

## Part A Organisational principles

### Section 1 The nature of business

| Number | Answers |
|--------|---------|
| 1      | B       |
| 2      | A       |
| 3      | A       |
| 4      | C       |
| 5      | C       |
| 6      | B       |
| 7      | D       |
| 8      | A       |
| 9      | C       |
| 10     | B       |
| 11     | D       |
| 12     | B       |
| 13     | C       |
| 14     | C       |
| 15     | A       |
| 16     | B       |
| 17     | C       |
| 18     | D       |

| Number | Answers |
|--------|---------|
| 19     | A       |
| 20     | B       |
| 21     | C       |
| 22     | A       |
| 23     | A       |
| 24     | A       |
| 25     | D       |
| 26     | C       |
| 27     | A       |
| 28     | D       |
| 29     | C       |
| 30     | D       |
| 31     | C       |
| 32     | A       |
| 33     | B       |
| 34     | B       |
| 35     | D       |
| 36     | C       |

| Number | Answers |
|--------|---------|
| 37     | A       |
| 38     | A       |
| 39     | C       |
| 40     | D       |
| 41     | C       |
| 42     | B       |
| 43     | A       |
| 44     | D       |
| 45     | A       |

# Part A Organisational principles

## Section 2 Internal organisational environment

| Number | Answers |
|--------|---------|
| 1      | A       |
| 2      | B       |
| 3      | D       |
| 4      | D       |
| 5      | A       |
| 6      | A       |
| 7      | C       |
| 8      | A       |
| 9      | B       |
| 10     | A       |
| 11     | D       |
| 12     | D       |
| 13     | C       |
| 14     | C       |
| 15     | D       |
| 16     | B       |
| 17     | C       |
| 18     | A       |
| 19     | A       |
| 20     | C       |

| Number | Answers |
|--------|---------|
| 21     | B       |
| 22     | C       |
| 23     | B       |
| 24     | A       |
| 25     | B       |
| 26     | C       |
| 27     | D       |
| 28     | D       |
| 29     | B       |
| 30     | A       |
| 31     | C       |
| 32     | C       |
| 33     | C       |
| 34     | A       |
| 35     | B       |
| 36     | C       |
| 37     | D       |
| 38     | B       |
| 39     | C       |
| 40     | A       |

| Number | Answers |
|--------|---------|
| 41     | C       |
| 42     | C       |
| 43     | B       |
| 44     | C       |

# Part A Organisational principles

## Section 3 Establishing a business

| Number | Answers |
|--------|---------|
| 1      | D       |
| 2      | C       |
| 3      | C       |
| 4      | A       |
| 5      | B       |
| 6      | D       |
| 7      | B       |
| 8      | B       |
| 9      | A       |
| 10     | D       |
| 11     | A       |
| 12     | C       |
| 13     | B       |
| 14     | A       |
| 15     | C       |
| 16     | D       |
| 17     | B       |
| 18     | A       |
| 19     | B       |
| 20     | A       |

| Number | Answers |
|--------|---------|
| 21     | B       |
| 22     | D       |
| 23     | B       |
| 24     | A       |
| 25     | B       |
| 26     | D       |
| 27     | B       |
| 28     | D       |
| 29     | C       |
| 30     | C       |
| 31     | D       |
| 32     | B       |
| 33     | A       |
| 34     | D       |
| 35     | C       |

# Part A Organisational principles

## Section 4 Legal aspects of a business

| Number | Answers |
|--------|---------|
| 1      | A       |
| 2      | A       |
| 3      | C       |
| 4      | D       |
| 5      | A       |
| 6      | D       |
| 7      | B       |
| 8      | B       |
| 9      | B       |
| 10     | C       |
| 11     | A       |
| 12     | B       |
| 13     | D       |
| 14     | D       |
| 15     | D       |
| 16     | A       |
| 17     | A       |
| 18     | C       |
| 19     | D       |
| 20     | B       |

| Number | Answers |
|--------|---------|
| 21     | A       |
| 22     | C       |
| 23     | C       |
| 24     | C       |
| 25     | B       |
| 26     | A       |
| 27     | B       |
| 28     | B       |
| 29     | D       |
| 30     | A       |
| 31     | C       |
| 32     | C       |
| 33     | B       |
| 34     | B       |
| 35     | B       |

# Part B Promotion and logistics

## Section 5 Production

| Number | Answers |
|--------|---------|
| 1      | B       |
| 2      | C       |
| 3      | B       |
| 4      | C       |
| 5      | D       |
| 6      | A       |
| 7      | A       |
| 8      | D       |
| 9      | B       |
| 10     | B       |
| 11     | A       |
| 12     | A       |
| 13     | D       |
| 14     | C       |
| 15     | C       |
| 16     | A       |
| 17     | C       |
| 18     | C       |
| 19     | D       |
| 20     | A       |

| Number | Answers |
|--------|---------|
| 21     | A       |
| 22     | C       |
| 23     | A       |
| 24     | C       |
| 25     | B       |
| 26     | A       |
| 27     | D       |
| 28     | A       |
| 29     | D       |
| 30     | B       |
| 31     | D       |
| 32     | D       |
| 33     | C       |
| 34     | B       |
| 35     | D       |
| 36     | C       |
| 37     | D       |
| 38     | A       |
| 39     | B       |
| 40     | D       |

| Number | Answers |
|--------|---------|
| 41     | A       |
| 42     | B       |
| 43     | B       |
| 44     | B       |

