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**BUSINESS STUDIES**

**0450/22**

Paper 2 Case Study

**May/June 2017**

MARK SCHEME

Maximum Mark: 80

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**Published**

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This document consists of **12** printed pages.

Question	Answer	Marks
1(a)	<p><b>Identify two financial statements the directors will need to see before expanding CC. Explain why they will want to see each of these statements.</b></p> <p>Knowledge [2 · 1] – award one mark for each financial statement            Analysis [2 · 1] – award one mark for a relevant explanation for each financial statement            Application [2 · 2] – award two application marks for each financial statement</p> <p>Award one mark for each relevant named financial statement (max 2) and one mark for explanation of why the directors will want to view these statements before expanding.</p> <p>Examples might include:</p> <p style="padding-left: 40px;">income statement/Profit and loss account – to assess profitability/availability of retained profit/ need for loan/ability to repay loan            balance sheet/Statement of financial position – assess liquidity position/ assets for security against loan/assess value of assets that could be sold            cash flow forecast/statement – shows cash position/ability to cover expenses of expansion/liquidity position/ability to repay loans</p> <p>Award a maximum of three additional marks for each explanation – 2 of which must be applied to this context – of the financial statement.</p> <p>Indicative response:</p> <p>Balance sheet (k) to see if the business will be able to borrow \$500 000 (app). The balance sheet will show the liabilities of the company and will show if the bank is likely to give CC a loan for the purchase of the new automated equipment (app). The directors will want to see if there are sufficient assets to be used as security for the loan (an).</p> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <p>Possible application marks:</p> <p>Already operating in a niche market; high quality ingredients; chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; factory; private limited company; set up 15 years ago in country X; labour-intensive production techniques; 100 production workers; on-the-job training for new workers; developing a new brand of chocolate bar; targeted at the mass market; purchase a new automated production line; output is expected to be high; borrow \$500 000.</p> <p>There may be other examples in context that have not been included here.</p> </div>	8

