

Mark Scheme (Results)

January 2019

NQF BTEC Level 1/Level 2 Firsts in  
Hospitality

Unit 9: How the Hospitality Industry  
Contributes to Healthy Lifestyles

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Question Number	Answer	Mark
1	C Calcium	1

Question Number	Answer	Mark
2	D Shellfish	1

Question Number	Answer	Mark
3	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>one</b> mark.</p> <p>Brown rice/bread Whole Wheat Whole Grain Seeds/ nuts and pulses</p> <p><b>Accept any other valid response.</b></p>	1

Question Number	Answer	Mark
4	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>one</b> mark.</p> <ul style="list-style-type: none"> <li>• Eat healthily</li> <li>• Have a balanced diet</li> <li>• Select the correct amount of food</li> </ul> <p><b>Accept any other valid response.</b></p>	1

Question Number	Answer	Mark
5	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Oranges</li> <li>• Strawberries</li> <li>• Kiwi</li> <li>• Blackcurrant</li> <li>• Guava</li> <li>• Red/green pepper</li> <li>• Broccoli</li> <li>• Kale</li> </ul> <p><b>Accept any valid response.</b></p>	2

Question Number	Answer	Mark
6a	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Prevents high blood-pressure</li> <li>• Prevents heart disease</li> <li>• Prevents strokes</li> <li>• Helps in the recovery from heart disease</li> <li>• Helps in the recovery from a stroke</li> <li>• Helps reduce high blood pressure</li> </ul> <p><b>Accept any other valid response.</b></p>	1

Question Number	Answer	Mark
6b	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Processed food items (1)</li> <li>• smoked cured, salted, fish or poultry (1)</li> </ul> <p><b>Accept any other valid response.</b> <b>Accept examples of processed foods/smoked cured items.</b></p>	2

Question Number	Answer	Mark
7	<p>Award <b>one</b> mark for any of the following:</p> <ul style="list-style-type: none"> <li>• Grilling</li> <li>• Steaming</li> <li>• Boiling</li> <li>• Poaching</li> <li>• Microwaving</li> <li>• Stir-frying</li> <li>• Barbequing</li> </ul>	2

Question Number	Answer	Mark
8a	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Essential for growth of the body</li> <li>• Essential for repair of the body</li> <li>• Provides energy</li> <li>• Keeps blood sugars stable</li> <li>• Boosts energy levels</li> <li>• Helps to maintain weight</li> <li>• Helps you to lose weight</li> </ul> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
8b	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Eggs</li> <li>• Almonds</li> <li>• Chicken</li> <li>• Red meat</li> <li>• Broccoli</li> <li>• Tuna</li> <li>• Lentils</li> <li>• Oats</li> <li>• Tofu</li> </ul> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
9a	<p>Award <b>one</b> mark for any of the following:</p> <ul style="list-style-type: none"> <li>• Impairs coordination</li> <li>• Reduces the ability to perceive hazards</li> <li>• Reduces the ability to respond to hazards</li> <li>• Impacts on the body's ability to function normally</li> <li>• Hangovers also affect the above</li> </ul> <p><b>Accept any other valid response.</b></p>	1

Question Number	Answer	Mark
9b	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Switch to low alcohol wine</li> <li>• Have smaller glasses of wine</li> <li>• Drink alternative alcohol and non-alcohol drinks</li> <li>• Drink non-alcoholic drinks</li> <li>• Don't visit the pub as often</li> </ul> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
9c	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Liver damage/disease</li> <li>• Depression</li> <li>• Gout</li> <li>• High blood pressure</li> <li>• Dementia</li> <li>• Cancer</li> <li>• Anaemia</li> <li>• Cardiovascular disease</li> </ul> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
10	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Social activity</li> <li>• Outings</li> <li>• Visits</li> <li>• Physical activity</li> </ul> <p><b>Accept any other valid response including examples of each of the above. Only one example per activity.</b></p>	2

Question Number	Answer	Mark
11	<p>Award <b>one</b> mark for any of the following, up to a maximum of <b>two</b> marks.</p> <ul style="list-style-type: none"> <li>• Increased likelihood of a better mood/behaviour</li> <li>• Increased concentration</li> <li>• Increased energy</li> <li>• Likely to maintain weight</li> <li>• Lowers risk of obesity</li> <li>• Reduces the risk of unhealthy snacking</li> </ul> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
12a	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>two</b> marks.</p> <p>Suitability of existing staff /training existing staff (1) to ensure they have the skills required to prepare/cook the food/cost of training(1) Retention of current staff (1) because they may be unhappy with the changes to working conditions (1)</p> <p><b>Accept any other valid response.</b></p>	2

