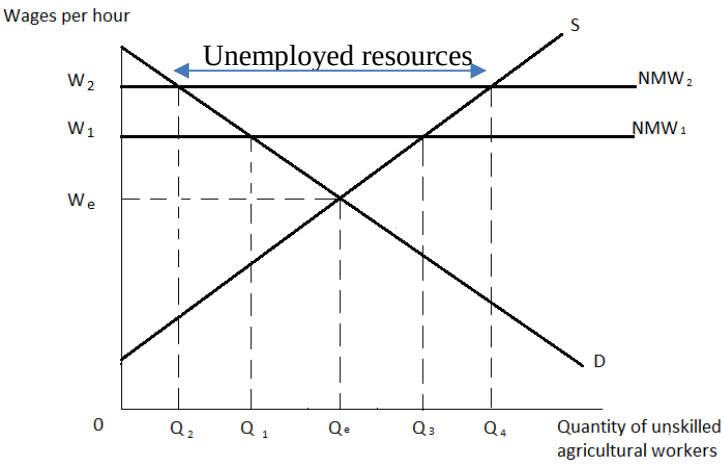
Question Number	Mark	Mark
3	**Answer A (1 mark)** • Definition of imperfect information- where people have inaccurate/ incomplete/ uncertain or misunderstand data **(1)** • OR Accept asymmetric information where they refer to have inferior knowledge **(1)** • How is this a market failure- too little of a service is being consumed compared to the socially optimal level of output **(1)** • Application- people are not fully appreciating the likely cost of an accident or injury- £1610 **(1)** • So resources are misallocated away from travel insurance to other activities like ski equipment or meals on holiday **(1)** **Rejection marks** • Option B: Incorrect as a decrease in indirect tax on travel insurance would increase the supply and see an extension of demand **(1)** • Option C: opportunity cost is the next best alternative forgone and if a person buys travel insurance they cannot then use that money on ski equipment. **(1)** • Option D: incorrect as if symmetric information was available people would see the risks of being uninsured- e.g. £1610 average cost causing more to buy travel insurance **(1)**	**(4)**

Question Number	Answer	Mark
4	**Answer B (1 mark)** **Explanation (up to 3 marks)** • Definition of public goods- goods that are non-excludable and non-rival **(1)** • Example of public goods- street lights/ lighthouses/defence **(1)** • **DO NOT AWARD Quasi-public goods** • Application- explain the free rider problem- where it is difficult to exclude consumers and they will consume the product without paying for it **(1)** • This means the private sector is unlikely to provide the goods as it is difficult to get people to pay **(1)** • Therefore production of these goods become unprofitable to produce **(1)** • This means governments have to find funds for their production and this is the role of RPGI **(1)** • Public goods example of market failure as inefficient allocation of resources- underprovided. **(1)** **Rejection marks** • Option A: incorrect because public goods are non-excludable so when provided you cannot stop consumers benefiting from them **(1)** • Option C: public goods are non-rivalrous where the consumption by one person does not affect the consumption by another. **(1)** • Option D: the governments of Latin America and the Caribbean will make these products available to all **(1)** Be careful not to double award if using same mark to rejection or explaining the correct answer	**(4)**

Question Number	Answer	Mark
5	**Answer C (1 mark)** **Explanation (up to 3 marks)** • Definition of buffer stock- where governments will intervene in the market to keep the price between a minimum and maximum level / buying when a surplus and selling when there is a shortage **(1)** • This may be to stabilise prices/ incomes for farmers in Ghana **(1)** • Application: the harvest of soya beans in 2014 sees a decrease in supply compared to 2013 **(1)** • The new market equilibrium would see the price rise to P_3/ quantity fall to Q_3 **(1)** • P_3 is above P_2 which is the maximum price the government will allow so the government will intervene in the market/ price is now above ceiling/ maximum price **(1)** • NAFCO will increase supply to the market by selling from their stockpile **(1)** • This will reduce the price back down to P_2/ increase quantity to Q_2 **(1)** • Diagrams annotated showing that the equilibrium after intervention will move from M to L **(1)** • identifying the quantity of stock released from government stockpile (KL) or (Q3Q2). (This will often be annotated by the candidate) **(1)** • identifying agency revenue from the sale of stock (KLQ2Q3). (This will often be annotated by the candidate) **(1)** **Rejection marks** • Option A: incorrect because the price is above the maximum price so to reduce the price the government will be selling soya beans and depleting its stockpile **(1)** • Option B: incorrect because the price will rise to P_3/ the shift to P_1 would have happened had there been a good harvest/ increase in supply.**(1)** • Option D: excess supply occurs when supply is greater than demand and in this case there is an equilibrium at M **(1)** Do not double award	**(4)**