# Part B Promotion and logistics

## Section 6 Marketing

| Number | Answers |
|--------|---------|
| 1      | C       |
| 2      | B       |
| 3      | B       |
| 4      | B       |
| 5      | D       |
| 6      | A       |
| 7      | A       |
| 8      | B       |
| 9      | A       |
| 10     | D       |
| 11     | B       |
| 12     | D       |
| 13     | D       |
| 14     | B       |
| 15     | A       |
| 16     | A       |
| 17     | D       |
| 18     | B       |
| 19     | B       |
| 20     | D       |

| Number | Answers |
|--------|---------|
| 21     | D       |
| 22     | C       |
| 23     | A       |
| 24     | B       |
| 25     | A       |
| 26     | C       |
| 27     | B       |
| 28     | B       |
| 29     | A       |
| 30     | C       |
| 31     | B       |
| 32     | C       |
| 33     | C       |
| 34     | D       |
| 35     | A       |
| 36     | A       |
| 37     | D       |
| 38     | C       |
| 39     | C       |
| 40     | B       |

| Number | Answers |
|--------|---------|
| 41     | B       |
| 42     | D       |
| 43     | D       |
| 44     | D       |
| 45     | C       |
| 46     | A       |
| 47     | C       |
| 48     | D       |
| 49     | C       |
| 50     | B       |

## Part B Promotion and logistics

### Section 7 Logistics and supply chain

| Number | Answers |
|--------|---------|
| 1      | D       |
| 2      | B       |
| 3      | B       |
| 4      | B       |
| 5      | B       |
| 6      | C       |
| 7      | C       |
| 8      | B       |
| 9      | A       |
| 10     | D       |
| 11     | D       |
| 12     | A       |
| 13     | A       |
| 14     | D       |
| 15     | B       |
| 16     | D       |
| 17     | A       |
| 18     | B       |
| 19     | C       |
| 20     | D       |

| Number | Answers |
|--------|---------|
| 21     | D       |
| 22     | C       |
| 23     | A       |
| 24     | D       |
| 25     | B       |
| 26     | B       |
| 27     | C       |
| 28     | D       |
| 29     | C       |
| 30     | A       |
| 31     | A       |
| 32     | D       |
| 33     | B       |
| 34     | C       |
| 35     | C       |
| 36     | D       |
| 37     | D       |
| 38     | A       |
| 39     | A       |
| 40     | B       |

# Part C Finance, government and technology

## Section 8 Business finance

| Number | Answers |
|--------|---------|
| 1      | C       |
| 2      | A       |
| 3      | C       |
| 4      | D       |
| 5      | C       |
| 6      | A       |
| 7      | D       |
| 8      | D       |
| 9      | B       |
| 10     | C       |
| 11     | A       |
| 12     | B       |
| 13     | C       |
| 14     | A       |
| 15     | D       |
| 16     | D       |
| 17     | A       |
| 18     | D       |
| 19     | C       |
| 20     | A       |

| Number | Answers |
|--------|---------|
| 21     | D       |
| 22     | A       |
| 23     | A       |
| 24     | A       |
| 25     | B       |
| 26     | C       |
| 27     | A       |
| 28     | D       |
| 29     | B       |
| 30     | C       |



# Part C Finance, government and technology

## Section 9 The role of government in an economy

| Number | Answers |
|--------|---------|
| 1      | B       |
| 2      | D       |
| 3      | B       |
| 4      | D       |
| 5      | A       |
| 6      | D       |
| 7      | B       |
| 8      | D       |
| 9      | A       |
| 10     | A       |
| 11     | B       |
| 12     | A       |
| 13     | D       |
| 14     | B       |
| 15     | B       |
| 16     | D       |
| 17     | C       |
| 18     | D       |
| 19     | C       |
| 20     | B       |

| Number | Answers |
|--------|---------|
| 21     | D       |
| 22     | A       |
| 23     | D       |
| 24     | D       |
| 25     | B       |
| 26     | C       |
| 27     | B       |
| 28     | A       |
| 29     | B       |

# Part C Finance, government and technology

## Section 10 Technology and the global business environment

| Number | Answers |
|--------|---------|
| 1      | B       |
| 2      | D       |
| 3      | A       |
| 4      | C       |
| 5      | B       |
| 6      | B       |
| 7      | D       |
| 8      | C       |
| 9      | C       |
| 10     | D       |
| 11     | C       |
| 12     | B       |
| 13     | A       |
| 14     | A       |
| 15     | B       |
| 16     | C       |
| 17     | A       |
| 18     | B       |
| 19     | D       |
| 20     | B       |

| Number | Answers |
|--------|---------|
| 21     | C       |
| 22     | A       |
| 23     | C       |
| 24     | D       |
| 25     | A       |
| 26     | D       |
| 27     | B       |
| 28     | C       |
| 29     | C       |
| 30     | A       |
| 31     | B       |
| 32     | D       |
| 33     | C       |
| 34     | B       |
| 35     | C       |
| 36     | B       |
| 37     | B       |
| 38     | B       |
| 39     | A       |
| 40     | D       |

| Number | Answers |
|--------|---------|
| 41     | C       |
| 42     | B       |
| 43     | D       |
| 44     | D       |
| 45     | D       |
| 46     | C       |
| 47     | C       |
| 48     | A       |
| 49     | A       |
| 50     | D       |
| 51     | C       |
| 52     | A       |
| 53     | B       |
| 54     | C       |
| 55     | D       |
| 56     | B       |
| 57     | C       |