Question	Answer	Marks														
1(b)	<p><b>Consider the following three factors that affect CC when importing all of its ingredients. Which is the most important factor when deciding whether to import ingredients? Justify your answer.</b></p> <p><b>Relevant points might include:</b></p> <table border="1" data-bbox="295 414 1340 1205"> <tr> <td data-bbox="295 414 566 701">Exchange rate</td> <td data-bbox="566 414 1340 701">           May fluctuate and this will affect the import prices of ingredients – affects costs – difficult to plan for – may result in having much higher costs than budget.            Exchange rate is already low – higher cost of imported ingredients – raise prices – lower sales - reduce profit.            If exchange rate increased/high – lower cost of imported ingredients – lower prices – increase sales – increase profit.         </td> </tr> <tr> <td data-bbox="295 701 566 851">Import tariffs</td> <td data-bbox="566 701 1340 851">           Increased cost of imported materials – need to raise prices of finished chocolates or reduce profit.   <b>Note:</b> Do not award fixed quantity i.e. quota         </td> </tr> <tr> <td data-bbox="295 851 566 1205">Delivery time</td> <td data-bbox="566 851 1340 1205">           Perishable ingredients – need for quick delivery – urgent orders may need quick delivery.            Delivery may be slow – may cause production delays – reduced sales/customer demand not fully met.            If delays in delivery – may need to buy locally produced ingredients – lower quality – lose reputation/lose brand image.   <b>Note:</b> Do not award if only about delivery time to the customer.         </td> </tr> </table> <p>Knowledge/Analysis/Evaluation – award up to 10 marks using the levels-based mark scheme below.</p> <table border="1" data-bbox="295 1305 1340 1713"> <thead> <tr> <th data-bbox="295 1305 467 1355"></th> <th data-bbox="467 1305 1340 1355">Knowledge/Analysis/ Evaluation</th> </tr> </thead> <tbody> <tr> <td data-bbox="295 1355 467 1543">Level 3</td> <td data-bbox="467 1355 1340 1543">           At least 2 · Level 2 +            9–10 marks for well justified conclusion of the most important factor and why it is more important than the other two factors.             7–8 marks for limited conclusion of the most important factor.         </td> </tr> <tr> <td data-bbox="295 1543 467 1628">Level 2</td> <td data-bbox="467 1543 1340 1628">           4–6 marks            Detailed discussion of each factor.         </td> </tr> <tr> <td data-bbox="295 1628 467 1713">Level 1</td> <td data-bbox="467 1628 1340 1713">           1–3 marks            Outline of each factor.         </td> </tr> </tbody> </table> <p>Level 1 – 1 mark for each L1 statement (max of 3 marks) e.g. A tariff will increase the cost the company pays for imported raw materials.</p> <p>Level 2 – 1 · L2 explanation can gain 4 marks and a further mark can be awarded for each additional L2 explanation (max 6 marks) e.g. Exchange rate fluctuations will affect the cost of imported ingredients. If the exchange rate appreciates then import prices will be lower and costs will be less or if the exchange rate depreciates then import costs will rise. (L2)</p>	Exchange rate	May fluctuate and this will affect the import prices of ingredients – affects costs – difficult to plan for – may result in having much higher costs than budget. Exchange rate is already low – higher cost of imported ingredients – raise prices – lower sales - reduce profit. If exchange rate increased/high – lower cost of imported ingredients – lower prices – increase sales – increase profit.	Import tariffs	Increased cost of imported materials – need to raise prices of finished chocolates or reduce profit.  <b>Note:</b> Do not award fixed quantity i.e. quota	Delivery time	Perishable ingredients – need for quick delivery – urgent orders may need quick delivery. Delivery may be slow – may cause production delays – reduced sales/customer demand not fully met. If delays in delivery – may need to buy locally produced ingredients – lower quality – lose reputation/lose brand image.  <b>Note:</b> Do not award if only about delivery time to the customer.		Knowledge/Analysis/ Evaluation	Level 3	At least 2 · Level 2 + 9–10 marks for well justified conclusion of the most important factor and why it is more important than the other two factors.  7–8 marks for limited conclusion of the most important factor.	Level 2	4–6 marks Detailed discussion of each factor.	Level 1	1–3 marks Outline of each factor.	12
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	<p>Level 3 – For L3 to be awarded there needs to be at least two L2 marks awarded and then a conclusion which justifies which is the most important factor.</p> <p><b>Award up to 2 additional marks for relevant application.</b></p> <div style="border: 1px solid black; padding: 5px;"> <p>Possible application marks:</p> <p>chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; country X already has a low exchange rate; located in country X; fillings made with luxury ingredients; batch production; 100 production workers; skilled workers in factory; employed at CC since it started; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; reduce variable costs by using lower quality ingredients; purchase a new automated production line; output is expected to be high; borrow \$500 000.</p> <p>There may be other examples in context that have not been included here.</p> </div>	

Question	Answer	Marks
2(a)	<p><b>Identify and explain two reasons why on-the-job training is important for new employees at CC.</b></p> <p>Knowledge [2 · 1] – award one mark for each relevant reason            Analysis [2 · 1] – award one mark for a relevant explanation for each reason            Application [2 · 2] – award two application marks for each reason</p> <p>Award one mark for each relevant reason (max 2), such as:</p> <p>ensure they are correctly trained for CC methods – less likely to make mistakes/ maintains high quality chocolates            efficient at their jobs – increase output/know how to do the job correctly            build relationships with existing employees – settle in quicker and happier in new job/easier to ask for help if unsure/more quickly effective in the new job            new employees are quickly able to contribute to production – can produce chocolates while training so output higher            easier and quicker to arrange - cheaper than off-the-job training            less likely to have accidents if correctly trained- employees less likely to be absent from work through injury</p> <p><b>Note:</b> Do not award induction training or just a simple definition of off-the-job training</p> <p>Award a maximum of three additional marks for each explanation – 2 of which must be applied to this context – of the reason</p> <p>Indicative response:            On-the-job training will ensure the new employees are trained correctly (k) in how to make the hand-made chocolates (app). As the chocolates are luxury products using expensive fillings then they must not be wasted (app). If trained correctly then the new employees will carry out their jobs effectively and chocolates will not be faulty and thrown away (an).</p> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <p>Possible application marks:</p> <p>Chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; private limited company; labour-intensive production techniques; batch production; 100 production workers; skilled workers in the factory; employed at CC since it started/for 15 years; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; purchase a new automated production line; output is expected to be high.</p> <p>There may be other examples in context that have not been included here.</p> </div>	8

