

# **GCSE**

# **Applied Business (Double Award)**

General Certificate of Secondary Education 1491

## Mark Scheme for the Unit

January 2007

1491/MS/R/07J

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#### MARK SCHEME ON THE UNIT

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## Mark Scheme 4865 January 2007

| Question            | Answer                                     | Asst | Grade | Marks |
|---------------------|--|------|-------|-------|
|                     |  | Obj  |       |       |
| 1a                  | One mark for each error circled as shown   | AO1  | CD    | 3     |
| Check the following | below.                                     |      |       |       |
| invoice and circle  |  |      |       |       |
| any errors that you | Note:                                      |      |       |       |
| find.               | Award marks for the first three errors top |      |       |       |
|                     | down.                                      |      |       |       |
|                     | Errors circled on delivery note accepted.  |      |       |       |
|                     | Accept reference and description as two    |      |       |       |
|                     | errors if others not identified.           |      |       |       |

## SALES INVOICE No. 86860

#### Unit 8

### **Fancy Foods Ltd**





Tapas No.1 54 Bridge Street Taunton Somerset TA1 5TN Order No: TN 2460
Our ref: Helen Brown
Account: FF 1256
Date: 12 Jan 2007

| Quantity | Reference | Description          | Unit   | Price | Total F | rice |
|----------|-----------|----------------------|--------|-------|---------|------|
|          |           | Fruit Occ            | £      | р     | £       | р    |
| 36       | 148       | Fresh Sea<br>Bass    | 3      | 00    | 108     | 00   |
| 12       | 8745      | <b>Tubs of Humus</b> | 1      | 00    | 12      | 00   |
| 24       | 1586      | French Sticks        | 0      | 50    | 12      | 00   |
| 5        | 2389      | Jars of Black Olives | 1      | 50    | 7       | 50   |
|          |           |                      | Sub to | tal   | 130     | 50   |
|          |           |                      | VAT @  | 17.5% | ( 13    | 95   |
|          |           |                      | Total  |       | 153     | 45   |

| 1b                   |
|----------------------|
| Discuss the possible |
| consequences that    |
| might arise from at  |
| least one of the     |
| errors on the        |
| invoice.             |

Max 1 if explanations relate to errors on orders or deliveries. Level 3: (5 marks)

Candidate evaluates the possible consequences of the error for either business or other agencies.

AO1

AO2

AO3

CD

CD

EFG

3

**Level 2:** (2-4 marks)

Candidate explains the effect of the errors on either business or other agencies.

**Level 1:** (1 mark)

Candidate explains what the errors are.

#### Note:

Remember that errors relate to invoice (clerical) not an order or delivery note!

No marks for generic answers not specifically related to these errors.

Possible responses might include:

#### Level 1:

 The order number is wrong it should be TN 2469 (1) the VAT is wrong it should be £24.41 (1) or the item should be Sea Bream not Sea Bass (1).

#### Level 2:

- If the order number is wrong it might be difficult to check up on any errors later (1).
- Because the VAT is wrong the invoice total is also (1) or.
- If the VAT is wrong they will not pay enough money to Customs and Excise (or the government) (1).
- The wrong description may affect Tapas No.1 as the price may not be the same as for Sea Bream and it could cause some problems for the supplier as their stock records might be incorrect (1).

#### Level 3:

- Putting the wrong product on the invoice could make the supplier look unprofessional to Tapas No.1 who may choose not to use them again (1).
- with the invoice, it will be difficult for Tapas No.1 to find the correct order for checking and this will waste time (1). This will also delay their paying the invoice (1) which could result in a cashflow problem for the supplier (1).
- As the VAT is wrong the wrong amount will be paid to the supplier (and this will affect their profits – 1) and too little will be sent to Customs and Excise meaning that the supplier could be investigated for possible fraud (1). This could damage their reputation in the future (1).
- Any other valid suggestion.