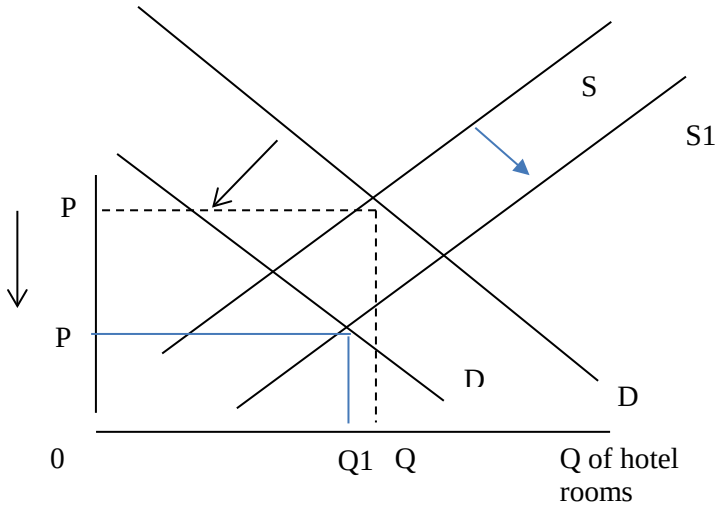
Question Number	Answer	Mark
6	**Answer D (1 mark)** **Explanation (up to 3 marks)** • Definition or formula for PED- responsiveness of Quantity Demanded to a change in Price • OR %ΔQD÷ %ΔP**(1)** No marks for definition or formula for YED • PED is inelastic as PED between 0 and -1 **(1)** • As the price of cigarettes in Argentina decrease the demand will rise due to the law of demand/ as elasticity is negative **(1)** • If price decreased10% quantity demanded would rise 3.1% **Rejection marks** • Option A: incorrect as an increase in consumer income will lead to a less than proportionate increase in demand for cigarettes as it is inelastic **(1)** • Option B: Incorrect as a decrease in consumer incomes will lead to a less than proportionate fall in demand as this is a normal good **(1)** • Option C: incorrect as an increase in the price of cigarettes will lead to a less than proportionate fall in demand for cigarettes due to law of demand/ elasticity is negative **(1)**	**(4)**

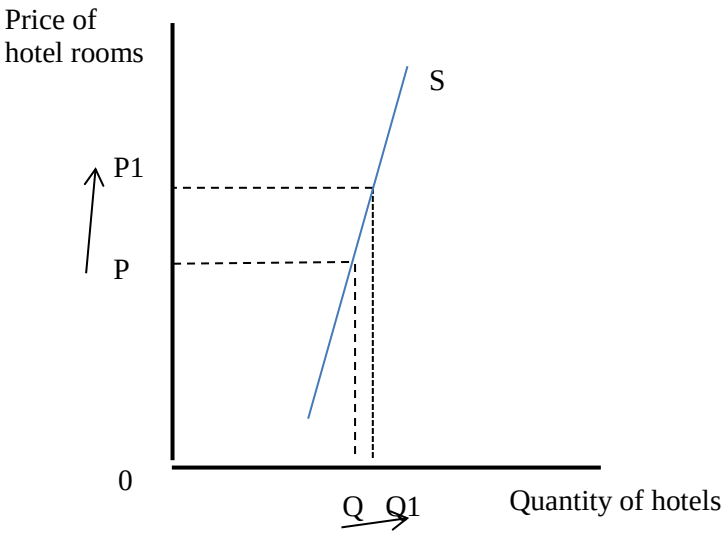
Question Number	Answer	Mark
Q7	**Answer A (1 mark)** **Explanation (up to 3 marks)** • Definition of occupational immobility of labour- where people find it difficult to move between occupations/ accept occupational mobility **OR** geographical immobility - where people find it difficult to move between locations for employment **(1)** • mismatch is where the skills required by business do not match those offered by customers **(1)** • e.g. firms may require welders but the skills of the available workforce are in plumbing making • this makes it difficult to move between jobs **(1)** • with 3.9million job vacancies whilst having 11.3 million unemployed shows that those without employment are not likely to have the skills to fill the vacancies **(up to 2)** • candidate may suggest other causes of the job vacancies being unfilled e.g. search time involved to find work **(1)** • some parts of the USA may have lots of vacancies e.g. for steel workers and other states may have lots of unemployed steel workers who are unwilling to move **(1)** **Rejection marks** • Option B Government subsidies should reduce geographical immobility. This would reduce the size of the mismatch **(1)** • Option C The government providing training programmes to reduce immobility is a solution since training schemes will increase skills making it easier for people to fill the vacancies **(1)** • Option D The unemployed possessing the necessary skills would easily transfer between jobs that are available meaning labour is mobile **(1)**	**(4)**