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2(b)	<p><b>Consider how the following <u>three</u> stakeholders will be affected by the introduction of a new automated production line at CC. Which stakeholder will be most affected by this decision? Justify your answer.</b></p> <p><b>Relevant points might include:</b></p> <table border="1" data-bbox="296 416 1342 1240"> <thead> <tr> <th></th> <th>Positively affected</th> <th>Negatively affected</th> </tr> </thead> <tbody> <tr> <td>Employees</td> <td>Increased output – higher wages Training provided – increases skills of workers – increased job satisfaction New jobs – higher wages Easier/less strenuous job</td> <td>Some may lose their jobs Different job – may not like it If lose job then lower standard of living – cannot buy as many goods and services</td> </tr> <tr> <td>Shareholders</td> <td>Increased profit in long run Share price increased</td> <td>Reduced dividends in the short run</td> </tr> <tr> <td>Bank</td> <td>Expansion of business – more likely to repay loans/overdrafts May need additional loans Bank makes a profit from interest paid on the loan</td> <td>Investment may take time for increased revenue – delay in repaying loan If fails the bank loan may not be repaid – bank loses money</td> </tr> </tbody> </table> <p>Knowledge/Analysis/Evaluation – award up to 10 marks using the levels-based mark scheme below.</p> <table border="1" data-bbox="296 1341 1342 1883"> <thead> <tr> <th></th> <th>Knowledge/Analysis/ Evaluation</th> </tr> </thead> <tbody> <tr> <td>Level 3</td> <td>At least 2 · Level 2 + 9–10 marks for well justified conclusion as to which stakeholder will be affected the most by the new automated production line and why the others will be less affected.  7–8 marks for some limited judgement shown in conclusion as to which stakeholder will be affected the most by the automated production line.</td> </tr> <tr> <td>Level 2</td> <td>4–6 marks Detailed discussion of the positive and/or negative effects on each stakeholder.</td> </tr> <tr> <td>Level 1</td> <td>1–3 marks Outline of the effects on each stakeholder.</td> </tr> </tbody> </table> <p>Level 1 – 1 mark for each L1 statement (max of 3 marks) e.g. Workers may be made redundant.</p>		Positively affected	Negatively affected	Employees	Increased output – higher wages Training provided – increases skills of workers – increased job satisfaction New jobs – higher wages Easier/less strenuous job	Some may lose their jobs Different job – may not like it If lose job then lower standard of living – cannot buy as many goods and services	Shareholders	Increased profit in long run Share price increased	Reduced dividends in the short run	Bank	Expansion of business – more likely to repay loans/overdrafts May need additional loans Bank makes a profit from interest paid on the loan	Investment may take time for increased revenue – delay in repaying loan If fails the bank loan may not be repaid – bank loses money		Knowledge/Analysis/ Evaluation	Level 3	At least 2 · Level 2 + 9–10 marks for well justified conclusion as to which stakeholder will be affected the most by the new automated production line and why the others will be less affected.  7–8 marks for some limited judgement shown in conclusion as to which stakeholder will be affected the most by the automated production line.	Level 2	4–6 marks Detailed discussion of the positive and/or negative effects on each stakeholder.	Level 1	1–3 marks Outline of the effects on each stakeholder.	12
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	<p>Level 2 – 1 · L2 explanation can gain 4 marks and a further mark can be awarded for each additional L2 explanation (max 6 marks) e.g. Workers may be made redundant as the production line may not require as many workers. Those workers who keep their jobs may benefit by receiving higher wages as they will now be more productive. (L2)</p> <p>Level 3 – For L3 to be awarded there needs to be at least two L2 marks awarded and then a conclusion which justifies which stakeholder is affected the most.</p> <p><b>Award up to 2 additional marks for relevant application.</b></p> <div style="border: 1px solid black; padding: 5px;"> <p>Possible application marks:</p> <p>Chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; most workers been with CC since it started/for 15 years; private limited company; set up 15 years ago in country X; on-the-job training for new workers; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; reduce variable costs by using lower quality ingredients; output is expected to be high; borrow \$500 000.</p> <p>There may be other examples in context that have not been included here.</p> </div>	

