



Rewarding Learning

General Certificate of Secondary Education
2013

Centre Number

--	--	--	--	--

Candidate Number

--	--	--	--

Learning for Life and Work: Linear

Unit 3

[GLW31]



FRIDAY 10 MAY, MORNING

TIME

1 hour 30 minutes, plus your additional time allowance.

INSTRUCTIONS TO CANDIDATES

Write your Centre Number and Candidate Number in the spaces provided at the top of this page.

Write your answers in the spaces provided in this question paper.

Complete in blue or black ink only. **Do not write in pencil or with a gel pen.**

The insert (containing Sources A, B and C) is to be used for Questions **4, 5, 6, 7, 8 and 9.**

Answer **all** questions in Sections A and B.

Answer **two** questions in Section C.

INFORMATION FOR CANDIDATES

The total mark for this paper is 80.

Quality of written communication will be assessed in Questions **4–9.**

Figures in brackets printed down the right-hand side of pages indicate the marks awarded to each question or part question.

Personal Development

Examiner Only

Marks Remark

5 Read **Source B** and use it to help you answer this question.

(a) Explain the following:

(i) A “want”

[2]

(ii) A “need”

[2]

Employability

Examiner Only

Marks Remark

6 Read **Source C** and use it to help you answer this question.

(a) Explain **two** ways a business can successfully compete against other businesses.

1. _____

_____ [2]

2. _____

_____ [2]

THIS IS THE END OF THE QUESTION PAPER

DO NOT WRITE ON THIS PAGE





DO NOT WRITE ON THIS PAGE

DO NOT WRITE ON THIS PAGE

For Examiner's use only	
Question Number	Marks
1	
2	
3	
4	
5	
6	
7	
8	
9	

Total Marks	
--------------------	--

Examiner Number

Permission to reproduce all copyright material has been applied for.
In some cases, efforts to contact copyright holders may have been unsuccessful and CCEA will be happy to rectify any omissions of acknowledgement in future if notified.





Rewarding Learning

**General Certificate of Secondary Education
2013**

Learning for Life and Work: Linear

Unit 3

[GLW31]

FRIDAY 10 MAY, MORNING



GLW31

SOURCES A, B and C

Insert: Local and Global Citizenship

For use with Questions 4 and 7.

SOURCE A

Cultural Identity

Having a sense of cultural identity gives a young person a sense of belonging. A young person can express their cultural identity in many ways, for example, through language, music/dance and religion.

Although Northern Ireland is a multicultural society young people who are from other countries may face problems adjusting to life here. For example, a young person might find it hard to make new friends and to “fit in” at their new school or college. The young person may face problems with the language, and in some cases face discrimination.

Schools try to make young people from different countries feel included. Often schools have a social inclusion policy and hold events to celebrate cultural diversity. For example, pupils can learn about other cultures and social inclusion in citizenship. The school could also promote different religious festivals or different languages or traditional foods.

Source: Own Source

Insert: Personal Development

For use with Questions 5 and 8.

SOURCE B

Wants and Needs

With all the choices available to people today it is easy to spend money on the things we want rather than the things we need. Wants are luxuries that help make our lives more enjoyable and may make our lifestyle better, such as mobile phones and holidays. A need is essential for surviving and includes shelter, food, water and clothes. Services such as electricity, heating and medical facilities can also be considered a need.

There are a wide variety of services all competing for people to spend money.

For example shops are full of special offers to encourage people to spend money.

Some retailers use pricing tactics to encourage unnecessary spending such as two for one offers or buy one get one free.

People need to be careful that they don't overspend and should keep to a weekly or monthly budget. It is very easy for people to use debit cards to take advantage of offers when buying clothes or shopping as the money comes straight out of your account.

Source: Page 107 GCSE LLW, Hodder, 2011 ISBN 9781444120752

Insert: Employability

For use with Questions 6 and 9.

SOURCE C

Competition Between Businesses

Businesses need to provide better quality products and services than their competitors to attract customers.

A business must value its employees so that they are continually motivated to produce their best in the workplace. As a result of this, employees need to undergo training programmes in order to update their skills in the use of modern technology so that they will become more effective in their job. This training could lead to better job satisfaction and an increase in salary for the employee.

Updated technology in the workplace will inevitably lead to an increase of sales as businesses can then trade on the Internet. They will become better known worldwide and will be able to trade 24 hours a day, 7 days a week.

On the other hand, having a worldwide market will mean that the business will face a lot of competition which may affect their sales and profit.

Source: Own Source