

Sample Question Paper

AS Level Business

H036/02 Business 2: operations, finance and external influences

Time allowed: 1.5 hours

You must have:

- the Formula Sheet

You can use:

- a scientific or graphical calculator



Please write clearly in black ink. **Do not write in the barcodes.**

Centre number

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Candidate number

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First name(s)

Last name

INSTRUCTIONS

- Use black ink.
- Write your answer to each question in the space provided. You can use extra paper if you need to, but you must clearly show your candidate number, the centre number and the question numbers.
- Answer **all** the questions.

INFORMATION

- The total mark for this paper is **60**.
- The marks for each question are shown in brackets [].
- Quality of extended response will be assessed in questions marked with an asterisk (*).
- This document has **16** pages.

ADVICE

- Read each question carefully before you start your answer.

Section A

Put a tick (✓) in the box next to the **one** correct answer for each question.

1 Which is **not** an example of production?

- (a) Creating finished goods from raw materials
- (b) Manufacturing products
- (c) Selling assets
- (d) Turning inputs into outputs

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[1]

2 Which best describes a variable cost?

- (a) A cost that alters from month to month
- (b) A cost that falls when output rises
- (c) A cost that increases year on year
- (d) A cost that rises as output increases

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[1]

3 Which is the purpose of operations at a school?

- (a) Delivering educational services
- (b) Inviting parents to an award ceremony
- (c) Keeping the classrooms clean
- (d) Selling tickets to the school prom

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[1]

4 Which would be an example of non-current assets for a bookshop?

- (a) Books
- (b) Bookshelves
- (c) Cash at a bank
- (d) Trade receivables

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[1]

- 5 The cash flow forecast for a sole trader's first three months of trading is shown below.

	Month 1	Month 2	Month 3
Cash inflows	£400 000	£430 000	£420 000
Cash outflows	£410 000	£420 000	£400 000
Net cash inflow	(£10 000)	£10 000	£20 000
Opening balance	(£30 000)	(£40 000)	(£30 000)
Closing balance	(£40 000)	(£30 000)	(£10 000)

According to the cash flow forecast:

- (a) the sole trader expects to begin with £30 000 in the bank
- (b) the sole trader should not need an overdraft
- (c) the sole trader will make a profit of £30 000
- (d) the sole trader's closing balance will improve over time

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[1]

- 6 A market consists of:

- (a) all buyers and sellers of a particular product
- (b) all the risks and rewards of enterprise
- (c) the total costs of operating a business
- (d) the total share capital invested in a company

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[1]

- 7 Augmented reality:

- (a) creates models using a 3D printer
- (b) incorporates digital technologies into the production process
- (c) requires the use of artificial intelligence (AI)
- (d) specialises in production using atomically modified materials

☐
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[1]

- 8 A business has increased the number of its robots from 4 to 5. Its original output of 2 million units has increased to 2.4 million units.

Capital productivity has:

- (a) increased by 0.8 million units per robot
- (b) increased by 1.25 million units per robot
- (c) reduced by 0.02 million units per robot
- (d) reduced by 0.08 million units per robot

☐
☐
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[1]

Section B

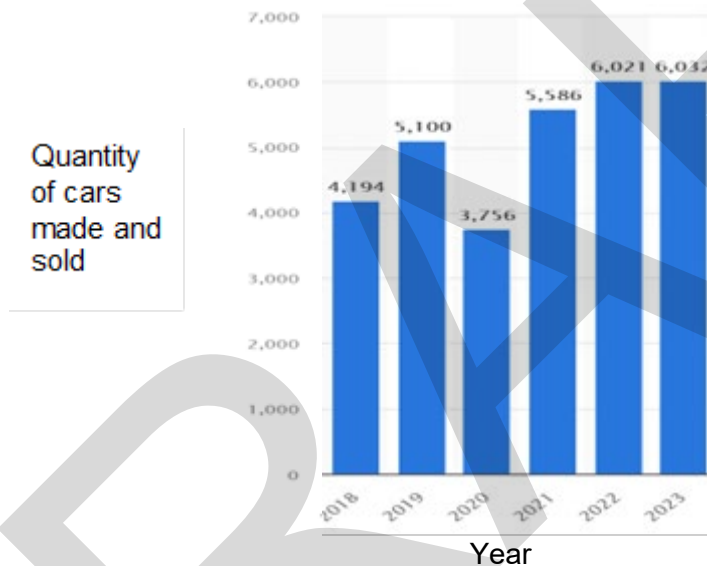
Read the case study then answer the questions.