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3(a)	<p><b>Identify and explain <u>one</u> advantage and <u>one</u> disadvantage to CC if it changes to a public limited company.</b></p> <p>Knowledge [2 · 1] – award one mark for each relevant advantage /disadvantage            Analysis [2 · 1] – award one mark for a relevant explanation for each advantage/disadvantage            Application [2 · 2] – award two application marks for each advantage /disadvantage</p> <p>Award one mark for each relevant advantage/disadvantage (max 1 each) and one additional mark for explaining why it is an advantage/disadvantage.</p> <p>Answers are likely to include:</p> <table border="1" data-bbox="295 725 1340 1142"> <tbody> <tr> <td data-bbox="295 725 553 949">Advantage</td> <td data-bbox="553 725 1340 949">           No restriction on who can buy shares/shares sold to the public            Increased share capital issued to purchase fixed assets/increased capital raised            Easier to obtain bank loan/attract suppliers/perceived as less risky and higher status         </td> </tr> <tr> <td data-bbox="295 949 553 1142">Disadvantage</td> <td data-bbox="553 949 1340 1142">           Accounts published/less privacy            Easier to be taken over/original owners lose control            More legal formalities/expensive and time consuming to convert to plc. and issue shares to the public            More regulations and controls over plc.         </td> </tr> </tbody> </table> <p>Award a maximum of three additional marks for each explanation – 2 of which must be applied to this context - of the advantage/disadvantage.</p> <p>Indicative response:            A public limited company can issue new shares to the public (k) this will allow it to raise the additional \$500 000 needed for the expansion (app). This is a cheaper way to raise this necessary capital for the expansion as interest will not need to be paid on the finance (an). As the finance can be used for expansion of the automated production line then the higher profit from the increased output may not lead to reduced dividends for the shareholders (app).</p> <p><b>Award up to 4 additional marks for relevant application.</b></p> <table border="1" data-bbox="295 1615 1340 1917"> <tbody> <tr> <td data-bbox="295 1615 1340 1917">           Possible application marks:             Chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; private limited company; set up 15 years ago in country X; batch production; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; purchase a new automated production line; output is expected to be high; borrow \$500 000.             There may be other examples in context that have not been included here.         </td> </tr> </tbody> </table>	Advantage	No restriction on who can buy shares/shares sold to the public Increased share capital issued to purchase fixed assets/increased capital raised Easier to obtain bank loan/attract suppliers/perceived as less risky and higher status	Disadvantage	Accounts published/less privacy Easier to be taken over/original owners lose control More legal formalities/expensive and time consuming to convert to plc. and issue shares to the public More regulations and controls over plc.	Possible application marks:  Chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; private limited company; set up 15 years ago in country X; batch production; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; purchase a new automated production line; output is expected to be high; borrow \$500 000.  There may be other examples in context that have not been included here.	8