Question Number	Answer	Mark
12b	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>two</b> marks.</p> <p>Additional staffing needs (1) will increase the wage bill and result in a decrease in profits (1)</p> <p>Using only fresh food will result in more wastage (1) meaning profit margins will be reduced (1)</p> <p>Additional cost of training staff (1) will result in an increase in overheads (1)</p> <p>People might not like the new menu (1) and will not return, resulting in loss of repeat business (1)</p> <p>Fresh ingredients can be more expensive (1) when not in season (1)</p> <p>Menu prices increase because of cost of fresh ingredients (1) Reduced customer numbers (1)</p> <p><b>Accept any other valid response.</b></p>	2



Question Number	Answer	Mark
12c	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>four</b> marks.</p> <ul style="list-style-type: none"><li>• Fresh ingredients contain more nutrients (1) appealing to health-conscious customers (1)</li><li>• The bistro is responding to the current trend (1) as customers like to know that their food is made with fresh ingredients (1)</li><li>• Customers perceive fresh as healthier (1) so the bistro can use this in its promotional materials (1)</li></ul> <p><b>Accept any other appropriate response.</b></p> <p><b>Do not accept 'food is fresher' without reference to customer perception.</b></p>	2

Question Number	Answer	Mark
13	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>four</b> marks.</p> <p>Attractiveness - Colourful designs (1) Which will attract customer's attention (1)</p> <p>Display the food on the counter (1) people can see before they buy (1)</p> <p>Package food in bright boxes (1) people will be drawn to the presentation (1)</p> <p>Posters displaying written descriptions of food items (1) allowing customers to have more information promoting choice (1)</p> <p>Offer samples of food items (1) encourage people to buy (1)</p> <p><b>Accept any other valid response.</b></p>	4

Question Number	Answer	Mark
14	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>four</b> marks.</p> <p>The package will encourage staff to take regular exercise (1) which can help to reduce stress/ improve physical health (1)</p> <p>The package will appeal to staff because it is discounted/free (1) therefore they will be more likely to use it (1)</p> <p>The package will encourage staff to eat more healthily (1) which will reduce the risk of illness associated with eating the wrong foods(1)</p> <p>The staff will feel valued by their employer (1) which will mean that they are motivated and more fulfilled in work (1)</p> <p><b>Accept any other valid response.</b></p>	4

Question Number	Answer	Mark
15	<p>Award <b>one</b> mark for identification and <b>one</b> additional mark for appropriate expansion, up to a maximum of <b>four</b> marks.</p> <ul style="list-style-type: none"><li>• Soft food (1) because it is easier to digest/helps persuade clients to eat (1)</li><li>• Balanced diet (1) nutrient/calorie (1)</li><li>• Portion sizes (1) clients likely to have smaller appetites (1)</li><li>• Cooking methods (1) healthier methods used to aid digestion (1)</li><li>• Allergens/dietary requirements (1) to meet specific clients' needs (1)</li><li>• Consideration of clients' preferences (1) traditional cooking and dishes (1)</li></ul> <p><b>Accept any other valid response.</b></p>	4

Question Number	Indicative content	Mark
16	<ul style="list-style-type: none"> <li>• Use specials boards to promote daily, weekly, monthly, seasonal healthy options</li> <li>• Introduce a loyalty card that rewards customers for making healthy choices</li> <li>• Have a 'dish of the day' promotion to encourage the purchase of a selected healthy option</li> <li>• Ensure that displays of healthy options are attractive to encourage impulse buys</li> <li>• Display the healthy options prominently so they can be seen easily by the customer – eye level is buy level</li> <li>• Consider changing packaging to make healthy options look more attractive</li> <li>• Offering vouchers that give customers a discount on healthy options</li> <li>• Offer meal deals that make the price of healthier options cheaper than non-healthy options</li> <li>• Provide free tasters for ingredients/products, e.g. where a low-fat cheese has been used allow customers to taste to reassure it tastes as good as the full-fat version</li> <li>• Introduce a buy one get one free offer on selected healthy options</li> <li>• Publicise any positive reviews received from customers on the healthy options</li> <li>• Provide information to customer on calorie contents etc.</li> <li>• Remove full-fat confectionery, cakes, pastries, biscuits, morning goods and drinks from point of sale or display in less prominent areas</li> <li>• Advertise and marketing to promote products via posters, flyers, social media</li> </ul>	8

	<b>Accept any other valid response.</b>	
<b>Level</b>	<b>Descriptor</b>	
0 0 marks	No rewardable material.	
1 1-3 marks	A few key points identified, <b>or</b> one point described in some detail. The answer is likely to be in the form of a list. Points made will be superficial / generic and not applied / directly linked to the situation in the question.	
2 4-6 marks	Some points identified, <b>or</b> a few key points described. The answer is unbalanced. Most points made will be relevant to the situation in the question, but the link will not always be clear.	
3 7-8 marks	Range of points described, <b>or</b> a few key points explained in depth. The majority of points made will be relevant and there will be a clear link to the situation in the question.	

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