



CANDIDATE
NAME

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CENTRE
NUMBER

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CANDIDATE
NUMBER

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7100/22

May/June 2023

2 hours

You must answer on the question paper.

No additional materials are needed.

- Answer **all** questions.
- Use a black or dark blue pen.
- 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.
- You may use a calculator.

- The total mark for this paper is 80.
- The number of marks for each question or part question is shown in brackets [].

This document has **12** pages. Any blank pages are indicated.

- 1 Fig. 1.1 shows the share of mobile retailing sales as a percentage (%) of all online sales in a country for 2017–2021.

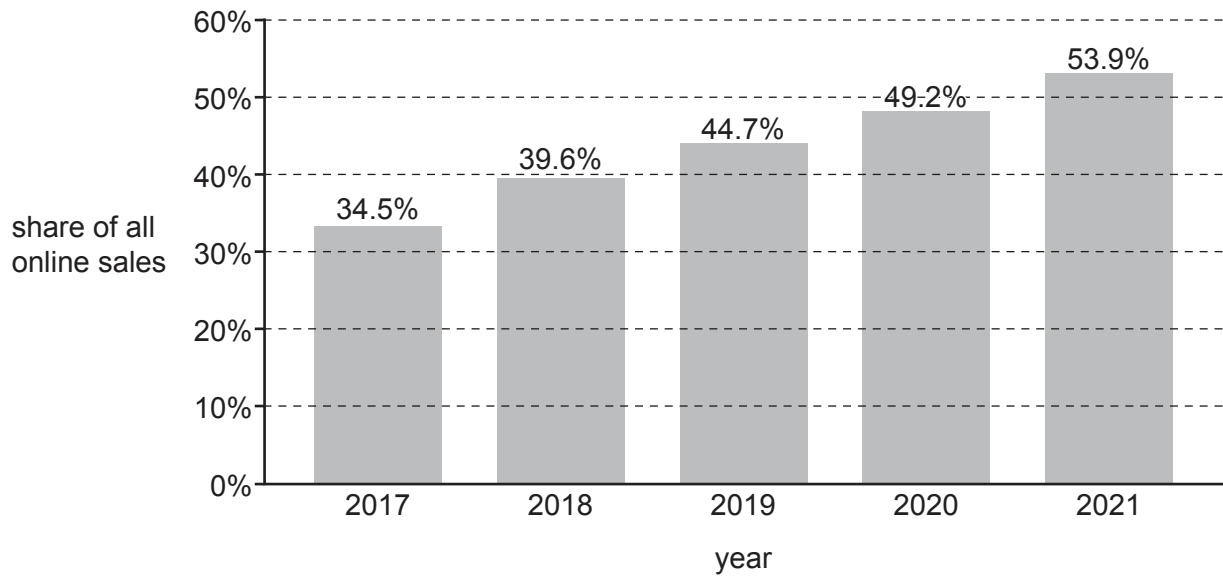


Fig. 1.1 Mobile retailing sales

Use Fig. 1.1 to help you answer the following questions.

- (a) (i) Define *mobile retailing*.

.....

.....

.....

..... [2]

- (ii) Calculate the increase in the share of mobile retailing sales from 2017 to 2021.

.....

..... [1]

(b) Explain **two** methods of payment which customers use for online purchases.

1.

.....

.....

2.

.....

.....

[4]

(c) Circle the correct answer to complete each of the following sentences.

As online sales increase, distribution costs

decrease **OR** increase.

Consumers are more likely to be attracted to a website by

order tracking **OR** free returns.

[2]

(d) Discuss the importance of warehouses to online retailers. Give reasons for your answer.

[6]

[6]

- 2 Adam and Bella have set up a partnership to make and deliver boxes of ready meals. Adam will make the meals and Bella will deliver the meals in a van. They have drawn up a deed of partnership.

(a) Suggest **two** reasons Adam and Bella had for starting their business as a partnership.

1.

 2.
 [2]

(b) (i) State **one** item of information usually included in a deed of partnership.

.....
 [1]

(ii) Explain **one** reason why it is important for Adam and Bella to draw up a deed of partnership.

.....

 [3]

(c) Do you think it is a good idea for Adam and Bella to specialise their roles within the partnership? Give reasons for your answer.

.....

 [3]

- (d)** Each box of ready meals costs \$15 and there will be a mark-up of 40%.

Calculate the selling price of each box of ready meals. Show your working.

[3]

- (e) Discuss whether Adam and Bella should use local newspapers or the sides of their van to advertise. Which would you recommend? Give reasons for your answer.

[8]

[Total: 20]

- 3 Kelvin Peng applied successfully for a VB Games store card six months ago, after considering the advantages offered by using the card. Fig. 3.1 shows a store card statement from VB Games to Kelvin Peng that he received in the post.

