



UNIVERSITY OF CAMBRIDGE INTERNATIONAL EXAMINATIONS  
General Certificate of Education Ordinary Level

CANDIDATE  
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NUMBER

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**BUSINESS STUDIES**

**7115/22**

Paper 2

**October/November 2012**

**1 hour 45 minutes**

Candidates answer on the Question Paper.

No Additional Materials are required.

**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	
<b>Total</b>	

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



- 1 (a) Identify and explain **four** disadvantages for Trunal of setting up as a sole trader rather than working for an employer.

Disadvantage 1: .....

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Explanation: .....

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Disadvantage 2: .....

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Explanation: .....

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Disadvantage 3: .....

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Explanation: .....

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Disadvantage 4: .....

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Explanation: .....

..... [8]



- 2 (a) KK Cars is described as a small business. Identify and explain **two** ways the size of this business can be measured.

Way 1: .....

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Explanation: .....

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Way 2: .....

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Explanation: .....

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..... [8]

- (b) Trunal wants to expand his business. Refer to the **two** options suggested in Appendix 3. Consider the advantages and disadvantages of each of these options. Recommend which option Trunal should choose. Justify your answer.

*For  
Examiner's  
Use*

Option 1: .....

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Option 2: .....

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Recommendation: .....

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[12]

- 3 (a) Refer to Appendix 2. Trunal needs more information to be able to calculate what price to charge the customer. Identify **four** pieces of information missing from this email and explain why each would be needed.

Information 1: .....

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Explanation: .....

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Information 2: .....

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Explanation: .....

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Information 3: .....

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Explanation: .....

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Information 4: .....

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Explanation: .....

..... [8]

(b) If Trunal decides to expand his taxi service as explained in Option 2 then he will need to promote this service. Consider **three** methods of promotion he could use. Which method of promotion would be most effective? Justify your answer.

For  
Examiner's  
Use

Method 1: .....

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Method 2: .....

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Method 3: .....

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Recommendation: .....

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[12]

- 4 (a) If Trunal decides to lease a large luxury car he will need to employ skilled drivers. Explain how a job specification and interviewing applicants will help him to recruit the best drivers.

Job specification: .....

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Interview: .....

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[8]



(b) Consider **three** methods Trunal could use to motivate these drivers. Which do you think will be the most effective method for Trunal’s business? Justify your answer.

*For  
Examiner's  
Use*

Method 1: .....

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Method 2: .....

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Method 3: .....

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Recommendation: .....

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..... [12]

- 5 (a) The rate of economic growth in country X fell from 4% to 0% in the last year. Identify and explain **two** effects this might have on KK Cars.

Effect 1: .....

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Explanation: .....

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Effect 2: .....

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Explanation: .....

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..... [8]

(b) Consider the **effects** on Trunal's business of each of the following legal changes.

*For  
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Use*

Higher standards of safety for taxis: .....

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Shorter working hours for taxi drivers: .....

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Lower speed limits for taxis: .....

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[12]

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