# Mark Scheme (Results)

# Summer 2019

Pearson Edexcel Applied International Advanced Level

In Information Communication Tecnology  (ICT) (WIT03) Paper 01

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**General Marking Guidance**

- All candidates must receive the same treatment.  Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme.  Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

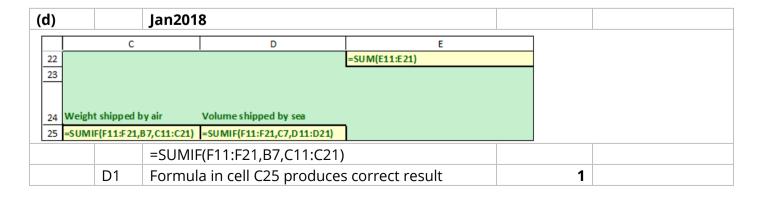| Activity | | ANSWER | POSS. MARK | MAX |
|---|---|---|---|---|
| **Activity 1** | | **Points from the scenario relevant to the model** | | |
| | | **Any 13 of** | | |
| (a) | A1 | Paid no import tax until 1997 / Paid import tax after 1997 | **1** | |
| | A2 | Import tax now <u>4.7%</u> for small appliances, <u>6.3%</u> for medium appliances and <u>8.4%</u> for large appliances | **1** | |
| | A3 | Appliances are in three categories, <u>Small (S), Medium (M), or Large (L)</u> | **1** | |
| | A4 | Small appliance maximum weight of 10 kg<br>Medium appliance maximum weight of 20 kg Large appliances have a weight over 20 kg | **1** | |
| | A5 | Small appliance maximum volume 0.04 m$^3$<br>Medium appliance maximum volume 0.4 m$^3$<br>Large appliances have a volume greater than 0.4 m$^3$ | **1** | |
| | A6 | Small and medium appliances can be sent by air or sea, <u>the preferred method is air</u> | **1** | |
| | A7 | Large appliances can only be sent by sea in <u>standard or economy containers</u> | **1** | |
| | A8 | A standard container has a usable volume of 33 m$^3$ and for an economy container the usable volume is 67 m$^3$ | **1** | |
| | A9 | A container can be used solely by a customer, or the space can be shared between customers. | **1** | |
| | A10 | Maximum of one aircraft used for shipment. | **1** | |
| | A11 | HKA offer three ranges of kitchen appliances (bronze, silver and gold) | **1** | |
| | A12 | Ratio of bronze: silver: gold appliances = 1:3:2 | **1** | |
| | A13 | Small and medium appliances only sent in batches of 5 | **1** | |
| | A14 | Medium cargo aircraft are <u>can carry up to 55000 kg.</u> | **1** | |
| | A15 | Large cargo aircraft are <u>can carry up to 110000 kg.</u> | **1** | |
| | A16 | Medium transporters are cheaper for loads up to 20000 kg | **1** | |
| | A17 | Air transported loads measured in weight (kg), sea transported loads measured in volume (m$^3$) | **1** | |
| | A18 | Any other relevant answer | **1** | |
| | | | | **Max 13** |

| | | Data Source | Data | | |
|---|---|---|---|---|---|
| (b) | B1 | Hong Kong Special Administrative region | Import tax rates | 1 | |
| | B2 | Hong Kong Custom and Excise | Appliance categories | 1 | |
| | B3 | Asian Trans Global Shipping Company | Container data and shipping times | 1 | |
| | B4 | Hunt Kitchen Appliances | Appliance ranges | 1 | |
| | B5 | Air Hong Kong Direct | Air travel times | 1 | |
| | B6 | Lucy | Air shipping rates | 1 | |
| | | | | | Max 4 |
| | | | | | 17 |
| | | | | | |

| Activity 2 | | AirShippingRates | | | |
|---|---|---|---|---|---|
| | | | | | |
| (a) | | | | | |