Rolls-Royce Motor Cars Ltd (Rolls-Royce)

Rolls-Royce Motor Cars Ltd (Rolls-Royce) produces some of the world's most iconic luxury cars. The company operates in a niche market. It focuses on the quality of its brand and the quality of the service it offers to its wealthy customer base.

Rolls-Royce cars are made to order to each customer's personal specification. Every car is designed, engineered and hand-built at its production plant in West Sussex. The company's main competitors are Bentley and Aston Martin. The quantity of cars produced and sold by Rolls-Royce over the last six years is shown in **Fig. 1**.

Fig. 1 Quantity of cars made and sold by Rolls-Royce, 2018 - 2023



Rolls-Royce employs approximately 2500 people. The majority of employees are involved in highly skilled manufacturing roles. The company's factory in West Sussex is currently operating at near-maximum capacity, on a two-shift pattern.

Like its competitors, Rolls-Royce is in the luxury market where customer demand has remained strong in recent years. Demand for Rolls-Royce cars is highest in the Middle East, US, China and Europe. Rolls-Royce has recently launched its first all-electric car, the Spectre. Before its launch, Rolls-Royce put the Spectre through 24 months of product testing in its factory and on the road.

Aspects of Rolls-Royce's financial performance for 2021 and 2022 are shown in the table below. Details for 2023 have not yet been reported.

	2022 £'000	2021 £'000
Revenue	887	769
Gross profit	123	87
Net profit	97	77

- [2]

- [2]

- [8]

11 Profitability can be assessed using a range of ratios, including

- gross profit margin
- net profit margin.

Using ratio calculations, analyse both profit margins.

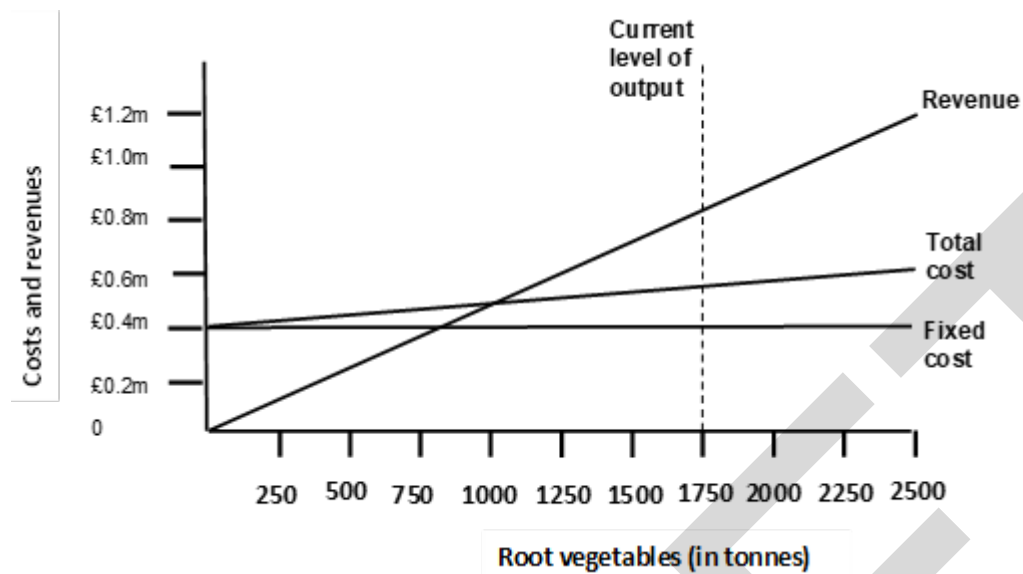
Using your calculations recommend which profit margin is most useful to Rolls-Royce.

Justify your answer.

[14]

DRAFT

A break-even chart for Superbeetz is shown below.



- 13** Using the break-even chart and relevant calculations, analyse the value of break-even analysis to Superbeetz.