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3(b)	<p><b>Refer to Appendix 2 and other information in the case.</b>  <b>Draw on the graph below the break-even output of Fizz Bomm if the variable cost is reduced to \$0.60.</b>  <b>Do you think this would be the best way for CC to gain the highest profit for Fizz Bomm? Justify your answer</b></p> <p><b>Relevant points might include:</b></p> <table border="1" data-bbox="296 483 1339 674"> <tr> <td data-bbox="296 483 520 674">Lower variable cost to \$0.60</td> <td data-bbox="520 483 1339 674">           New TC line correctly drawn on the graph (L2)            B/E identified at 40 000 (L2) and 20 000 (L2)            Profit increases from \$12 000 (L2) to \$32 000 (L2)            Cheaper ingredients – may be poorer quality chocolates            – fewer sales than predicted         </td> </tr> </table> <p>Knowledge/Analysis/Evaluation – award up to 10 marks using the levels-based mark scheme below.</p> <table border="1" data-bbox="296 775 1339 1485"> <thead> <tr> <th data-bbox="296 775 467 826"></th> <th data-bbox="467 775 1339 826">Knowledge/Analysis/ Evaluation</th> </tr> </thead> <tbody> <tr> <td data-bbox="296 826 467 1115">Level 3</td> <td data-bbox="467 826 1339 1115">           Must have 2 · L2 – correct TC line plotted onto the graph and/or break-even output(s) and/or profit(s) correctly.             9–10 marks for well justified conclusion as to the best way to increase profit to choose compared to other ways.             7–8 marks for some limited judgement shown in conclusion as to the best way to increase profit.         </td> </tr> <tr> <td data-bbox="296 1115 467 1368">Level 2</td> <td data-bbox="467 1115 1339 1368">           4–6 marks            Correct new TC line drawn on the graph and/or correct break-even output(s) identified, and/or profit(s) correctly calculated  <b>and/or</b>            Explanation of the effects of lower variable cost and/or alternative way to increase profit even if no correct answer on break – even graph.         </td> </tr> <tr> <td data-bbox="296 1368 467 1485">Level 1</td> <td data-bbox="467 1368 1339 1485">           1–3 marks (No correct answer on break – even graph)            Outline of effects of lowering variable cost and /or alternative way to increase profit such as increase price.         </td> </tr> </tbody> </table> <p>Level 1 – 1 mark for each L1 statement (max of 3 marks) e.g. Lowering the variable cost will lead to higher profit.</p> <p>Level 2 – 1 · L2 explanation can gain 4 marks and a further mark can be awarded for each additional L2 explanation (max 6 marks) e.g. The new break-even output is 20 000. (L2)</p>	Lower variable cost to \$0.60	New TC line correctly drawn on the graph (L2) B/E identified at 40 000 (L2) and 20 000 (L2) Profit increases from \$12 000 (L2) to \$32 000 (L2) Cheaper ingredients – may be poorer quality chocolates – fewer sales than predicted		Knowledge/Analysis/ Evaluation	Level 3	Must have 2 · L2 – correct TC line plotted onto the graph and/or break-even output(s) and/or profit(s) correctly.  9–10 marks for well justified conclusion as to the best way to increase profit to choose compared to other ways.  7–8 marks for some limited judgement shown in conclusion as to the best way to increase profit.	Level 2	4–6 marks Correct new TC line drawn on the graph and/or correct break-even output(s) identified, and/or profit(s) correctly calculated <b>and/or</b> Explanation of the effects of lower variable cost and/or alternative way to increase profit even if no correct answer on break – even graph.	Level 1	1–3 marks (No correct answer on break – even graph) Outline of effects of lowering variable cost and /or alternative way to increase profit such as increase price.	12
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	<p>Level 3 – For L3 to be awarded there needs to be at least two L2 marks awarded and then a recommendation which justifies which is the best way to choose to increase profit.</p> <p><b>Award up to 2 additional marks for relevant application in the conclusion.</b></p> <div style="border: 1px solid black; padding: 5px;"> <p>Possible application marks:</p> <p>high quality chocolates/luxury chocolates; hand-made chocolates; fillings made with luxury ingredients; sold to specialist sweet shops; objective of expansion; developing a new brand of chocolate bar; targeted at the mass market; reduce variable costs by using lower quality ingredients; purchase a new automated production line; output is expected to be high; borrow \$500 000.</p> </div> <p>There may be other examples in context that have not been included here.</p>	