Question Number	Answer	Mark
8	**Answer B (1 mark)** **Explanation (up to 3 marks)** • Definition of minimum wage- the legal minimum amount which labour must be paid at or above/ floor wage **(1)** • Minimum wage rising 10% will cause an extension of supply by labour to benefit from higher wages **(1)** /Quantity Supplied of labour rises from Q_3 to Q_4 • Firms will find employing staff more expensive hence they will employ a lower quantity, Q_1 falls to Q_2 **(1)** • Unemployed resources equal Q_4-Q_2 **(1)** as people are willing and able to work at the higher wage but unable to find suitable employment • Old unemployment rate was Q_3-Q_1 **(1)** • Diagram annotated to show unemployment/ excess supply of labour  **Rejection marks** • Option A: this will cause the demand for labour to contract as wages and therefore costs are now higher **(1)** • Option C it will decrease the number employed as unskilled agricultural workers from Q_1 to Q_2 **(1)** • Option D: there is greater surplus not a shortage of unskilled agricultural workers **(1)** • Do NOT Double Award	**(4)**

Section B: Data response

NB: KAA marks relates to those awarded for AO1, AO2 and AO3
NB: Evaluation marks relates to those awarded for AO4

Question Number	Answer	Mark
9(a)	**Knowledge, Application and Analysis (up to 6 marks)** • Explicit reference to Extract 1 (eg Rs 7,989 2007-08 falls to Rs 6,214 2012-13) **(1)** • An increase in supply Because: o Built hotels/ 12,782 new rooms **(1)** • A decrease in demand (up to 2 marks) because : o Falling incomes **(1)** o Occupancy falling 71.5 to 58.3% **(1)** o business and leisure travellers, both domestic and international, are less willing and able to stay in hotels **(1)** Diagrammatic analysis which shows: • original S and D **(1)** • a shift to the left of the demand curve **(1)** • a shift to the right of the supply curve **(1)** • original and new equilibrium price and quantity **(1)**  **NB: Award a maximum of 4 marks if no diagram. Award a maximum of 5 if supply or demand not shifted**	**(6)**