VB GAMES STORE CARD STATEMENT		
Kelvin Peng		
CREDIT LIMIT		\$700.00
<hr/>		
Purchases and Payments	\$	\$
10/03/2023 VB Games, Klang store	24.40	
12/03/2023 VB Games, Ipoh store	56.30	
15/03/2023 VB Games, Padawan store	143.30	
18/03/2023 Payment at Klang store		212.00
Present balance		(i)
<hr/>		
Available to spend		(ii)
Minimum payment due by 30/04/2023		5.00

Fig. 3.1 Store card statement

Use Fig. 3.1 to help you answer the following questions.

- (a) Complete (i) and (ii) in Fig. 3.1. [2]
- (b) Explain how Kelvin will be affected if he does not pay the minimum payment on time.

.....

.....

.....

..... [2]

- (c)** Is the postal service the best method for Kelvin to receive store card statements from VB Games? Give reasons for your answer.

[3]

- (d)** Kelvin wants to buy an expensive guitar. He can use a loan or an overdraft to pay for the guitar. Discuss both options. Which would you recommend? Give reasons for your answer.

[8]

[Total: 15]

- 4 Freya is interested in exporting recycled laptops. She attended a trade fair to find out about the commercial opportunities and risks experienced by exporters.

(a) Define *exports*.

.....

.....

.....

..... [2]

(b) Do you think exporting recycled laptops is a good commercial opportunity for Freya? Give reasons for your answer.

.....

.....

.....

.....

.....

..... [3]

(c) Explain **two** ways that customs authorities can affect Freya's trade.

1.

.....

.....

.....

.....

2.

.....

.....

.....

..... [4]

- (d)** Discuss how important insurance will be for Freya if she exports laptops. Give reasons for your answer.

[6]

[Total: 15]

- 5 Fig. 5.1 shows the supply chain for a car manufacturer that receives vehicle components into its factory from international component suppliers.

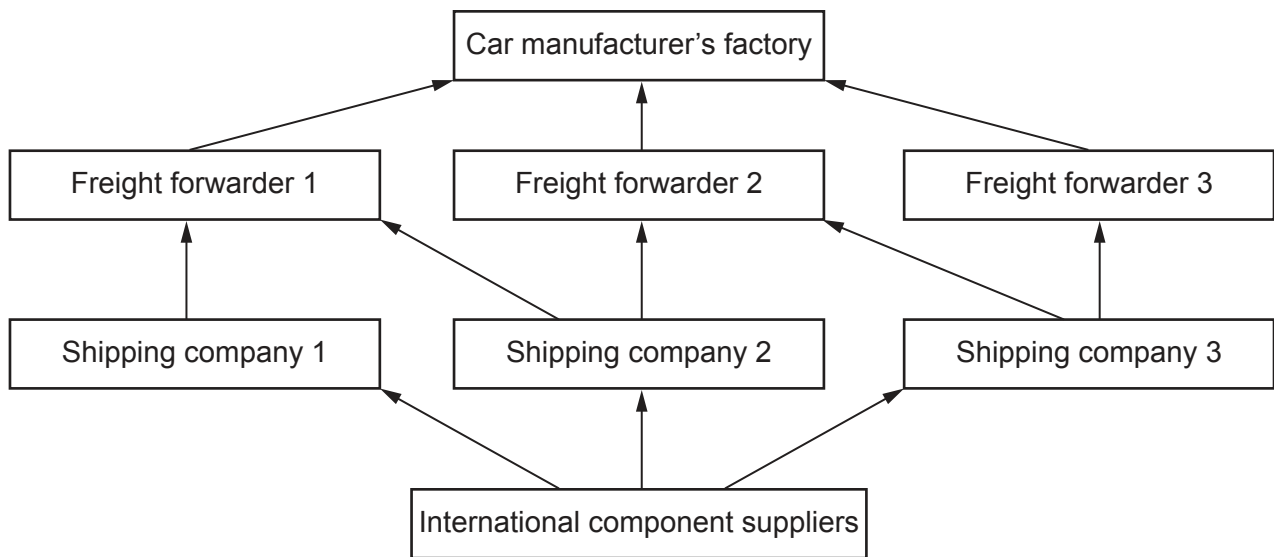


Fig. 5.1 supply chain for a car manufacturer

Use Fig. 5.1 to help you answer the following questions.

- (a) Explain what is meant by a factory.

.....

.....

.....

..... [2]

- (b) State **two** services provided by freight forwarders.

1.

.....

2.

..... [2]

- (c) Explain **one** reason why shipping companies often use more than one freight forwarder.

.....

.....

.....

..... [2]

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