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4(a)	<p><b>Fizz Bomm is in the development stage of the product life cycle. Identify and explain four other stages of Fizz Bomm's product life cycle</b></p> <p>Award one mark for <b>each correctly named stage</b> (max 4) plus one additional mark for development indicating the <b>characteristics of the stage</b>:</p> <p>Introduction – low sales because the chocolate bar is new/loss made due to high development costs/ new into the market  Growth – sales start to rise rapidly/profits start to be made after development costs covered  Maturity – sales increase more slowly/ increasing competition/profits at their highest as sales growth is high  Saturation – sales remain high but stable/profits fall as sales are static and prices have been reduced  Decline – sales fall as new chocolate bars become available/profits fall as sales fall</p> <p><b>Note:</b> Do not reward 'Extension of the product life cycle' as a stage.</p> <p>Indicative response:  Introduction (1) as the new chocolate bar is to be launched onto the market and will have low sales to start with. (1)</p>	8

Question	Answer	Marks														
4(b)	<p><b>Consider the suitability of the three elements of the marketing mix outlined for Fizz Bomm in Appendix 3. Recommend whether any of these elements should be changed. Justify your answer.</b></p> <p><b>Relevant points might include:</b></p> <table border="1" data-bbox="296 416 1342 987"> <tr> <td data-bbox="296 416 501 640">Price</td> <td data-bbox="501 416 1342 640">           competitive market so penetration pricing will allow new chocolate bar to enter the market            will get established in the market – build up customer loyalty            longer term use competitive pricing as might be better in a competitive market         </td> </tr> <tr> <td data-bbox="296 640 501 831">Promotion</td> <td data-bbox="501 640 1342 831">           if aimed at children – should be seen by target in children’s magazines            but coupon unlikely to be effective for children            competitors advertise on TV            TV more suitable for the mass market         </td> </tr> <tr> <td data-bbox="296 831 501 987">Place</td> <td data-bbox="501 831 1342 987">           keep selling in specialist sweet shops but less appropriate for mass market so may not be successful            competitors ‘place’ more suitable for mass market – CC            less successful/fewer sales if do not change ‘place’         </td> </tr> </table> <p>Knowledge/Analysis/Evaluation – award up to 10 marks using the levels-based mark scheme below.</p> <table border="1" data-bbox="296 1088 1342 1559"> <tr> <td data-bbox="296 1088 469 1137"></td> <td data-bbox="469 1088 1342 1137">Knowledge/Analysis/ Evaluation</td> </tr> <tr> <td data-bbox="296 1137 469 1357">Level 3</td> <td data-bbox="469 1137 1342 1357">           At least 2 · Level 2 +            9–10 marks for well justified recommendation as to whether to change the elements of the marketing mix.             7–8 marks for some limited judgement shown in recommendation as to whether to change the elements of the marketing mix.         </td> </tr> <tr> <td data-bbox="296 1357 469 1476">Level 2</td> <td data-bbox="469 1357 1342 1476">           4–6 marks            Detailed discussion of relevance of each element of the marketing mix.         </td> </tr> <tr> <td data-bbox="296 1476 469 1559">Level 1</td> <td data-bbox="469 1476 1342 1559">           1–3 marks            Outline of each element of the marketing mix         </td> </tr> </table> <p>Level 1 – 1 mark for each L1 statement (max of 3 marks) e.g. As it is in a competitive market the pricing strategy should be penetration pricing when the new chocolate bar is launched.</p>	Price	competitive market so penetration pricing will allow new chocolate bar to enter the market will get established in the market – build up customer loyalty longer term use competitive pricing as might be better in a competitive market	Promotion	if aimed at children – should be seen by target in children’s magazines but coupon unlikely to be effective for children competitors advertise on TV TV more suitable for the mass market	Place	keep selling in specialist sweet shops but less appropriate for mass market so may not be successful competitors ‘place’ more suitable for mass market – CC less successful/fewer sales if do not change ‘place’		Knowledge/Analysis/ Evaluation	Level 3	At least 2 · Level 2 + 9–10 marks for well justified recommendation as to whether to change the elements of the marketing mix.  7–8 marks for some limited judgement shown in recommendation as to whether to change the elements of the marketing mix.	Level 2	4–6 marks Detailed discussion of relevance of each element of the marketing mix.	Level 1	1–3 marks Outline of each element of the marketing mix	12
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Level 1	1–3 marks Outline of each element of the marketing mix															

Question	Answer	Marks
	<p>Level 2 – 1 · L2 explanation can gain 4 marks and a further mark can be awarded for each additional L2 explanation (max 6 marks) e.g. As it is in a competitive market the pricing strategy should be penetration pricing when the new chocolate bar is launched. However, when the product moves to the growth stage of the life cycle then competitive pricing should be used to maintain brand loyalty and to stay competitive with all the other brands of chocolate bar. (L2 plus application for referring to the new chocolate bar)</p> <p>Level 3 – For L3 to be awarded there needs to be at least two L2 marks awarded and then a conclusion which justifies whether to change the elements of the marketing mix.</p> <p><b>Award up to 2 additional marks for relevant application.</b></p> <div style="border: 1px solid black; padding: 5px;"> <p>Possible application marks:</p> <p>penetration pricing; advertising in children’s magazines; discount coupons in the magazines; competitors only advertise on TV; distribute through speciality sweet (candy) shops; competitors distribute through wholesalers and supermarkets; chocolates/high quality chocolates/luxury chocolates; hand-made chocolates; developing a new brand of chocolate bar; lots of competitors in the mass market; output is expected to be high. There may be other examples in context that have not been included here.</p> </div>	