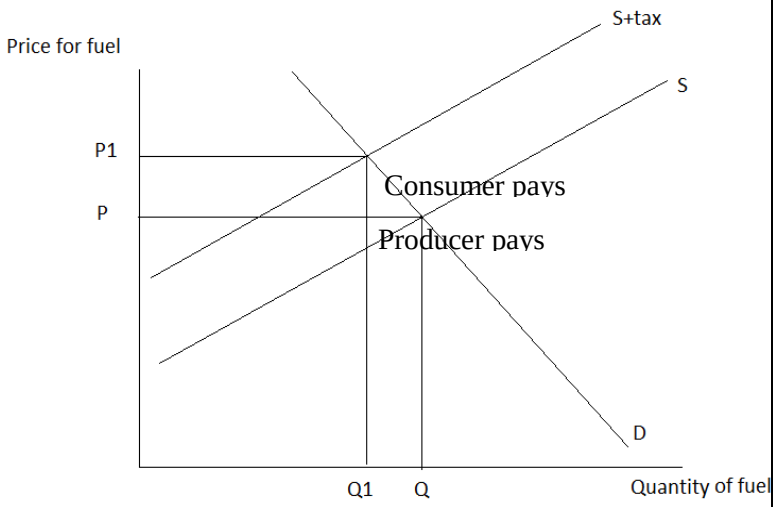
Question Number	Answer	Mark
9(b)		
Knowledge, Application and Analysis – Indicative content		
	• Definition Inelastic supply- (where quantity supplied is less responsive than the changes in price) elastic supply (where quantity supplied is more responsive than the changes in price) PES **(1)** • PES likely to be <1 **(1)** • May be presented diagrammatically **(1)** • Supply is price inelastic since at least one factor input is fixed in the short run **(1)** • It takes time to build hotels as various types of workers required in production process **(1)** • it will vary over time from price inelastic to elastic **(1)** In the long run the number of hotel rooms can increase as builders have more time to organise factors of production **(up to 2 marks)** • Spare capacity so if price rose supply of rooms could change quickly so elastic **(1)**  	**(4)**

Question Number	Answer	Mark
9(c)		**(10)**
Knowledge, Application and Analysis – Indicative content		
	• Definition/ formula for income elasticity of demand - %ΔQD/%ΔY • Application - fall in consumer incomes in India and across the developed world • Declining incomes leads to fall from 71% to 58.3% • Normal good - as income falls, quantity demanded falls/ positive YED • With lower occupancy - lower revenue • Lay off workers • Shut down/ closures of hotels • Diagram depicting normal good • Supply and demand diagram showing demand falls/ price falls/ quantity falls	

Knowledge, Application and Analysis – Level descriptors		
Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-2	Shows some awareness of the income elasticity of demand and the impact on the hotels
2	3-4	Understanding of income elasticity of demand and the impact on the hotels with some application to context.
3	5-6	Clear understanding of income elasticity of demand and the impact on the hotels with appropriate application to context.

Evaluation – Indicative content		
	• Not all hotels the same so may not have the same YED • Expansion of number of hotels shows will have been profitable- so reserves to cope with falling demand • Many hotels major chains who can cross subsidise weak demand • Short term issue- as the economy recovers it is likely the product being a normal good will be helpful • For richer small proportion of income so less impact • Magnitude- depends on size of income changes • Other factors cause reduction in demand	

Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation. or 1 evaluation point developed
2	3-4	For evaluative comments supported by relevant reasoning.

Question Number	Answer	Mark
9(d)		**(14)**
Knowledge, Application and Analysis – Indicative content		
	• Definition of indirect tax- a payment to discourage the production or consumption of a good/ hotel rooms • Reference to extract High indirect taxes are hurting the hotel sector. The government keeps increasing taxes and hotels pass it on to the guest. <u>Producers/ hotels</u> • This indirect tax increases costs for hotel rooms • Reduction in supply of hotel rooms – **this should be shown diagrammatically**  Decrease in quantity of hotel rooms (reduced occupancy) • Increase price for hotel rooms • Lower producer surplus • Incidence of tax <u>Consumers</u> • Higher price • Lower Quantity • Lower consumer surplus <u>Government</u> • Tax revenue is raised • This can be used to fund investment in infrastructure- e.g. roads **Cap 6 out of 8 if no diagram**	

Knowledge, Application and Analysis – Level descriptors		
Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-3	Shows some awareness of the impact of the introduction of an indirect tax but information presented is often irrelevant and lacks organisation. It may fail to talk about all of consumers, producers and the government. Frequent punctuation and/or grammar

