



UNIVERSITY OF CAMBRIDGE INTERNATIONAL EXAMINATIONS
International General Certificate of Secondary Education

CANDIDATE
NAME

CENTRE
NUMBER

--	--	--	--	--

CANDIDATE
NUMBER

--	--	--	--



BUSINESS STUDIES

0450/22

Paper 2

October/November 2011

1 hour 45 minutes

Candidates answer on the Question Paper.

Additional Materials: Insert

READ THESE INSTRUCTIONS FIRST

Write your Centre number, candidate number and name on all the work you hand in.
Write in dark blue or black pen.
Do not use staples, paper clips, highlighters, glue or correction fluid.
DO NOT WRITE IN ANY BARCODES.

Answer **all** questions.
The Insert contains the case study.
The businesses described in this question paper are entirely fictitious.

At the end of the examination, fasten all your work securely together.
The number of marks is given in brackets [] at the end of each question or part question.

For Examiner's Use	
1	
2	
3	
4	
5	
Total	

This document consists of **11** printed pages, **1** blank page and **1** Insert.



- 1 (a) Carlos thinks that good customer service is very important to the business. Explain **two** reasons why this might be true for BB Boat Tours.

For
Examiner's
Use

Reason 1:

.....

.....

.....

.....

.....

.....

.....

.....

.....

Reason 2:

.....

.....

.....

.....

.....

.....

.....

.....

.....

[8]

(b) Abdul wants to change the pricing strategy used by the business. It currently uses cost plus pricing. Consider **three** other pricing strategies that could be used and recommend which pricing strategy you think would be the best one. Justify your answer.

For
Examiner's
Use

Pricing strategy 1:
.....
.....
.....
.....
.....

Pricing strategy 2:
.....
.....
.....
.....
.....

Pricing strategy 3:
.....
.....
.....
.....
.....

Recommendation:
.....
.....
.....
.....
.....

[12]

- 2 (a) Bruce is thinking of leaving the partnership. Identify and explain **two** factors Bruce might consider when deciding whether or not to leave the partnership.

Factor 1:

.....

Explanation:

.....

.....

.....

.....

.....

Factor 2:

.....

Explanation:

.....

.....

.....

.....

..... [8]

- (b) The brothers want to reduce the size of the business to reduce their losses. Using the information in Appendix 1, calculate the net profit per day for each of the **three** boat tours. Using these results and other information from the case, recommend which boat tour they should stop operating. Justify your answer.

Net profit for dolphin watching:

.....

.....

Net profit for fishing:

.....

.....

Net profit for diving:

.....

.....

Recommendation:

.....

.....

.....

.....

.....

.....

.....

.....

[12]

3 (a) Appendix 2 shows the website of one of BB Boat Tours' competitors. Identify and explain **four** ways that BB Boat Tours could make use of the Internet.

1.

Explanation:

.....

.....

2.

Explanation:

.....

.....

3.

Explanation:

.....

.....

4.

Explanation:

.....

..... [8]

(b) The brothers have decided to reduce the number of employees. Explain **three** factors they should consider when deciding which employees to make redundant. Which do you think is the most important factor? Justify your answer.

For
Examiner's
Use

Factor 1:
.....
.....
.....
.....
.....

Factor 2:
.....
.....
.....
.....
.....

Factor 3:
.....
.....
.....
.....
.....

Most important factor:
.....
.....
.....
.....
.....

[12]

- 4 (a) BB Boat Tours made a loss last year and this worried the brothers. Identify and explain **two** reasons why converting the partnership to a private limited company might be better for Abdul, Bruce and Carlos.

Reason 1:

.....

Explanation:

.....

.....

.....

.....

.....

Reason 2:

.....

Explanation:

.....

.....

.....

.....

..... [8]

(b) BB Boat Tours will need to communicate with its employees about reducing the size of the business. Explain **three** suitable methods of internal communication the brothers could use to consult with and inform the employees about the job losses. Recommend the best communication method to use. Justify your answer.

Method 1:
.....
.....
.....
.....
.....

Method 2:
.....
.....
.....
.....
.....

Method 3:
.....
.....
.....
.....
.....

Recommendation:
.....
.....
.....
.....
.....

[12]

- 5 (a) The local currency has fallen in value (depreciated) against the euro. This means each unit of the local currency buys fewer euros than last year. Identify and explain **two** effects this might have on BB Boat Tours.

Effect 1:

.....

Explanation:

.....

.....

.....

.....

.....

Effect 2:

.....

Explanation:

.....

.....

.....

.....

..... [8]

BLANK PAGE

Permission to reproduce items where third-party owned material protected by copyright is included has been sought and cleared where possible. Every reasonable effort has been made by the publisher (UCLES) to trace copyright holders, but if any items requiring clearance have unwittingly been included, the publisher will be pleased to make amends at the earliest possible opportunity.

University of Cambridge International Examinations is part of the Cambridge Assessment Group. Cambridge Assessment is the brand name of University of Cambridge Local Examinations Syndicate (UCLES), which is itself a department of the University of Cambridge.