#### Exemplar Level 3 Answer – 5 marks:

If the order number is quoted incorrectly Fancy Foods Ltd could lose customers  $[\checkmark E]$  because if there was a problem that needed to be sorted they would not easily be able to refer back as the order number is wrong  $[\checkmark A]$ . The customer would not be very happy  $[\checkmark A]$ .

| <del>1</del> 000            | Mark Concine                                    | iui y zou | ,, |    |
|-----------------------------|---|-----------|----|----|
| 1c                          | One mark for each correct entry as shown below. | AO1       | CD | 6+ |
| Complete the following      |   |           | EF | 1  |
| Credit Note that will be    |   |           | G  |    |
| sent from Fancy Foods       |   |           |    |    |
| Ltd to Tapas No.1 as a      |   |           |    |    |
| result of the problems with |   |           |    |    |
| the delivery.               |   |           |    |    |
| -                           |   |           |    |    |

## CREDIT NOTE

No. 756

Fancy Foods Ltd
Unit 8
Wanstall Business Park
Margate
Kent
MA10 3MW



To: Tapas No.1 54 Bridge Street Taunton Somerset TA1 5TN (1)

Order No: TN 2469
Our ref: Helen Brown
Account: FF 1256
Date: 19 Jan 2007

| Quantity | Reference | Description         | Unit   | Price   | Total | Price                |
|----------|-----------|---------------------|--------|---------|-------|----------------------|
|          |           |                     | £      | р       | £     | р                    |
| 2        | 8745      | Tubs of Humus       | 1      | 00      | 2     | 00<br>(1)<br>For Row |
| 1        | 2389      | Jar of Black Olives | 1      | 50      | 1     | 50<br>(1)<br>For Row |
|          |           |                     | Sub to | tal     | 3     | 50<br>(1)<br>OFR     |
|          |           |                     | VAT @  | ) 17.5% | 0     | 61<br>(1)<br>OFR     |
|          |           |                     | Total  |         | 4     | 11<br>(1)<br>OFR     |

(Plus 1 mark for complete accuracy)

|   | (Plus 1 mark for complete accuracy)  |     |     |    |  |
|---|--|-----|-----|----|--|
| 1d  | One mark for an identification and up to two marks   | AO1 | A*A | 3  |  |
| Identify and explain the purpose of the document.   | for an accurate explanation.   |     | В   |    |  |
|   | Note:  |     |     |    |  |
|   | Take care not to award repeat of question.  If incorrect document identified a correct description can still be credited.  |     |     |    |  |
|   | Statement (of Account) (1).  |     |     |    |  |
|   | <ul> <li>This document summarises all the transactions and shows the final balance on the customer's account (1).</li> <li>It allows the supplier to inform the customer how much is owing for that month (1).</li> <li>It can be used by the customer to check that all transactions have been included (1).</li> </ul> |     |     |    |  |
|   | <ul> <li>The customer can also check that all payments they have sent have been received (1).</li> <li>A remittance advice is usually attached and this can be sent with the payment to itemise what is being paid (1).</li> </ul>   |     |     |    |  |
| 2a  | Any other valid suggestion.  One mark for each correct entry as shown below.   | AO1 | EF  | 4+ |  |
| Complete the following cheque for the supplier. You will pass it back to Simone to sign before the sales rep arrives. | One mark for each correct entry as shown below.  | AOT | G   | 1  |  |

| 70 | Oldtown Bank plc<br>Fore Street |
|----|---------------------------------|
|    | Taunton<br>TA1 5DS              |

14-12-80

Date 17 Jan 2007 (1)

Pay Celebration City (1)

Twenty two pounds and eighty two pence (only) (1)

£ 2 2 . 8 2 (1)

**Tapas No.1 Restaurant** 

(leave blank)

Cheque Number 0014368

Sort Code 14-12-80 Account Number 1088765

(Plus 1 mark for complete accuracy – mark must be as per mark scheme inclusive of spelling)

