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ENTERPRISE**0454/12**

Paper 1

October/November 2025**1 hour 30 minutes**

You must answer on the question paper.

You will need: Insert (enclosed)

INSTRUCTIONS

- Answer **all** questions.
- Use a black or dark blue pen. You may use an HB pencil for any diagrams or graphs.
- Write your name, centre number and candidate number in the boxes at the top of the page.
- Write your answer to each question in the space provided.
- Do **not** use an erasable pen or correction fluid.
- Do **not** write on any bar codes.

INFORMATION

- The total mark for this paper is 100.
- The number of marks for each question or part question is shown in brackets [].
- You should have received a copy of the case study before the examination. A copy of the case study is provided with this question paper as an insert.

This document has **16** pages. Any blank pages are indicated.



Section A

Answer **all** questions.

- 1 Jala is thinking of using leaflets to attract new customers. She asked Zac to design and print these leaflets for her.

(a) State **two** marketing communications, other than leaflets.

- 1
2 [2]

(b) State **two** factors an enterprise would consider before choosing marketing communications.

- 1
2 [2]

(c) Explain **one** advantage of using leaflets to attract customers.

Advantage
.....
..... [2]

(d) Explain **two** ways laws and regulations could affect the marketing of an enterprise.

- 1
.....
.....
.....
2
.....
.....
..... [4]

[Total: 10]



- 2 Zac completed some research for his proposed enterprise to help him persuade stakeholders to become involved.

(a) Define the term *stakeholder*.

.....

.....

.....

..... [2]

(b) Explain how **one** stakeholder was involved in **your enterprise project**. Use an example to support your answer.

.....

.....

.....

.....

.....

..... [3]

(c) State **two** disadvantages of secondary research.

1

.....

2

.....

[2]

(d) Explain how **one** method of market research helped you to make a decision in **your enterprise project**. Use an example to support your answer.

Method of market research:

.....

.....

.....

.....

..... [3]

[Total: 10]



3 Zac identified competitors' prices and the potential costs for his enterprise.

(a) Using Table 1, calculate the total amount a customer would pay for the printing and delivery of **2000** leaflets. Show your working.

.....

.....

.....

.....

.....

.....

.....

Total amount [4]

(b) Using Table 2, calculate the number of leaflets Zac would need to print to break even if he charged **\$14.50** for every **100** leaflets. Show your working.

.....

.....

.....

.....

.....

.....

.....

Break-even quantity [4]

(c) Explain **one** cost that Zac had forgotten to include in his research for his proposed enterprise.

.....

.....

.....

..... [2]

[Total: 10]



4 Zac would be working alone in his enterprise but would need his parents' help.

(a) (i) State the type of business organisation Zac's leaflet enterprise will be.

..... [1]

(ii) Explain **one** disadvantage to Zac of operating as this type of business organisation. Use an example from the case study to support your answer.

.....
.....
.....
.....
.....
..... [3]

(b) Explain how Zac's enterprise could be affected by:

(i) advances in technology
.....
..... [2]

(ii) changes in taste
.....
..... [2]

(c) Explain how you used **one** financial document in **your enterprise project**.

Financial document:
.....
..... [2]

[Total: 10]



5 Zac intended to use a loan from his parents to buy the equipment and materials he would need for his enterprise.

(a) State **two** sources of finance, other than loans.

- 1
- 2 [2]

(b) Describe **one** way a bank can support an enterprise, other than providing finance.

-
-
-
- [2]

(c) Justify why Zac should **not** buy the used printer.

-
-
-
-
-
- [3]

(d) Explain **one** action Zac can take to ensure that the negotiation with his parents is successful. Use an example from the case study to support your answer.

-
-
-
-
-
- [3]

[Total: 10]





Section B

Answer **all** questions.

- 6 (a)** Zac completed some research but did not complete a business plan.

Analyse the benefits to Zac's enterprise of producing a business plan. Use examples from the case study to support your answer.

..... [10]





(b) Zac is not sure whether he should start the new leaflet enterprise.

Evaluate whether the leaflet enterprise is likely to be a profitable enterprise for Zac. You should consider financial calculations in your answer.

[illegible]



[15]







7 Now consider **your enterprise project**.

(a) Enterprises compete in different ways, including:

- effective customer service
- marketing communications
- pricing of goods and services
- unique goods or services.

Analyse the effectiveness of **two** of these ways in helping to gain customers in **your enterprise project**. Use examples to support your answer.

[10]





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[15]

[Total: 25]









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