|  | A | B | C |
|---|---|---|---|
| 8 | | Medium Transporter | |
| 9 | Min Weight in kg | Max Weight in kg | Charge per kg |
| 10 | 0 | 5000 | $3.08 |
| 11 | 5001 | 10000 | $3.06 |
| 12 | 10001 | 15000 | $3.03 |
| 13 | 15001 | 20000 | $2.99 |
| 14 | 20001 | 25000 | $2.90 |
| 15 | 25001 | 30000 | $2.74 |
| 16 | 30001 | 35000 | $2.51 |
| 17 | 35001 | 40000 | $2.37 |
| 18 | 40001 | 45000 | $2.08 |
| 19 | 45001 | 50000 | $1.90 |
| 20 | 50001 | 55000 | $1.78 |

| | A1 | All values entered correctly | | 1 | |
|---|---|---|---|---|---|
| | | | | | 1 |

| (b) | | ApplancesShipped2018 | | | |
|---|---|---|---|---|---|

|  | F | J | K | L | M |
|---|---|---|---|---|---|
| 8 | Silver Range | Gold Range | | | |
| 9 | Quantity | Quantity | Total Weight in kg | Total Volume in m³ | Value |
| 10 | =3*B10 | =2*B10 | =AppliancesRange!L11*$J10 | =AppliancesRange!M11*$J10 | =AppliancesRange!N11*$J10 |
| 11 | =3*B11 | =2*B11 | =AppliancesRange!L12*$J11 | =AppliancesRange!M12*$J11 | =AppliancesRange!N12*$J11 |
| 12 | =3*B12 | =2*B12 | =AppliancesRange!L13*$J12 | =AppliancesRange!M13*$J12 | =AppliancesRange!N13*$J12 |
| 13 | =3*B13 | =2*B13 | =AppliancesRange!L14*$J13 | =AppliancesRange!M14*$J13 | =AppliancesRange!N14*$J13 |
| 14 | =3*B14 | =2*B14 | =AppliancesRange!L15*$J14 | =AppliancesRange!M15*$J14 | =AppliancesRange!N15*$J14 |
| 15 | =3*B15 | =2*B15 | =AppliancesRange!L16*$J15 | =AppliancesRange!M16*$J15 | =AppliancesRange!N16*$J15 |
| 16 | =3*B16 | =2*B16 | =AppliancesRange!L17*$J16 | =AppliancesRange!M17*$J16 | =AppliancesRange!N17*$J16 |
| 17 | =3*B17 | =2*B17 | =AppliancesRange!L18*$J17 | =AppliancesRange!M18*$J17 | =AppliancesRange!N18*$J17 |
| 18 | =3*B18 | =2*B18 | =AppliancesRange!L19*$J18 | =AppliancesRange!M19*$J18 | =AppliancesRange!N19*$J18 |
| 19 | =3*B19 | =2*B19 | =AppliancesRange!L20*$J19 | =AppliancesRange!M20*$J19 | =AppliancesRange!N20*$J19 |
| 20 | =3*B20 | =2*B20 | =AppliancesRange!L21*$J20 | =AppliancesRange!M21*$J20 | =AppliancesRange!N21*$J20 |

|  |  | =3*B10 |  |  |
|---|---|---|---|---|
|  | B1 | Formula in F10 produces correct result |  | 1 |  |
|  |  | =2*B10 |  |  |
|  | B2 | Formula in J10 produces correct result |  | 1 |  |
|  | B3 | Sum not used in F10 or J10 |  | 1 |  |
|  | B4 | Correct formulae in <u>F10</u> and <u>J10</u> replicated  to F20 and J20 |  | 1 |  |
|  |  | **=AppliancesRange!L11*$J10**<br>**Or**<br>**=VLOOKUP($A10,AppliancesRange!$K$11:$N$21,2,0)*$J10**<br>**Or**<br>**=VLOOKUP($A10,Jan2018!$A$11:$S21,15,0)*J10**<br>**Or**<br>**=Jan2018!O11** |  |  |
|  | B5 | Correct formula in K10 (Formula must work correctly. Absolute addressing is not necessary for mark.) |  | 1 |  |
|  |  | =AppliancesRange!M11*$J10<br>Or<br>=VLOOKUP($A10,AppliancesRange!$K$11:$N$21,3,0)*$J10<br>Or<br>**=VLOOKUP($A10,Jan2018!$A$11:$S21,16,0)*J10**<br>**Or**<br>**=Jan2018!P11** |  |  |
|  | B6 | Correct formula in L10 (Formula must work correctly. Absolute addressing is not necessary for mark.) |  | 1 |  |
|  |  | =AppliancesRange!N11*$J10<br>Or<br>=VLOOKUP($A10,AppliancesRange!$K$11:$N$21,4,0)*$J10<br>Or<br>**=VLOOKUP($A10,Jan2018!$A$11:$S21,17,0)*J10**<br>**Or**<br>**=Jan2018!Q11** |  |  |