		errors are likely to be present and the writing is generally unclear.
2	4-6	Understanding of the impact of the introduction of an indirect tax in the context of the hotel market. This will be supported by an accurately labelled diagram. Reference will be made to consumers, producers and the government although not all will be in detail. Material is presented with some relevance but there are likely to be passages which lack proper organisation. Punctuation and/or grammar errors are likely to be present which affect the clarity and coherence.
3	7-8	Clear understanding of the impact of the introduction of an indirect tax in the context of the hotel market. This will be supported by an accurately labelled diagram which is explained and applied effectively. Candidates will look in detail at consumers, producers and the government. Material is presented in a relevant and logical way. Some punctuation and/or grammar errors may be found, but the writing has overall clarity and coherence.
Evaluation – Indicative content		
	• Magnitude of indirect tax – high indirect taxes/ government keeps increasing • Time period: short term people continue to use but long term substitute to alternative countries/ caravans • Discussion of incidence, depends on elasticity of demand • unofficial / unregulated accommodation arises- government loses revenue/ consumers receive lower quality/ official hotels suffer lower sales • Incidence of tax- inelastic consumer/ elastic producer	
Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation
2	3-4	For evaluative comments supported by some reasoning and application to context.
3	5-6	For evaluative comments supported by relevant reasoning and clear application to context.

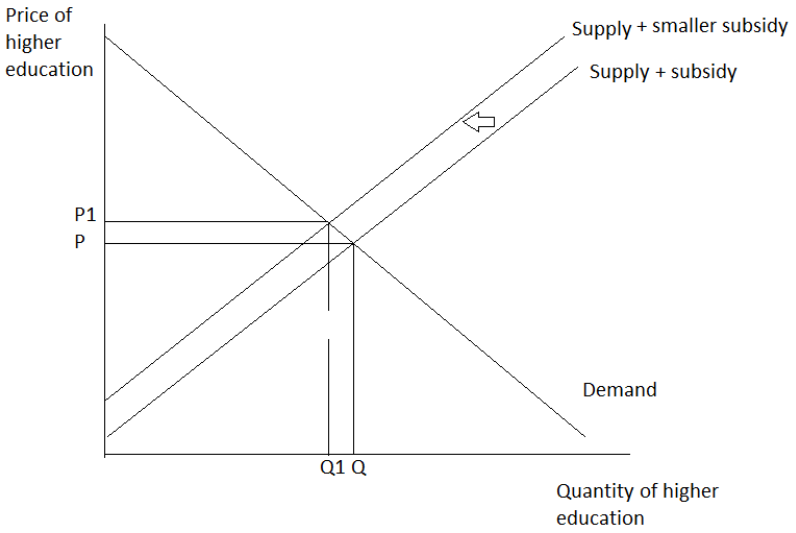
Question Number	Answer	Mark
9(e)		**(14)**
Knowledge, Application and Analysis – Indicative content		
	• Definition of regulation- rules that are set to control or limit the production of goods/ services • Reduced regulation- tourists can enter the country more easily as they can arrange their visas upon arrival. • If it is easier to get in to India this may encourage more tourists • 29% increase in tourists when 11 countries allowed- with 40 now greater impact • May help fill some of the spare 41.7% capacity • More tourists- benefits hotels- producer surplus/ profit • More tourists- benefit government in terms of tax revenue • External costs may emerge- increased numbers lead to pollution/ congestion • External benefits greater benefiting retailers/ entertainments/ attractions	

Knowledge, Application and Analysis – Level descriptors		
Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-3	Shows some awareness of regulation. Material presented is often irrelevant and lacks organisation. Frequent punctuation and/or grammar errors are likely to be present and the writing is generally unclear.
2	4-6	Understanding of regulation in the context of tourism. This may be supported by an accurately labelled diagram. Material is presented with some relevance but there are likely to be passages which lack proper organisation. Punctuation and/or grammar errors are likely to be present which affect the clarity and coherence.
3	7-8	Clear understanding of regulation in the context of tourism. This may be supported by an accurately labelled diagram which is explained and applied effectively. Material is presented in a relevant and logical way. Some punctuation and/or grammar errors may be found, but the writing has overall clarity and coherence.

Evaluation for Q9e on next page

Evaluation – Indicative content		
	• Magnitude- provide a significant number of tourists to India • 11 countries saw 29% increase- another 40 countries could be significant • Still paperwork when arriving- may delay entry in to the country • Time lag- before people realise that entry restrictions have been relaxed	

Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation
2	3-4	For evaluative comments supported by some reasoning and application to context.
3	5-6	For evaluative comments supported by relevant reasoning and clear application to context.