| 4865  |   | nuary 2 | 2007     |   |
|---|---|---------|----------|---|
| 2b Explain why a cheque is a suitable method of payment for this transaction.  Max 1 Features only  | <ul> <li>Up to three marks for an accurate explanation.</li> <li>Note: Context must reflect someone collecting payment.</li> <li>Possible responses may include: <ul> <li>A cheque is quick to write out (1) and someone is coming to collect the payment soon (1).</li> <li>A cheque can be made out straight away (1) and can be made out for any amount of money large or small (1).</li> <li>As someone is coming to collect the payment (1) as cheque is safer to give than each (1) as it can</li> </ul> </li> </ul>  | AO1     | CD       | 3 |
|   | <ul> <li>a cheque is safer to give than cash (1) as it can only be cashed by the person named on the cheque (1).</li> <li>Any other valid suggestion.</li> </ul>  |         |          |   |
| 2c Identify one method of payment that would not be suitable for this transaction. State one reason why it would not be suitable.  2 <sup>nd</sup> mark must be in context. | <ul> <li>One mark for an identification and one mark for a correct explanation.</li> <li>Possible responses may include:</li> <li>Direct Debit – someone is coming to collect payment and DD has to be set up beforehand and is usually for regular payments (1).</li> <li>Credit Card – this requires a machine to process and the person collecting the payment will not have one (1).</li> <li>Debit Card – this requires a machine to process and the person collecting the payment will not have one (1).</li> <li>Cash – although this is easy, there might not be any proof or record of the transaction as the person collecting the payment is unlikely to carry receipts with them (1).</li> <li>Credit transfer – this is a bank to bank transaction and cannot be actioned by the person coming to collect the payment (1).</li> <li>Any other valid suggestion.</li> </ul> | AO1     | A*A<br>B | 2 |

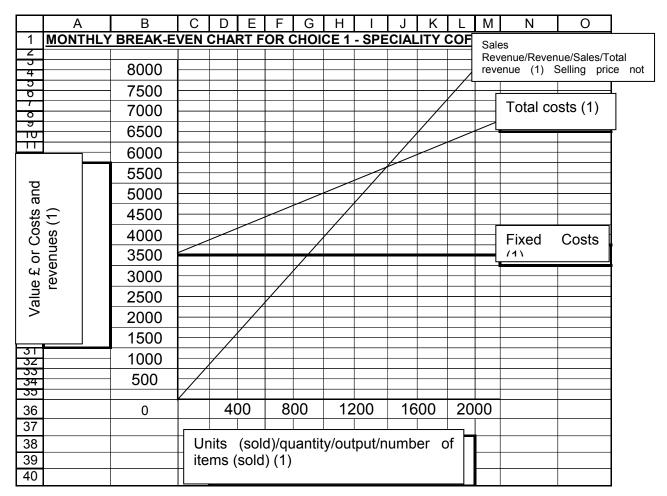
| 3a                      | One mark for each correct indication as shown | AO1 | EF | 5 |
|-------------------------|---|-----|----|---|
| Use the table to        | below.  |     | G  |   |
| indicate which of the   |   |     |    |   |
| items listed would be a | Note:   |     |    |   |
| costs and which would   | No mark if answer is repeated on both sides.  |     |    |   |
| be revenue.             |   |     |    |   |
|                         |   |     |    |   |
|                         |   |     |    |   |

| COSTS                     | REVENUE                       |
|---------------------------|-------------------------------|
| Rent of building / 36 000 | Bottles of wine sold / 35 000 |
| Insurance / 1 500         | Food Sales / 96 000           |
| Wages / 42 500            |                               |

| 3b  | 1 mark for each correct identification.   | AO1 | CD | 2 |
|---|---|-----|----|---|
| Identify one possible start-up cost and one running cost that the partners might need to finance. | Possible responses might include:  Start-up  Buying new restaurant (1). Tables and chairs (1). Kitchen equipment (1). Mugs, plates and wine glasses (1). Converting the building to a wine bar (1). |     |    |   |
|   | <ul><li>Initial advertising (1).</li><li>Any other valid suggestion.</li></ul>  |     |    |   |
|   | Running  Wages (1). Rent (1). Insurance (1). Ingredients (1). Utility bills (1). Ongoing advertising (1). Any other valid suggestion.   |     |    |   |