| | | | | |
|---|---|---|---|---|
| | B7 | Correct formula in M10 (Formulae must work correctly. Absolute addressing is not necessary for mark.) | **1** | |
| | B8 | <u>All correct</u> formulae replicated to K20, L20 and M20 (if VLOOKUP used or similar need to see absolute addressing on range) | **1** | |
| | | | | **8** |

| | | | | |
|---|---|---|---|---|
| **(c)** | | **ShipmentMethod** | | |

| | F | J |
|---|---|---|
| 9 | | Silver |
| 10 | Appliance | Preferred shipment method |
| 11 | Microwave | =IF(AppliancesRange!J11="L",$F$25,$G$25) |
| 12 | Cooker | =IF(AppliancesRange!J12="L",$F$25,$G$25) |
| 13 | Fridge Freezer | =IF(AppliancesRange!J13="L",$F$25,$G$25) |
| 14 | Dishwasher | =IF(AppliancesRange!J14="L",$F$25,$G$25) |
| 15 | Kettle | =IF(AppliancesRange!J15="L",$F$25,$G$25) |
| 16 | Toaster | =IF(AppliancesRange!J16="L",$F$25,$G$25) |
| 17 | Hob | =IF(AppliancesRange!J17="L",$F$25,$G$25) |
| 18 | Blender | =IF(AppliancesRange!J18="L",$F$25,$G$25) |
| 19 | Food Mixer | =IF(AppliancesRange!J19="L",$F$25,$G$25) |
| 20 | Fryer | =IF(AppliancesRange!J20="L",$F$25,$G$25) |
| 21 | Coffee Machine | =IF(AppliancesRange!J21="L",$F$25,$G$25) |

| | | | | |
|---|---|---|---|---|
| | | **=IF(AppliancesRange!J11="L",$F$25,$G$25)** <br> **Or** <br> **=IF(AppliancesRange!J11="L","sea","air")** <br> **Or** <br> **=IF(G11>Import!$C$18,$F$25,IF(H11>Import!$D$18,$F$25,$G$25))** <br> **Or** <br> **=IF(G11>20, "sea", "air") Or  =IF(G11>20, $F$25,$G$25)** <br> **Or =IF(OR(G11<=20,H11<=0.4),$G$25,$F$25)** | | |
| | C1 | Formula in J11 produces correct result | **1** | |
| | C2 | Formula in J11 refers to AppliancesRange J11 or to G11 | **1** | |
| | C3 | "sea", "air" correct way around ($F$25, $G25) | **1** | |
| | C4 | Formula correctly replicated to J21 (can be incorrect formula) | **1** | |
| | | | | **4** |

| | | | | |
|---|---|---|---|---|
| **(d)** | | **Jan2018** | | |

| | C | D | E |
|---|---|---|---|
| 22 | | | =SUM(E11:E21) |
| 23 | | | |
| 24 | Weight shipped by air | Volume shipped by sea | |
| 25 | =SUMIF(F11:F21,B7,C11:C21) | =SUMIF(F11:F21,C7,D11:D21) | |

| | | | | |
|---|---|---|---|---|
| | | =SUMIF(F11:F21,B7,C11:C21) | | |
| | D1 | Formula in cell C25 produces correct result | **1** | |

| | D2 | Criteria range F11:F21 | **1** | |
|---|---|---|---|---|
| | D3 | Criteria B7 or "air" | **1** | |
| | D4 | Sum range C11:C21 | **1** | |
| | | =SUMIF(F11:F21,C7,D11:D21) | | |
| | D5 | Formula in cell  D25 produces correct result | **1** | |
| | D6 | Criteria C7 or "sea" | **1** | |
| | | =SUM(E11:E21) | | |
| | D7 | Formula in cell E22 produces correct result | **1** | |
| | | | | **7** |

