



General Certificate of Education
June 2004
Advanced Subsidiary Examination



ASSESSMENT and
QUALIFICATIONS
ALLIANCE

BUSINESS STUDIES
Unit 3

BUS3

Tuesday 8 June 2004 Afternoon Session

In addition to this paper you will require:

- a clean copy of the Case Study (enclosed);
- an 8-page answer book.

You may use a calculator.

Time allowed: 1 hour

Instructions

- Use blue or black ink or ball-point pen.
- Write the information required on the front of your answer book. The *Examining Body* for this paper is AQA. The *Paper Reference* is BUS3.
- Answer **all** questions.
- Do all rough work in the answer book. Cross through any work you do not want marked.

Information

- The maximum mark for this paper is 54.
- Mark allocations are shown in brackets.
- You will be assessed on your ability to use an appropriate form and style of writing, to organise relevant information clearly and coherently, and to use specialist vocabulary, where appropriate. The degree of legibility of your handwriting and the level of accuracy of your spelling, punctuation and grammar will also be taken into account.
- Up to 4 marks will be awarded for the quality of your written communication.

Answer **all** questions.

Where appropriate, use examples from the Case Study to support your answers.

- 1 Outline the research that Andrew might have done, before committing his £5000, to identify whether *ScrewLoose Ltd* was likely to prove a profitable business. (6 marks)
- 2 Examine why staff may become “upset” by changes due to technology, such as those introduced at *ScrewLoose Ltd* (set out in **Section D**). (8 marks)
- 3 To what extent was Andrew’s success with *ScrewLoose Ltd* a result of external factors outside his own control? (15 marks)
- 4 One of *ScrewLoose Ltd*’s best sellers is an electric power hammer imported from Germany. While the exchange rate was £1 to 1.50 Euros in 2003, it cost £20 to buy from the German supplier. What price is *ScrewLoose Ltd* likely to have to pay in Jan – June 2006? Briefly explain your answer. (6 marks)
- 5 Discuss whether Andrew’s management of *ScrewLoose Ltd* was always in the best interests of all the firm’s stakeholders. (15 marks)

END OF QUESTIONS