

Please write clearly in block capitals.

Centre number

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Candidate number

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Surname

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Forename(s)

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Candidate signature

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I declare this is my own work.

# INTERNATIONAL AS BUSINESS

## Unit 2: Managing Operations, Human Resources and Finance

Thursday 16 January 2025 07:00 GMT Time allowed: 1 hour 30 minutes

### Materials

For this paper you must have:

- 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 this 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                  |      |
| 3                  |      |
| 4                  |      |
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| 6                  |      |
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| 8                  |      |
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| 10                 |      |
| 11                 |      |
| 12                 |      |
| 13                 |      |
| 14                 |      |
| <b>TOTAL</b>       |      |



**Section A**Answer **all** questions in the spaces provided.Only **one** answer per question is allowed.

For each multiple-choice question completely fill in the circle alongside the appropriate answer.

CORRECT METHOD WRONG METHODS    If you want to change your answer you must cross out your original answer as shown. If you wish to return to an answer previously crossed out, ring the answer you now wish to select as shown. **0 1** Simultaneous engineering is part of the production process. It refers to the:**[1 mark]**

- A** level of capital used. 
- B** number of employees. 
- C** order of events. 
- D** skill level of employees. 

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1**0 2** Which of the following is the correct formula for calculating break-even output?**[1 mark]**

- A** Fixed costs divided by contribution per unit 
- B** Fixed costs minus contribution per unit 
- C** Fixed costs multiplied by contribution per unit 
- D** Fixed costs plus contribution per unit 

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1

0 3

**Table 1**

|                       |           |
|-----------------------|-----------|
| <b>Budget profit</b>  | \$450 000 |
| <b>Actual revenue</b> | \$710 000 |
| <b>Actual costs</b>   | \$270 000 |

**Table 1:** Budget and actual data for Business X

According to **Table 1**, what is the profit variance for Business X?

**[1 mark]**

- A** \$10 000 adverse ☐
- B** \$10 000 favourable ☐
- C** \$180 000 adverse ☐
- D** \$180 000 favourable ☐

1

0 4

A car salesperson is paid 7% commission on all sales. This month, they sold 6 cars for \$47 000 each.

How much commission did the car salesperson earn this month?

**[2 marks]**


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2

**Turn over for the next question****Turn over ►**

**0 5**

Explain **one** advantage to a business facing seasonal demand of using agency employees.

**[3 marks]**

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**3****0 6**

Labour turnover data for a business:

2023: 25%

2024: 32%

Explain **one** advantage to this business of appointing a worker director.

**[3 marks]**

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**3**

0 7

Explain **one** way a restaurant could improve its profitability.**[3 marks]**


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0 8

Explain **one** advantage to a start-up business of leasing equipment instead of buying it.**[3 marks]**


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3

**Turn over for Section B****Turn over ►**

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

A business is considering changing from a salary scheme to performance-related pay for its employees.

**[9 marks]**

[illegible]

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**[9 marks]**

[illegible][illegible]

9



**[9 marks]**

[illegible][illegible]

**Turn over for Section C**

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ANSWER IN THE SPACES PROVIDED**

**Turn over ►**



0 9

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

The manager of a large manufacturer is considering making the production process more capital intensive. This would involve reducing employee numbers by 50%.

Assess the arguments for and against this decision and make a judgement.

**[12 marks]**

[illegible]

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outside the  
box

Extra space

Turn over ►



The Chief Executive of a global business believes it is important to have diversity in the workforce. Do you agree?

**[12 marks]**

[illegible]

[illegible]

12



A rapidly growing plc operates in a competitive market. It has two main financial objectives:

- The finance director believes cash flow should be prioritised. Do you agree?

Assess the arguments for and against and make a judgement.

**[12 marks]**

[illegible]

Extra space

**END OF QUESTIONS**

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ANSWER IN THE SPACES PROVIDED**









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