| **(e)** | | **ShipmentTotals2018** | | |
|---|---|---|---|---|



| **(i)** | E1 | Selector displayed for shipment method | **1** | |
|---|---|---|---|---|
| | E2 | One drop-down menu correctly shown (Medium Transporter, Large Transporter OR Standard Container and Economy Container) | **1** | |

| | | | | |
|---|---|---|---|---|
| | | Accept typed solutions for E3–E6 | | |
| | E3 | January 2018 shows correct options (Large Transporter, Economy Container) | **1** | |
| | E4 | April 2018 shows correct options (Medium Transporter, Economy Container) | **1** | |
| | E5 | July 2018 shows correct options (Medium Transporter, Standard Container) | **1** | |
| | E6 | September 2018 shows correct options (Medium Transporter and Economy Container) | **1** | |

| | P | Q | R |
|---|---|---|---|
| **17** | **Total Value** | **Import Tax Rate %** | **Import Tax** |
| **18** | =M18+N18+O18 | =Import!$D$12 | =P18*Q18/100 |
| **19** | =M19+N19+O19 | =Import!$E$12 | =P19*Q19/100 |
| **20** | =M20+N20+O20 | =Import!$F$12 | =P20*Q20/100 |

| | | | | |
|---|---|---|---|---|
| **(ii)** | | =M18+N18+O18  =M19+N19+O19  =M20+N20+O20 (Accept correct use of SUM) | | |
| | E7 | Formula in P18 produces correct result | **1** | |
| **(iii)** | | =P18*Q18/100 | | |
| | E8 | Formula in cell R18 produces correct result | **1** | |
| | E9 | Correct formula replicated to R20 | **1** | |
| | | | | **9** |
| **(f)** | | **Printouts** | | |
| | | **All printouts and no more in right order are required to be eligible for the following marks** | | |
| | F1 | Row and column headings and gridlines  (All worksheets, excluding screen shot) | **1** | |
| | F2 | Correct rows and columns printed (All worksheets, excluding screen shot) | **1** | |
| | F3 | Correct header and footer (All worksheets and WP document) | **1** | |
| | | | | **3** |
| | | **Total Marks for Activity 2** | | **32** |

| Activity 3 | | **AppliancesCosts** | | |
|---|---|---|---|---|



| | | = D10*0.01, =D10/100, =D10*1% | | |
|---|---|---|---|---|
| | A1 | Formula in E10 produces correct result | **1** | |
| | A2 | Correct formula replicated to E20 | **1** | |
| | | = G10*0.21, =G10*21/100, =G10*21% | | |
| | A3 | Formula in I10 produces correct result | **1** | |
| | A4 | Correct formula replicated to I20 | **1** | |
| | | | | 4 |
| | | **Production2018** | | |



| | | =B9*AppliancesCosts!E10<br>Or<br>=VLOOKUP(A9,AppliancesCosts!$C$10:$L$20,3,0)*B9 | | |
|---|---|---|---|---|
| **(i)** | B1 | Formula in C9 produces correct result | **1** | |
| | | =AppliancesCosts!I10*E9<br>Or<br>=VLOOKUP(A9,AppliancesCosts!$C$10:$L$20,7,0)*E9 | | |
| | B2 | Formula in G9 produces correct result | **1** | |

| | | | | |
|---|---|---|---|---|
| | B3 | Correct formulae replicated correctly to C19 and G19. | 1 | |
| (ii) | | =C20+F20+I20, =D20+G20+J20 (accept use of SUM) | | |
| | B4 | Formulae in C25 and D25 produce correct results | 1 | |
| | | | | 4 |
| | | **StaffCosts2018** | | |