Question Number	Answer	Mark
10(a)	**Knowledge, Application and Analysis (up to 6 marks)** • Definition of subsidy- a payment made by government to encourage the production/ consumption of a good/ service **(1)** • Reducing the size of a subsidy will increase costs to universities and see supply shift left **(1)** • Link to affordability/ other relevant arguments **(1)** • May be presented diagrammatically: o Supply and Demand **(1)** o Showing leftward shift with reduced subsidy **(1)** o Lower quantity/Student numbers will fall **(1)** and higher price identified/Student fees will rise **(1)**  	**(6)**

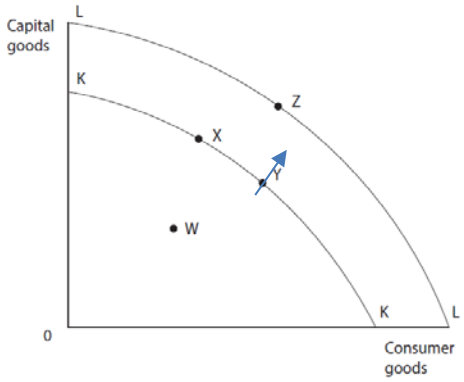
Question Number	Answer	Mark
10(b)		**(10)**

Knowledge, Application and Analysis – Indicative content

- Definition Production Possibility Frontier- maximum potential production given current available resources OR investment (increase in the capital stock of the economy)
- An increase in investment in research and development is likely to increase the productivity of labour/ capital
- Application: dramatically increased investments in research and higher education, outstripping the growth rate of US research and development investments by 200-400 %
- Productive potential increases and the PPF shifts out

Diagrammatic analysis which shows:

- Original PPF E.g. KK
- New PPF E.g. LL
- old and new equilibrium E.g. movement from X to Z or Y to Z
- (It is acceptable for any combination of two goods to be included)



NB: Award a maximum of 4 marks if no diagram.

Knowledge, Application and Analysis – Level descriptors

Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-2	Shows some awareness of the effect of increased investment in education / diagram may have inaccuracies
2	3-4	Understanding of the effect of increased investment in education with some application to context / at top of this level, an accurate diagram showing shift in PPF
3	5-6	Clear understanding of the effect of increased investment in education with appropriate application to context / accurate diagram showing shift in PPF.

Evaluation for Q10b on next page

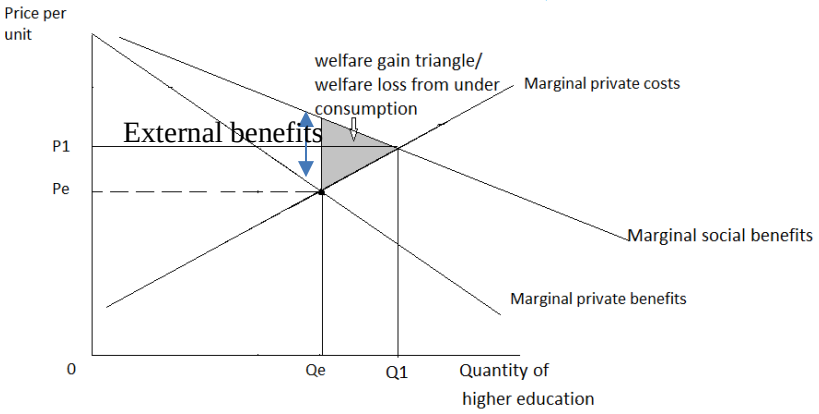
Evaluation – Indicative content		
	• Time lag- may take time for increased production potential • Magnitude of increased investment or size of shift • Magnitude- size of higher education spending important • Opportunity costs funds for education could affect health funding	

Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation.
2	3-4	For evaluative comments supported by relevant reasoning.

Question Number	Answer	Mark
10(c)		**(14)**

Knowledge, Application and Analysis – Indicative content

- Definition of external benefits- where third parties are positively affected by a transaction/ where social benefits exceed private benefits
- Identification of external benefits: Firms benefit from a more productive workforce/ the voluntary sector can support more people/health services are put under less pressure/increased tax revenue for governments/ less is spent on income support programmes.
- Accept the following only as private benefits AND NOT external benefits e.g. 65% higher earnings over working life/ $21 000 more, receive health insurance and pension benefits, report higher levels of job satisfaction/ less likely to smoke or be obese.
- Diagrammatic analysis
  - Market equilibrium (QE, PE) and Social Optimum (Q1, P1) – can also be written
  - Identifying welfare loss/welfare gain / identifying external benefits on diagram