| 865                   | Mark Scheme Ja   | anuary | 2007 |   |
|-----------------------|--|--------|------|---|
| SC .                  | One mark for each of two identifications and up to two   | AO1    | CD   | 2 |
| or the costs you      | marks each for two explanations.   | AO2    | CD   | 2 |
| dentified in part (b) | Note:  | AO3    | EF   | 2 |
| uggest one source of  | For two explanation marks one mark for a feature and second mark for suitability OR two marks for suitability              |        | G    |   |
| nance that the        | in context.  |        | EF   |   |
| artners might         | Note: Suggestion of source of finance MUST relate to   |        | G    |   |
| onsider using for     | candidates identified costs in 3b - even if 3b is  |        |      |   |
| ach. Give a reason    | incorrectly classified!  |        |      |   |
| vhy each source       | Possible responses may include:  |        |      |   |
| night be suitable.    | Start-up   |        |      |   |
|                       | Long term loan (restaurant, equipment, building work)  |        |      |   |
|                       | (1) – this is suitable for large amounts of money (1) and can be paid back over a long period of time (1).                 |        |      |   |
|                       | be paid back over a long period of time (1).   |        |      |   |
|                       | Mortgage(building) (1) – this is suitable for  |        |      |   |
|                       | purchasing buildings such as the new restaurant (1)  |        |      |   |
|                       | as it usually is secured against the asset which is  |        |      |   |
|                       | less risky for the finance provider (1).   |        |      |   |
|                       | <ul> <li>Leasing (1) – this is suitable for both buildings and</li> </ul>  |        |      |   |
|                       | expensive equipment as it is a regular payment (1)   |        |      |   |
|                       | and a maintenance agreement is usually included too (1).   |        |      |   |
|                       | Share Issue (all start up costs) (1) – The partners  |        |      |   |
|                       | could consider becoming an Ltd to raise large  |        |      |   |
|                       | amounts of money from shares (1) as the capital  |        |      |   |
|                       | does not need to be paid back and no interest is   |        |      |   |
|                       | charged (1).   |        |      |   |
|                       | Owners capital – retained profits from Tapas No. 1.  |        |      |   |
|                       | The partners may decide to finance the new business  |        |      |   |
|                       | from profits in their existing business.   |        |      |   |
|                       | <ul> <li>Any other valid suggestion.</li> <li>Exemplar Answer – 3 marks: In 3b candidate suggests</li> </ul>               |        |      |   |
|                       | premises as start up cost. In 3c source of finance   |        |      |   |
|                       | suggested is mortgage [√]. To buy a building requires  |        |      |   |
|                       | a large amount of money. A mortgage is suitable for  |        |      |   |
|                       | large sums [suitability] and can be paid back over a   |        |      |   |
|                       | long period of time [feature].   |        |      |   |
|                       | <ul> <li>Overdraft (any running cost) (1) – this is a flexible</li> </ul>  |        |      |   |
|                       | form of finance that can be used immediately (1) and   |        |      |   |
|                       | interest is only charged for the period when the   |        |      |   |
|                       | overdraft has been used (1).   |        |      |   |
|                       | <ul> <li>Retained profits of new business (any running</li> </ul>  |        |      |   |
|                       | cost) (1) – this is money that the business already  |        |      |   |
|                       | has (1) and it does not have to be paid back or  |        |      |   |
|                       | interest charged (1).  |        |      |   |
|                       | <ul> <li>Short term loan (specific items) (1) – these are<br/>relatively quick and easy to obtain (1) and small</li> </ul> |        |      |   |
|                       | amounts of money are likely to be paid back within a   |        |      |   |
|                       | short period of time (1).  |        |      |   |
|                       | Credit card (bills, insurance etc) (1) – these can be  |        |      |   |
|                       | used for small amounts of money (1) and no interest  |        |      |   |
|                       | is charged if the balance is paid off within a month   |        |      |   |
|                       | (1).   |        |      |   |
|                       | Any other valid suggestion.  |        |      |   |

|   |                      |        | mant conomic |     |      |         |       |    |           |     |    |   |
|---|----------------------|--------|--------------|-----|------|---------|-------|----|-----------|-----|----|---|
|   | 4a                   | One n  | nark         | for | each | correct | label | as | indicated | AO1 | CD | 5 |
|   | Label the five boxes | below. |              |     |      |         |       |    |           |     | EF |   |
|   | on the break-even    |        |              |     |      |         |       |    |           |     | G  |   |
|   | chart below.         |        |              |     |      |         |       |    |           |     |    |   |
| L |                      |        |              |     |      |         |       |    |           |     |    |   |



| 4b<br>State the break-even<br>point for the Speciality<br>Coffee and Wine Bar.  | One mark for the break-even point that is:  1400 items   | AO1 | EF<br>G | 1 |
|---|--|-----|---------|---|
| Use the information in Text 4 and the formula to calculate the break-even point if the partners decide to opt for the new restaurant instead. | One mark for each correct element of the formula:  BEP = £6400 (1) = 6400/16 (1 OFR) = 400 (1 OFR)  (£24.00 - £8.00) (1) | AO1 | CD      | 4 |