..... [8]

- 14 *** Using your knowledge and understanding from across the full course of study, evaluate ways the opening of another vegetable farm in the area might **benefit** some Superbeetz stakeholders. **[14]**

DRAFT

END OF QUESTION PAPER

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SAMPLE MARK SCHEME

AS Level Business H036/02

MARK SCHEME

Duration: 1.5 hours

MAXIMUM MARK 60

Version: **Sample**

This document has xx pages

MARKING INSTRUCTIONS**PREPARATION FOR MARKING
RM ASSESSOR**

1. Make sure that you have accessed and completed the relevant training packages for on-screen marking: *RM Assessor Assessor Online Training*; *OCR Essential Guide to Marking*.
2. Make sure that you have read and understood the mark scheme and the question paper for this unit. These are posted on the RM Cambridge Assessment Support Portal <http://www.rm.com/support/ca>
3. Log-in to RM Assessor and mark the **required number** of practice responses (“scripts”) and the **number of required** standardisation responses.

YOU MUST MARK 10 PRACTICE AND 10 STANDARDISATION RESPONSES BEFORE YOU CAN BE APPROVED TO MARK LIVE SCRIPTS.

MARKING

1. Mark strictly to the mark scheme.
2. Marks awarded must relate directly to the marking criteria.
3. The schedule of dates is very important. It is essential that you meet the RM Assessor 50% and 100% (traditional 40% Batch 1 and 100% Batch 2) deadlines. If you experience problems, you must contact your Team Leader (Supervisor) without delay.
4. If you are in any doubt about applying the mark scheme, consult your Team Leader by telephone or the RM Assessor messaging system, or by email.
5. **Crossed Out Responses**
Where a candidate has crossed out a response and provided a clear alternative then the crossed out response is not marked. Where no alternative response has been provided, examiners may give candidates the benefit of the doubt and mark the crossed out response where legible.

Rubric Error Responses – Optional Questions

Where candidates have a choice of question across a whole paper or a whole section and have provided more answers than required, then all responses are marked and the highest mark allowable within the rubric is given. Enter a mark for each question answered into RM assessor, which will select the highest mark from those awarded. *(The underlying assumption is that the candidate has penalised themselves by attempting more questions than necessary in the time allowed.)*

Multiple Choice Question Responses

When a multiple choice question has only a single, correct response and a candidate provides two responses (even if one of these responses is correct), then no mark should be awarded (as it is not possible to determine which was the first response selected by the candidate).

When a question requires candidates to select more than one option/multiple options, then local marking arrangements need to ensure consistency of approach.

Contradictory Responses

When a candidate provides contradictory responses, then no mark should be awarded, even if one of the answers is correct.

Short Answer Questions (requiring only a list by way of a response, usually worth only **one mark per response**)

Where candidates are required to provide a set number of short answer responses then only the set number of responses should be marked. The response space should be marked from left to right on each line and then line by line until the required number of responses have been considered. The remaining responses should not then be marked. Examiners will have to apply judgement as to whether a 'second response' on a line is a development of the 'first response', rather than a separate, discrete response. *(The underlying assumption is that the candidate is attempting to hedge their bets and therefore getting undue benefit rather than engaging with the question and giving the most relevant/correct responses.)*

Short Answer Questions (requiring a more developed response, worth **two or more marks**)

If the candidates are required to provide a description of, say, three items or factors and four items or factors are provided, then mark on a similar basis – that is downwards (as it is unlikely in this situation that a candidate will provide more than one response in each section of the response space.)

Longer Answer Questions (requiring a developed response)

Where candidates have provided two (or more) responses to a medium or high tariff question which only required a single (developed) response and not crossed out the first response, then only the first response should be marked. Examiners will need to apply professional judgement as to whether the second (or a subsequent) response is a 'new start' or simply a poorly expressed continuation of the first response.

6. Always check the pages (and additional objects if present) at the end of the response in case any answers have been continued there. If the candidate has continued an answer there, then add a tick to confirm that the work has been seen.
7. Award No Response (NR) if:
 - there is nothing written in the answer space

Award Zero '0' if:

- anything is written in the answer space and is not worthy of credit (this includes text and symbols).

