

## Instructions

- Use black ink or ball-point pen.
- Fill in the boxes at the top of this page with your name, centre number and candidate number.
- Answer all questions.


## Information

- The total mark for this paper is 30 .
- The marks for each question are shown in brackets - use this as a guide as to how much time to spend on each question.


## Advice

- Read each question carefully before you start to answer it.
- Keep an eye on the time.
- Try to answer every question.
- Check your answers if you have time at the end.


ALL questions must be answered with a cross in a box $\boxtimes$. If you change your mind about an answer, put a line through the box $\boxtimes$ and then mark your new answer with a cross $\boxtimes$.

1 Which manufacturing business process is involved with ensuring products are kept securely in a warehouse?

| A | Distribution | $\square$ |
| :--- | :--- | :---: |
| B | Accounts | $\square$ |
| C | Maintenance | $\square$ |
| D | Storage | $\square$ |

(Total for Question 1 = 1 mark)
2 The drawing below shows a lorry.


This type of vehicle is designed for:

| A | marketing | $\square$ |
| :--- | :--- | :---: |
| B | storage | $\square$ |
| C | distribution | $\square$ |
| D | packaging | $\square$ |

(Total for Question $2=1$ mark)
3 Which manufacturing business process is involved with promoting products to customers?

| A | Storage | $\square$ |
| :--- | :--- | :---: |
| B | Accounts | $\square$ |
| C | Maintenance | $\square$ |
| D | Marketing | $\square$ |

4 Which manufacturing business process would a manufacturer use to ensure production machinery is working effectively?

| A | Maintenance | $\square$ |
| :--- | :--- | :---: |
| B | Sales | $\square$ |
| C | Ordering | $\square$ |
| D | Accounts | $\square$ |

(Total for Question 4 = 1 mark)
5 Which one of the following is an example of a manufacturing business process for a car manufacturer?

| A | Cleaning the offices | $\square$ |
| :--- | :--- | :---: |
| B | Filling the drinks machines | $\square$ |
| C | Security patrols | $\square$ |
| D | Ordering parts | $\square$ |

(Total for Question 5 = 1 mark)
6 A large manufacturer in a community creates wealth.
This can cause:

| A | long-term unemployment to rise | $\square$ |
| :--- | :--- | :---: |
| B | spin-off industries to develop | $\square$ |
| C | redundancies to increase | $\square$ |
| D | investment to reduce | $\square$ |

(Total for Question 6 = 1 mark)
7 Changes to availability of local labour force is a(n):

| A | maintenance issue | $\square$ |
| :--- | :--- | :---: |
| B | distribution issue | $\square$ |
| C | social issue | $\boxtimes$ |
| D | environmental issue | $\square$ |

(Total for Question 7 = 1 mark)

8 The financial cost of deploying staff for a manufacturing business is a(n):

| A | economic issue | $\square$ |
| :--- | :--- | :---: |
| B | social issue | $\square$ |
| C | environmental issue | $\square$ |
| D | production issue | $\square$ |

(Total for Question 8 = 1 mark)
9 A company that is profitable should use the wealth created for:

| A | disinvestment | $\square$ |
| :--- | :--- | :---: |
| B | reinvestment | $\square$ |
| C | increasing competitor prices | $\square$ |
| D | decreasing competitor prices | $\square$ |

(Total for Question 9 = 1 mark)
10 A large bakery reduces its emissions.
Emissions reduction is a(n):

| A | labour issue | $\square$ |
| :--- | :--- | :---: |
| B | storage issue | $\square$ |
| C | employment issue | $\square$ |
| D | environmental issue | $\square$ |

(Total for Question 10 = 1 mark)
11 A successful manufacturing enterprise is likely to support:

| A | staff development | $\square$ |
| :--- | :--- | :---: |
| B | staff disputes | $\square$ |
| C | staff absences | $\square$ |
| D | staff lateness | $\square$ |

(Total for Question 11 = 1 mark)

12 Which manufacturing sub-sector produces bicycle frames?

| A | Food and drink | $\square$ |
| :--- | :--- | :---: |
| B | Processing and print | $\square$ |
| C | Engineering manufacture | $\square$ |
| D | Textile and clothing | $\square$ |

(Total for Question $12=1$ mark)
13 Which product belongs to the chemicals, polymers and pharmaceuticals sub-sector?

| A | Fertiliser | $\square$ |
| :--- | :--- | :---: |
| B | Agricultural machinery | $\square$ |
| C | Intelligent fabrics | $\square$ |
| D | Wind turbines | $\square$ |

(Total for Question 13 = 1 mark)
14 Which product belongs to the food and drink sub-sector?

| A | Drinks bottle | $\square$ |
| :--- | :--- | :---: |
| B | Skimmed milk | $\square$ |
| C | Plastic bag | $\square$ |
| D | Steel can | $\square$ |

(Total for Question 14 = 1 mark)
15 Which manufacturing sub-sector produces chocolate bars?

| A | Engineering manufacture | $\square$ |
| :--- | :--- | :---: |
| B | Processing and print | $\square$ |
| C | Food and drink | $\square$ |
| D | Textile and clothing | $\square$ |

(Total for Question 15 = 1 mark)