|   |   | _          |                |     |
|---|---|------------|----------------|-----|
| 4865  |   | January    |                | _   |
| From the break-even results Marcos feels that the new restaurant Tapas No.2 would be the better choice. Pieter thinks it will be easier to break-even selling coffee and wine rather than restaurant meals. Do you agree with Marcos or Pieter? Give reasons for your answer.  Max 1 for valid answer not related to BEP. | <ul> <li>Level 2: (3-5 marks) Candidate evaluates the choices based on previous analysis and other considerations besides break even.</li> <li>Level 1: (1-2 marks) Candidate analyses the two options based only on break-even.</li> <li>Note Level 2 – 3 or 4 marks for analysis. 5<sup>th</sup> mark for judgment clearly linked to previous analysis.</li> <li>Possible responses might include:</li> <li>Level 1:  The BE for the new restaurant is lower so I agree with Marcos (1).</li> <li>Wine and coffee is cheaper than a restaurant meal (1) so it would be easier to break even with the wine bar (1).</li> <li>Although the BE is lower for the restaurant (1) it</li> </ul> | A02<br>AO3 | CD<br>A*A<br>B | 2 3 |
| Allow OFR related answers.  | <ul> <li>would be much easier to sell 1400 cups of coffee than 400 meals (1).</li> <li>Level 2: <ul> <li>Although the BE is higher for the wine bar (1) it is situated next to Tapas No.1 (1) which already has a good reputation (1) and they should easily sell more than 1400 drinks per month (1).</li> <li>As Tapas No.1 has a lot of competition in Taunton (1) the wine bar may not be as successful as expected (1) but a new restaurant might do well in a different town (1). 400 meals per month is only 100 meals per week (1) which most restaurants should easily be able to manage (1).</li> <li>Any other valid suggestion.</li> </ul> </li> </ul>                          |            |                |     |
|   | Exemplar Level 2 Answer – 5 marks: I agree with Pieter because although the amount of items to break-even is bigger [√] people are more likely to buy more than one coffee or wine each then they are to buy more than one meal each  |            |                |     |

[ $\checkmark$ A]. Therefore they will be able to reach the break-even point faster [ $\checkmark$ E]. The average selling price on coffee and wine is smaller as well so people will be more likely to buy more [ $\checkmark$ A].

| 4865   | Mark Scheme J                                      | anuary | 2007         |   |   |
|--|--|--------|--------------|---|---|
| 5a   | One mark for each correct insertion or calculation | AO1    | A*A          | 5 | l |
| Use the budget   | in the P&L statement as indicated below.           | AO2    | BC           | 2 | I |
| figures to complete the forecast Profit and Loss statement |  |        | D<br>EF<br>G |   |   |
| below.   |  |        | 0            |   |   |

| Forecast Profit and Loss Statemer | nt for <i>Tapas No.2</i> for ember 2007 | the 12 months to 31 |
|-----------------------------------|---|---------------------|
| Sales income from meals           |   | £ 120 000 (1)       |
| Cost of sales                     | £ 40 000 (1)                            |                     |
| Gross profit                      | £ 80 000 (1 OFR)                        |                     |
| Expenses:                         |   |                     |
| 1. Mortgage payments              | £ 50 000                                |                     |
| 2. Wages and salaries             | £ 20 000                                |                     |
| 3. Other expenses                 | £ 6 800 (1 for all correct)             | £ 76 800 (1 OFR)    |
| Net profit/loss                   | 1                                       | £ 3 200 (1 OFR)     |

(Plus 1 mark for complete accuracy)