| | A | C | E | G | H |
|---|---|---|---|---|---|
| 9 | Staff Jobs | Minimum Total Salaries | Maximum Total Salaries | | |
| 10 | General Managers | =HLOOKUP(A10,StaffSalaries2018!$A$9:$I$11,3,0)*B10 | =HLOOKUP(A10,StaffSalaries2018!$A$9:$I$11,2,0)*D10 | | |
| 11 | Managers | =HLOOKUP(A11,StaffSalaries2018!$A$9:$I$11,3,0)*B11 | =HLOOKUP(A11,StaffSalaries2018!$A$9:$I$11,2,0)*D11 | | |
| 12 | Section Leaders | =HLOOKUP(A12,StaffSalaries2018!$A$9:$I$11,3,0)*B12 | =HLOOKUP(A12,StaffSalaries2018!$A$9:$I$11,2,0)*D12 | | |
| 13 | Research and Development Staff | =HLOOKUP(A13,StaffSalaries2018!$A$9:$I$11,3,0)*B13 | =HLOOKUP(A13,StaffSalaries2018!$A$9:$I$11,2,0)*D13 | | |
| 14 | Office Staff | =HLOOKUP(A14,StaffSalaries2018!$A$9:$I$11,3,0)*B14 | =HLOOKUP(A14,StaffSalaries2018!$A$9:$I$11,2,0)*D14 | | |
| 15 | Production staff | =HLOOKUP(A15,StaffSalaries2018!$A$9:$I$11,3,0)*B15 | =HLOOKUP(A15,StaffSalaries2018!$A$9:$I$11,2,0)*D15 | Difference | =E18-C18 |
| 16 | Logistics staff | =HLOOKUP(A16,StaffSalaries2018!$A$9:$I$11,3,0)*B16 | =HLOOKUP(A16,StaffSalaries2018!$A$9:$I$11,2,0)*D16 | Percentage Difference | =(E18-C18)/C18*100 |
| 17 | Short term staff | =HLOOKUP(A17,StaffSalaries2018!$A$9:$I$11,3,0)*B17 | =HLOOKUP(A17,StaffSalaries2018!$A$9:$I$11,2,0)*D17 | | |

| | | | | |
|---|---|---|---|---|
| | | =HLOOKUP(A10,StaffSalaries2018!$A$9:$I$11,3,0)*B10 Or =HLOOKUP(A10,StaffSalaries2018!$B$9:$I$11,3,0)*B10 **If formula =B10\*StaffSalaries2018!B11 used can get C1 and C5** | | |
| (i) | C1 | Formula in C10 produces correct result (absolute addressing not required for this mark) | 1 | |
| | C2 | Correct range used (accept named ranges) and correct offset | 1 | |
| | C3 | Absolute addressing on correct range and zero or false used | 1 | |
| | C4 | A10 used as lookup value and *B10 | 1 | |
| | C5 | Correct Formula replicated to C17 | 1 | |
| | | =HLOOKUP(A10,StaffSalaries2018!$A$9:$I$11,2,0)*D10 **If formula =D10\*StaffSalaries2018!B10 used can get C6 and C7** | | |
| | C6 | Formula in E10 produces correct result (absolute addressing not required for this mark) | 1 | |
| | C7 | Correct formula correctly replicated to E17 | 1 | |
| (ii) | | =E18–C18 | | |
| | C8 | Formula in H15 produces correct result | 1 | |
| | | =(E18–C18)/C18*100 | | |
| | C9 | Formula in H16 produces correct result | 1 | |

| | A | B | C | D | E | F | G | H |
|---|---|---|---|---|---|---|---|---|
| 9 | Staff Jobs | Minimum Staff Numbers | Minimum Total Salaries | Maximum Staff Numbers | Maximum Total Salaries | | | |
| 10 | General Managers | 1 | $60,000.00 | 2 | $200,000.00 | | | |
| 11 | Managers | 2 | $70,000.00 | 3 | $165,000.00 | | | |
| 12 | Section Leaders | 4 | $96,000.00 | 5 | $200,000.00 | | | |
| 13 | Research and Development Staff | 4 | $104,000.00 | 9 | $342,000.00 | | | |
| 14 | Office Staff | 20 | $340,000.00 | 23 | $575,000.00 | | | |
| 15 | Production staff | 41 | $902,000.00 | 42 | $1,008,000.00 | | Difference | $1,251,600.00 |
| 16 | Logistics staff | 20 | $500,000.00 | 29 | $754,000.00 | | Percentage Difference | 60.0 |
| 17 | Short term staff | 11 | $15,400.00 | 19 | $95,000.00 | | | |