Knowledge, Application and Analysis – Level descriptors

Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-3	Shows some awareness of external benefits of higher education. Material presented is often irrelevant and lacks organisation or may confuse private and external benefits. Frequent punctuation and/or grammar errors are likely to be present and the writing is generally unclear. Diagrams not offered or accurate
2	4-6	Understanding of the external benefits of higher education, with some application to context. Diagrams will be largely accurate and labelled. This will be supported by an accurately labelled diagram. Material is presented with some relevance but there are likely to be passages which lack proper organisation. Punctuation and/or grammar errors are likely to be present which affect the clarity and coherence.

3	7-8	Clear understanding of the external benefits of higher education. At the top of this level, there will be an accurately labelled diagram which is explained and applied effectively to the context. There will be an accurately labelled diagram which is explained and applied effectively to the context. Material is presented in a relevant and logical way. Some punctuation and/or grammar errors may be found, but the writing has overall clarity and coherence.

Evaluation – Indicative content		
	• Magnitude: depends on what they do- medicine degree save many lives • SR/LR: it will take time before external benefits are achieved- may take time to accumulate • Student debt/ unemployment- not achieve private or external benefits • Workers may work abroad and not benefit domestic firms	

Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation.
2	3-4	For evaluative comments supported by some reasoning and application to context.
3	5-6	For evaluative comments supported by relevant reasoning and clear application to context.

Question Number	Answer	Mark
10(d)	**Knowledge, Application and Analysis (Up to 4 marks):** • Define opportunity cost – The cost of the next best alternative **(1)** • Take up employment **(1)** People can work and earn money now rather than attend university **(1)** • Enjoy present consumption **(1)** by not acquiring debts and having to make repayment they can buy car/holidays now**(1)** • Opportunity cost of attending university has increased due to higher fees due to more student debt **(1)** • Opportunity cost of not attending university is the loss of potential higher earnings • Opportunity cost of not attending university is the increased risk of obesity **(1)** • They may draw a PPF diagram showing opportunity cost against another activity (should show movement along the curve) **(1)**	**(4)**

Question Number	Answer	Mark
10(e)		**(14)**
Knowledge, Application and Analysis – Indicative content		
	• Definition of asymmetric information- where one group has superior information to other groups. Asymmetric information does exist • Reference to extract 1- referring to more information needed- e.g. how set fees, course to offer/ how delivered • NUS- more needed on teaching arrangements, costs, complaints etc. • Likely benefits over lifetime uncertain • Hard to assess external benefits • OFT has called for more information on university undergraduate courses. Asymmetric information does not exist • Reference to Figure 1- showing lots of information about universities being made available for people to make informed decisions • Reference to extract 1- Universities UK- increased information and respond to students. • Which information- today's students are working for fewer hours, are set less work and are receiving less detailed feedback • Data on American returns to education • Chef Executive of UK universities refers to more information provided.	

Knowledge, Application and Analysis – Level descriptors		
Level	Marks	Descriptor
0	0	A completely inaccurate response.
1	1-3	Shows some awareness of asymmetric information. Material presented is often irrelevant and lacks organisation. Frequent punctuation and/or grammar errors are likely to be present and the writing is generally unclear.
2	4-6	Understanding of asymmetric information, with some application to context. Material is presented with some relevance but there are likely to be passages which lack proper organisation. Punctuation and/or grammar errors are likely to be present which affect the clarity and coherence.
3	7-8	Clear understanding of asymmetric information with effective application to context. Material is presented in a relevant and logical way. Some punctuation and/or grammar errors may be found, but the writing has overall clarity and coherence.

Evaluation for Q10e on next page

Evaluation – Indicative content		
	- Magnitude- degree of asymmetric information - Long run- more information made available - Change over time due to OFT pressure	

Evaluation – Level descriptors		
Level	Marks	Descriptor
0	0	No evaluative comments.
1	1-2	For identifying evaluative comments without explanation.
2	3-4	For evaluative comments supported by some reasoning and application to context.
3	5-6	For evaluative comments supported by relevant reasoning and clear application to context.

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