| 4865                                   | Mark Scheme Ja  | anuary | 2007     |
|--|---|--------|----------|
| 5b<br>Jsing your forecast P            | Level 3: (5-8 marks) Candidate uses full analysis to compare the two                      | AO1    | CD<br>EF |
| and L Statement                        | restaurants and/or makes a judgement on the likely  |        | G        |
| discuss whether the                    | success of Tapas No. 2.   |        | A*A      |
| new restaurant Tapas                   | <b>Level 2</b> : (3-4 marks)  |        | В        |
| No.2 would be                          | Candidate attempts to link the two businesses and/or                                      |        | A*A      |
| successful. You might                  | uses information from the bullet points to aid analysis.                                  |        | BC       |
| ike to take into                       | <b>Level 1</b> : (1-2 marks)  |        | D        |
| consideration:                         | Candidate merely comments on P and L Statement.   |        |          |
| the actual P and                       |   |        |          |
| L for Tapas No.1                       | Note:   |        |          |
| <ul> <li>the limitations of</li> </ul> | For Level 3 5-6 marks candidate uses full analysis to                                     |        |          |
| budgeting and                          | undertake a detailed comparison of the two  |        |          |
| forecasts                              | businesses. 7-8 marks candidate draws full analysis together to                           |        |          |
| any other                              | make a judgement on the likely success of Tapas No.                                       |        |          |
| relevant issues.                       | 2.  |        |          |
| Take care to award                     | 2.  |        |          |
| answers using OFR.                     | Possible responses might include:   |        |          |
| anowers doing of it.                   | Level 1:  |        |          |
|  | The new restaurant looks as though it will be   |        |          |
|  | profitable (1).   |        |          |
|  | They will not make anywhere near as much as   |        |          |
|  | they do at Tapas No.1 (1).  |        |          |
|  | The forecast P and L statement is positive so   |        |          |
|  | the new restaurant will work (1) but it is only a   |        |          |
|  | forecast and may not be accurate (1).   |        |          |
|  | Level 2:  |        |          |
|  | It is a good idea to compare the two P and L  |        |          |
|  | statements as the two restaurants will be very  |        |          |
|  | similar (1) even though one will be in Exeter and   |        |          |
|  | not Taunton (1). However Tapas No.1 already has a customer base established whereas       |        |          |
|  | Exeter does not (1).  |        |          |
|  | The Tapas No.1 P and L Statement was used to  |        |          |
|  | prepare estimates for the No.2 restaurant (1)   |        |          |
|  | and they should be fairly accurate as the two   |        |          |
|  | restaurants will be very similar (1). However   |        |          |
|  | No.1 already has an established customer base   |        |          |
|  | which Exeter does not have (1). No.1 may  |        |          |
|  | already have such a good reputation that this   |        |          |
|  | will have a positive impact on the new one (1).   |        |          |
|  | Level 3:  |        |          |
|  | Candidates will have undertaken a full analysis and                                       |        |          |
|  | then make judgements using terms such as:   |        |          |
|  | The estimates should be treated with caution  |        |          |
|  | because (different locations, new customers,  |        |          |
|  | competition, different chef etc).   |        |          |
|  | The estimates should be fairly accurate  hassure (similar manus same management)          |        |          |
|  | because (similar menus, same management   |        |          |
|  | team, proven formula, good reputation).   |        |          |
|  | The estimates should be robust enough to  propers a hydrogen plan for the hank but as the |        |          |
|  | prepare a business plan for the bank but as the   |        |          |
|  | new restaurant begins to operate the estimates  |        |          |
|  | should be amended taking the actual performance into consideration.                       |        |          |
|  | Any other valid suggestion.   |        |          |
|  | ALIY ULITEI VAIIU SUUUESLIUII.  | 1      | 1        |

Any other valid suggestion.

| Complete the unshaded boxes in the following cashflow forecast for the first six months for the Speciality Coffee and Wine Bar. | One mark for each correct insertion or calculation as indicated below. | AO1 | CD<br>EF<br>G | 5 |
|---|--|-----|---------------|---|
| Wille bal.  |  |     |               |   |

| Cashflow Foreca           | ast for the | Tapas No.1 | Specialty ( | Coffee and | Wine Bar |          |
|---------------------------|-------------|------------|-------------|------------|----------|----------|
|                           | Feb-07      | Mar-07     | Apr-07      | May-07     | Jun-07   | July-07  |
| INCOME                    | £           | £          | £           | £          | £        | £        |
| 1 Sale of coffee and wine | 3000        | 3300       | 3600        | 3900       | 4200     | 4500     |
| 2 Sale of snacks          | 1800        | 1900       | 2000        | 2100       | 2200     | 2300     |
| Total                     | 4800        | 5200       | 5600        | 6000       | 6400     | 6800 (1) |
| EXPENDITURE               |             |            |             |            |          |          |
| 1 Purchase of stock       | 1000        | 1150       | 1250        | 1350       | 1450     | 1600     |
| 2 Rent of building        | 3000        | 3000       | 3000        | 3000       | 3000     | 3000     |
| 3 Insurance               | 500         | 500        | 500         | 500        | 500      | 500      |
| 4 Wages                   | 750         | 750        | 800         | 800        | 850      | 850      |
| 5 Other expenses          | 50          | 50         | 50          | 100        | 100      | 100      |
| Total                     | 5300        | 5450       | 5600        | 5750       | 5900     | 6050 (1) |
| OPENING BALANCE           | 0           | (500)      | (750)       | (750)      | (500)    | 0 (1)    |
| INCOME – EXPENDITURE      | (500)       | (250)      | 0           | 250        | 500      | 750 (1)  |
|                           |             |            |             |            |          | OFR      |
| CLOSING BALANCE           | (500)       | (750)      | (750)       | (500)      | 0        | 750 (1)  |
|                           |             |            |             |            |          | OFR      |