| | | | | |
|---|---|---|---|---|
| (iii) | C10 | Percentage difference >= 59.6 <59.7 or >60.3<=60.4 | 1 | |
| | C11 | Percentage difference >= 59.7 <59.8 or >60.2<=60.3 | 1 | |

| | C12 | Percentage difference >= 59.8 <59.9 or >60.1<=60.2 | | **1** | |
| | C13 | Percentage difference >=59.9 and <=60.1 | | **1** | |
| | | | | | 13 |

| | | **ProjectedProfit2019** | | | |

| | A | B | C | D | E | F |
|---|---|---|---|---|---|---|
| 9 | | Income | | | Projected Minimum Expenditure | Projected Maximum Expenditure |
| 10 | Sales | $4,227,840.00 | | Production Costs | $42,278.20 | $887,846.40 |
| 11 | | | | Shipping Costs | $149,076.58 | $149,076.58 |
| 12 | | | | Import Tax | $276,428.69 | $276,428.69 |
| 13 | | | | Staff Costs | $3,339,000.00 | $2,087,400.00 |
| 14 | | | | Total | $3,806,783.47 | $3,400,751.67 |
| 15 | | | | | | |
| 16 | | | | | Minimum Profit | Maxium Profit |
| 17 | | | | | $421,056.54 | $827,088.34 |
| 18 | | | | | Minimum % Profit | Maximum % Profit |
| 19 | | | | | 11.1 | 24.3 |

| | D1 | E13 value greater than F13 value | | **1** | |
| | D2 | Maximum % profit in F19 greater than 20% and less than 30% | | **1** | |
| | | | | | 2 |
| | | **All printouts and no more in right order** | | | |
| | E1 | Row and column headings and gridlines on | | | |
| | | Correct header and footer | | | |
| | | Correct rows and columns printed | | **1** | |
| | | | | | 1 |
| | | **Total Marks for Activity 3** | | | **24** |

| Activity 4 | | Report | | |
|---|---|---|---|---|

| Indicative content | | |
|---|---|---|
| Business report<br>Recommendations with justifications of decisions<br>Reasons the recommendations might be flawed /evaluation of the model<br>Adaptation and improvements of the model | | |
| Level | Marks | |
| Level 0 | 0 marks | No rewardable content. |
| Level 1 | 1–5 | The candidate will have made a recommendation for the benefits of moving production to Hong Kong, based on Activity 3, but they may not justify it. They may not have made a recommendation of accepting or rejecting the loan. The evaluation of the model will be superficial there may be some suggestions for simple/basic improvements.<br><br>Spelling, punctuation and the rules of grammar are used with limited accuracy. |
| Level 2 | 6–10 | The candidate will have made a recommendation for the benefits of moving production to Hong Kong, based on Activity 3, which includes the effect of taxes, shipment and staffing and a decision on accepting or rejecting the loan offer. They will provide a basic justification, such as comparing the data with the effect on profits with no import tax to the cost of the loan. The evaluation of the model will highlight some deficiencies in the model and make suggestions for improvements.<br><br>Spelling, punctuation and the rules of grammar are used with some accuracy. |
| Level 3 | 11–15 | The candidate will have made a recommendation for the benefits of moving production to Hong Kong, based on Activity 3, which includes the effect of taxes, shipment, and staffing and a decision on accepting or rejecting the loan offer. There will be clear justification with examples of the effect of no import tax, the ability to pay the loan, projected profits and staffing implications. The evaluation of the model will highlight a range of deficiencies, such as the model does not incorporate shipping times. Spelling, punctuation and the rules of grammar used with considerable accuracy. |
| | | |
| | | **Total Marks for Activity 4** | **5 E 5 C**<br>**5 A** | **15** |
| | | |

| SWW | | | | | |
|---|---|---|---|---|---|
| | S1 | Authenticating Work (All WP pages have task number, name, centre number). | | **1** | **E** |
| | S2 | Appropriate Structure (Pages in correct order and folder assembled correctly) | | **1** | **E** |
| | | | **Total for SWW** | | **2** |
| | | | | | |
| | | | **Total for Paper** | | **90** |