

Level 3 Cambridge Technical in Business

05834/05835/05836/05837/05878

Unit 3: Business decisions

Monday 12 June 2017 – Afternoon

Time allowed: 1 hour 30 minutes

You must have:

- a clean copy of the pre-release (insert C424).

You may use:

- a calculator

First Name						Last Name				
Centre Number						Candidate Number				
Date of Birth	D	D	M	M	Y	Y	Y	Y		

INSTRUCTIONS

- Use black ink.
- Complete the boxes above with your name, centre number, candidate number and date of birth.
- Answer **all** the questions.
- Write your answer to each question in the space provided.
- If additional answer space is required, you should use the lined page(s) at the end of this booklet. The question number(s) must be clearly shown.

INFORMATION

- The total mark for this paper is **60**.
- The marks for each question are shown in brackets [].
- This document consists of **12** pages.

FOR EXAMINER USE ONLY	
Question No	Mark
1	/8
2	/6
3	/6
4	/6
5	/12
6	/6
7	/16
Total	/60

Answer **all** questions.

- 1 (a) Complete the table below by stating the meaning of each of the **two** types of information and giving an example relevant to *MARC*.

Type of information	Meaning	Example relevant to <i>MARC</i>
Internal		
External		

[4]

- (b) Complete the table below by stating the meaning of each of the **two** types of research and giving an example relevant to *MARC*.

Type of research	Meaning	Example relevant to <i>MARC</i>
Primary		
Secondary		

[4]

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Question 2 begins on page 4

2 The cash-flow statement below shows actual cash flow for MARC between July and December 2016.

	July	August	September	October	November	December
	£	£	£	£	£	£
Cash inflow:						
Donations from the public	4605	4700	4695	4400	4500	4800
Fund raising activities	5100	5300	4500	3900	4800	5250
Animal sponsorship	1350	1200	750	756	975	1050
Total inflow	11 055	11 200	9945	9056	10 275	11 100
Cash outflow:						
Cost of running the rescue centre	17 100	17 250	17 450	17 353	17 840	18 100
Cost of fundraising	750	775	650	595	795	850
Governance Costs	135	135	135	135	135	135
Total outflow	17 985	18 160	18 235	18 083	18 770	19 085
Net cash flow	?????	-6960	-8290	-9027	-8495	-7985
Opening balance	49 500	42 570	35 610	27320	18 293	9798
Closing balance	42 570	35 610	27 320	18293	9798	?????

- (a) Calculate **net cash flow** for **July**. Write your answer in the box below. Do **not** write on the cash-flow statement.

Show your workings

Net cash flow for July = £

[2]

- (b) Calculate the **closing balance** for **December**. Write your answer in the box below. Do **not** write on the cash-flow statement.

Show your workings

Closing balance for December = £

[2]

- (c) Explain **one** benefit to *MARC* of using cash flow to help make decisions.

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..... [2]

3 *MARC* relies on volunteers to run the rescue centre. These volunteers are currently managed by Colin Simpson.

(a) Identify two human resource tasks that Colin needs to perform.

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[2]

(b) Identify and explain **two** ways Colin can ensure that *MARC* behaves ethically towards its volunteers.

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[4]

4 Whichever option *MARC* chooses, it will need to do more marketing.

(a) Explain **two** social constraints that John must consider when marketing the charity.

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[4]

(b) The information in **Appendix 1** is displayed graphically.

State **one** benefit and **one** drawback to a business of using a graph to present market research findings.

Benefit.....
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Drawback.....
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[2]

5 Implementing **Option 2 – Commercial boarding kennels/cattery** or **Option 3 – A children’s farm** would be a major change for the charity.

Recommend whether or not *MARC* should employ a consultant to further investigate these two options. Justify your recommendation. [12]

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6 If *MARC* decides to implement **Option 3 – A children’s farm** detailed contingency plans would be required.

Identify **two** scenarios that might require *MARC* to have a contingency plan in place. Describe the contingency plan in each case.

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END OF QUESTION PAPER

ADDITIONAL ANSWER SPACE

If additional space is required, you should use the following lined page(s). The question number(s) must be clearly shown in the margin(s).

A large rectangular area with a solid vertical line on the left side and horizontal dotted lines across the page, providing space for writing answers.



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