16 Which manufacturing sub-sector produces baseball caps?

| A | Engineering manufacture | $\square$ |
| :--- | :--- | :---: |
| B | Processing and print | $\square$ |
| C | Food and drink | $\square$ |
| D | Textile and clothing | $\square$ |

(Total for Question 16 = 1 mark)
17 A manufacturer working in the processing and print sub-sector would produce:

| A | newspapers | $\square$ |
| :--- | :--- | :---: |
| B | radiators | $\square$ |
| C | polymers | $\square$ |
| D | petrol | $\square$ |

(Total for Question 17 = 1 mark)
18 A soft drinks manufacturer reduces its prices because of competitor pricing.
This is a(n):

| A | social issue | $\square$ |
| :--- | :--- | :---: |
| B | economic issue | $\square$ |
| C | environmental issue | $\square$ |
| D | supply issue | $\square$ |

(Total for Question 18 = 1 mark)
19 An electrical component manufacturer uses copper in its products.
If the cost of copper increases, this would normally lead to an:

| A | increase in emissions | $\square$ |
| :--- | :--- | :---: |
| B | increase in prices | $\square$ |
| C | increase in delivery times | $\square$ |
| D | increase in product range | $\square$ |

20 A yoghurt manufacturer uses milk from a cheaper supplier.
If it sells the yoghurt at the same price this will result in:

| A | decreased profit | $\square$ |
| :--- | :--- | :---: |
| B | decreased supplies | $\square$ |
| C | increased profit | $\square$ |
| D | increased supplies | $\square$ |

(Total for Question $20=1$ mark)
21 A battery manufacturer increases the price of its products.
What would be the most likely consequence of increased prices?

| A | Increased sales | $\square$ |
| :--- | :--- | :---: |
| B | Decreased sales | $\square$ |
| C | Increased packaging | $\square$ |
| D | Decreased packaging | $\square$ |

(Total for Question 21 = 1 mark)
22 A vacuum cleaner manufacturer is considering introducing a new product.
Which one of the following is a direct cost that the manufacturer must consider?

| A | Administration | $\square$ |
| :--- | :--- | :---: |
| B | Cleaning | $\square$ |
| C | Tooling | $\square$ |
| D | Catering | $\square$ |

(Total for Question $22=1$ mark)
23 Products manufactured in different parts of the world are available to buy in the UK.
This is an example of:

| A | spin-off industries | $\square$ |
| :--- | :--- | :---: |
| B | reinvestment | $\square$ |
| C | professional development | $\square$ |
| D | worldwide competition | $\square$ |

(Total for Question 23 = 1 mark)

24 Manufacturing companies that only trade within the UK need to be aware of:

| A | international laws | $\square$ |
| :--- | :--- | :---: |
| B | international holidays | $\square$ |
| C | international temperatures | $\square$ |
| D | international exchange rates | $\square$ |

(Total for Question 24 = 1 mark)
25 The direct costs of producing an umbrella are:

| Materials | $35 p$ |
| :--- | ---: |
| Wages | $12 p$ |
| Other production costs | $8 p$ |

What is the total direct cost of producing an umbrella?

| A | $43 p$ | $\square$ |
| :--- | :--- | :---: |
| B | $45 p$ | $\square$ |
| C | $53 p$ | $\square$ |
| D | $55 p$ | $\square$ |

(Total for Question 25 = 1 mark)
26 The cost of producing one tube of toothpaste is $£ 0.08$
What is the total cost of producing 200 tubes of toothpaste?

| A | $£ 0.80$ | $\square$ |
| :--- | :--- | :---: |
| B | $£ 1.60$ | $\square$ |
| C | $£ 8.00$ | $\square$ |
| D | $£ 16.00$ | $\square$ |

27 The fixed cost for producing 300 pencils is $£ 15$
What is the fixed cost of making one pencil?

| A | $£ 2$ | $\square$ |
| :--- | :--- | :---: |
| B | $£ 15$ | $\square$ |
| C | $£ 20$ | $\square$ |
| D | $£ 50$ | $\square$ |

(Total for Question 27 = 1 mark)
28 The total cost of producing cakes consists of fixed and variable costs. These are shown on the graph below.

Total costs


Using the information from the graph, what is the variable cost of producing one cake?

| A | $£ 1.00$ | $\square$ |
| :--- | :--- | :---: |
| B | $£ 1.50$ | $\square$ |
| C | $£ 2.00$ | $\square$ |
| D | $£ 2.50$ | $\square$ |

(Total for Question 28 = 1 mark)
29 The total cost of making 200 pencils is $£ 15$
If the fixed costs are $£ 5.00$ what is the variable cost of making one pencil?

| A | $£ 0.02$ | $\square$ |
| :--- | :--- | :---: |
| B | $£ 0.05$ | $\square$ |
| C | $£ 0.15$ | $\square$ |
| D | $£ 10.00$ | $\square$ |

30 The profit margin on a tin of soup is $20 \%$.
The selling price of each tin is $£ 0.50$
If 100 tins are sold what would the total profit be?

| A | $£ 1.00$ | $\square$ |
| :--- | :--- | :---: |
| B | $£ 10.00$ | $\square$ |
| C | $£ 20.00$ | $\square$ |
| D | $£ 50.00$ | $\square$ |

(Total for Question 30 = 1 mark)

TOTAL FOR PAPER = 30 MARKS

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