

**Thursday 20 June 2013 – Morning**

**A2 GCE BUSINESS STUDIES**

**F293/01 Marketing**

Candidates answer on the Question Paper.

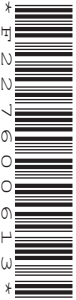
**OCR supplied materials:**

- Resource Booklet

**Other materials required:**

- A calculator may be used

**Duration: 2 hours**



Candidate forename		Candidate surname	
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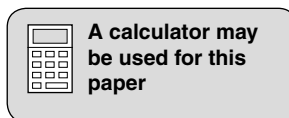
Centre number						Candidate number				
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**INSTRUCTIONS TO CANDIDATES**

- Write your name, centre number and candidate number in the boxes above. Please write clearly and in capital letters.
- Use black ink. HB pencil may be used for graphs and diagrams only.
- The information required to answer questions 1–6 is contained within the Resource Booklet.
- Answer **all** the questions.
- Read each question carefully. Make sure you know what you have to do before starting your answer.
- Write your answer to each question in the space provided. Additional paper may be used if necessary but you must clearly show your candidate number, centre number and question number(s).
- Do **not** write in the bar codes.

**INFORMATION FOR CANDIDATES**

- The number of marks is given in brackets [ ] at the end of each question or part question.
- The total number of marks for this paper is **60**.
- Your Quality of Written Communication will be assessed in questions marked with an asterisk (\*).
- This document consists of **16** pages. Any blank pages are indicated.



Answer **all** the questions.

- 1 Using Table 1, calculate the price elasticity of demand for SOL smoothies when the price changes from £1.89 to £1.99.

Give your answer correct to one decimal place.

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Answer ..... [4]



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- 4 Discuss the arguments for and against SOL's decision to make use of social network marketing in an international campaign targeting the market in California, USA. **[13]**

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**END OF QUESTION PAPER**

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