| 6b  | <b>Level 3</b> : (5-6 marks)  | AO1        | A*A     | 2      |
|---|---|------------|---------|--------|
| Discuss what the cashflow forecast              | Candidate makes a judgement based on full analysis <b>Level 2</b> : (3-4 marks)   | AO2<br>AO3 | B<br>BC | 2<br>2 |
| might suggest to the partners about opening     | Candidate analyses CFF including trends and estimates   |            | D<br>CD |        |
| up the Speciality Coffee and Wine Bar.          | <b>Level 1</b> : (1-2 marks)  Candidate only looks at the bottom section of the CFF and comments on the figures.  |            |         |        |
| Max 4 for analysis not reflecting cashflow as a | Note:   |            |         |        |
| forecast – i.e. in past or present tense.       | Statements referring to profit/loss not to be credited.  Possible responses might include:  |            |         |        |
|   | Level 1:  |            |         |        |
|   | <ul> <li>They should go for it as according to the CFF have a positive cashflow after 6 months (1)</li> <li>It might be too risky as they are predicted to have a negative cashflow for the first 4 months</li> </ul> |            |         |        |
|   | <ul> <li>(1).</li> <li>Although they are predicted to be in minus figures for 4 months (1) they start to become positive at the end so it might be a good option (1).</li> </ul>                                      |            |         |        |
|   | • In January they have 0 in the bank (1) and will improve cashflow by £750 by June (1) so I think they should take the risk as they look as though they will increase their money (1).                                |            |         |        |
|   | Level 2:  |            |         |        |
|   | <ul> <li>According to the CFF the business should start<br/>to have a positive cashflow by the end of June<br/>but it is only an estimate and the figures may not<br/>have been estimated accurately (3).</li> </ul>  |            |         |        |
|   | <ul> <li>There is a positive trend in the income –<br/>expenditure figure across the six months as</li> </ul>   |            |         |        |
|   | sales are estimated to increase steadily which suggests that the following six months should show a continuous improvement (4).   |            |         |        |
|   | Level 3: Candidates will have undertaken a full analysis of the CFF and then make a judgement using terms such as:  |            |         |        |
|   | <ul> <li>On the whole I think they should go ahead with<br/>the venture because (trends, reputation,</li> </ul>   |            |         |        |
|   | <ul> <li>customer base).</li> <li>I think that they should tread with caution because although (trends, reputation, estimated figures, no similar business to base</li> </ul>   |            |         |        |
|   | results on).  • Any other valid suggestion.   |            |         |        |

| 6c                     | One mark for each correct indication as shown | AO1 | EF | 4 |
|------------------------|---|-----|----|---|
| Complete the table     | below.  |     | G  |   |
| below to show which of |   |     |    |   |
| the costs for the      |   |     |    |   |
| Speciality Coffee and  |   |     |    |   |
| Wine Bar would be a    |   |     |    |   |
| fixed cost and which   |   |     |    |   |
| would be a variable    |   |     |    |   |
| cost.                  |   |     |    |   |
|                        |   |     |    |   |

|                   | Fixed cost | Variable cost |
|-------------------|------------|---------------|
|                   | (√)        | (√)           |
| Purchase of stock |            | ✓             |
| Rent of building  | ✓          |               |
| Insurance         | ✓          |               |
| Other expenses    |            | ✓             |

| 7                      | One mark for each correct insertion as indicated | AO1 | A*A | 6 |
|------------------------|--|-----|-----|---|
| Use the information to | below.   | AO2 | BC  | 2 |
| complete the following |  |     | D   |   |
| Balance Sheet for      |  |     | CD  |   |
| Tapas No.1.            |  |     |     |   |
|                        |  |     |     |   |

| Fixed Assets Restaurant building Fixtures and Fittings | £ 300 000<br>£50 000<br>OFR (1)<br>£350 000 (1) |             |  |
|--|---|-------------|--|
| Current Assets   | 0 47  |             |  |
| Stock  | £ 47  |             |  |
| Cash in hand   | <b>500(1)</b> £ 12 500                          | £60 000 (1) |  |
| Current Liabilities                                    | 2 12 000  |             |  |
| Creditors  |   |             |  |
| Working Capital  | £46 000<br>(1)OFR                               |             |  |
| Total Net Assets                                       | £396 000 (1)<br>OFR                             |             |  |
|  |   |             |  |
| Financed by  |   |             |  |
| Owners capital   | £360 000 (1)                                    |             |  |
| Net profit/loss for 12 month                           | £ 36 000  |             |  |
| Capital Employed                                       | £396 000 (1)                                    |             |  |

| 8 Explain to the partners how the use of WP and | Up to two marks each for explaining features of WP and SS.   | AO1 | CD | 6 |
|---|--|-----|----|---|
| SS could help in the financial aspects of the   | Further two marks for context of financial aspect of these businesses.   |     |    |   |
| businesses.                                     | Possible responses might include:  |     |    |   |
|   | <ul> <li>Word Processing:</li> <li>Letters and other documents would be produced and much more neatly presented (1) and multiple copies can be made to save time (1).</li> <li>Letters (to chase creditors) can be set up using a template (1) and then mail merge used to send the same letter to lots of different people at the touch of a button (1).</li> </ul>   |     |    |   |
|   | <ul> <li>Spreadsheets:         <ul> <li>The computer can perform automatic calculations (in a cashflow forecast or profit and loss) once formulae have been created (1) and this makes it much more accurate (1).</li> <li>Spreadsheet information can be used to create graphs and charts for presentations (to a bank manager) (1) and this makes data much easier to analyse and interpret (1).</li> </ul> </li> <li>Spreadsheets can be used to create forecasts such as CFF and Profit and Loss Statements (1) which can be used to help the partners make a decision about their business options (1).</li> <li>Any other valid suggestion.</li> </ul> |     |    |   |

#### General Certificate of Secondary Education Applied Business (Double Award) 1491 January 2007 Assessment Series

#### **Unit Threshold Marks**

| Unit |     | Maximum<br>Mark | <b>A</b> * | Α  | В  | С  | D  | E  | F  | G  | U |
|------|-----|-----------------|------------|----|----|----|----|----|----|----|---|
| 4863 | Raw | 50              | 46         | 40 | 33 | 27 | 22 | 17 | 12 | 7  | 0 |
|      | UMS | 100             | 90         | 80 | 70 | 60 | 50 | 40 | 30 | 20 | 0 |
| 4864 | Raw | 50              | 46         | 41 | 35 | 29 | 24 | 19 | 14 | 9  | 0 |
|      | UMS | 100             | 90         | 80 | 70 | 60 | 50 | 40 | 30 | 20 | 0 |
| 4865 | Raw | 100             | 89         | 81 | 71 | 62 | 53 | 44 | 36 | 28 | 0 |
|      | UMS | 100             | 90         | 80 | 70 | 60 | 50 | 40 | 30 | 20 | 0 |

#### **Entry Information**

| Unit | Total Entry |
|------|-------------|
| 4863 | 1538        |
| 4864 | 506         |
| 4865 | 4726        |

#### **Specification Aggregation Results**

| GRADE | A*A* | AA    | BB    | CC    | DD    | EE  | FF  | GG  | UU  |
|-------|------|-------|-------|-------|-------|-----|-----|-----|-----|
| UMS   | 270  | 240   | 210   | 180   | 150   | 120 | 90  | 60  | 0   |
| Cum % | 0    | 22.22 | 22.22 | 55.56 | 77.78 | 100 | 100 | 100 | 100 |

#### 130 candidates were entered for aggregation this series

For a description of how UMS marks are calculated see;

http://www.ocr.org.uk/exam system/understand ums.html

Statistics are correct at the time of publication

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