Team Leaders must confirm the correct use of the NR button with their markers before live marking commences and should check this when reviewing scripts.

8. The RM Assessor **comments box** is used by your team leader to explain the marking of the practice responses. Please refer to these comments when checking your practice responses. **Do not use the comments box for any other reason.**
If you have any questions or comments for your team leader, use the phone, the RM Assessor messaging system, or e-mail.
9. Assistant Examiners will send a brief report on the performance of candidates to their Team Leader (Supervisor) via email by the end of the marking period. The report should contain notes on particular strengths displayed as well as common errors or weaknesses. Constructive criticism of the question paper/mark scheme is also appreciated.
10. For answers marked by levels of response:
 - a. **To determine the level** – start at the highest level and work down until you reach the level that matches the answer
 - b. **To determine the mark within the level**, consider the following

Descriptor	Award mark
On the borderline of this level and the one below	At bottom of level
Just enough achievement on balance for this level	Above bottom and either below middle or at middle of level (depending on number of marks available)
Meets the criteria but with some slight inconsistency	Above middle and either below top of level or at middle of level (depending on number of marks available)
Consistently meets the criteria for this level	At top of level



11. Annotations

Annotation	Meaning

12. Subject Specific Marking Instructions**Section A: Multiple Choice**

SECTION A			
Question	Answer	Marks	Assessment Objective
1	C	1	1
2	D	1	1
3	A	1	2
4	B	1	2
5	D	1	2Q
6	A	1	1
7	B	1	1
8	C	1	2Q

Section B

Question	Answer	Mark	Guidance
9a	<p>Explain <u>one</u> market factor that is likely to increase demand for Rolls-Royce's cars.</p> <p>Response include:</p> <ul style="list-style-type: none"> • Lower prices • Higher income • Higher price of substitutes • Lower price of complements • Changes in tastes and fashions favouring luxury lifestyles/vehicles • Positive expectations/confidence relating to wealth/affluence • More consumers/larger population • More/better promotion <p>Application may include:</p> <ul style="list-style-type: none"> • Produces some of the world's most iconic cars • Focus on quality of brand/service • Wealthy customer base • Made to order • Cars made to customer's personal specification • Approximately 6000 cars made a year • Main competitors are Bentley and Aston Martin • Demand highest in Middle East, US, China and Europe. <p style="text-align: right;">ARA</p>	<p>2</p> <p>(AO1 1) (AO2 1)</p>	<p>One mark for a factor. </p> <p><i>No application marks can be gained without understanding.</i></p> <p>One further mark for application to Rolls-Royce. </p> <p>NB Some factors need a direction. It must be clear that the factor will increase (rather than decrease) demand.</p> <p>Example response:</p> <p>An increase in incomes (1) is likely to increase demand for Rolls-Royce cars because more people will be able to afford luxury vehicles (APP).</p>

Question	Answer	Mark	Guidance
9b	<p>Explain <u>one</u> likely disadvantage for Rolls-Royce of operating its factory at near-maximum capacity.</p> <p>Responses include:</p> <ul style="list-style-type: none"> • Tendency to focus on speed rather than quality • Could lead to poor quality • Stress on workforce • Stress on capital equipment/non-current assets • Lack of time for maintenance • Lack of time for training • Inability to respond to unexpected changes/issues that arise • May need to pay additional overtime rates • May need to pay for expensive temporary staff • Less production flexibility • Limits internal growth <p>Application may include:</p> <ul style="list-style-type: none"> • Made 6032 cars in 2023 • Produces some of the world's most iconic cars • Focus on quality of brand/service • Wealthy customer base • Made to order • Every aspect of the car can be personalised • Majority of employees are involved in highly skilled manufacturing roles • Introduced Spectre, an all-electric model <p>ARA</p>	<p>2</p> <p>(AO1 1) (AO2 1)</p>	<p>One mark for a disadvantage. ✓</p> <p><i>No application marks can be gained without understanding.</i></p> <p>One further mark for application to Rolls-Royce. APP</p> <p>Example response:</p> <p>There will be no opportunity to take employees away from production (1), so important training on building the new all-electric car may be delayed (APP).</p>

Question	Answer	Mark	Guidance
10	<p>Analyse <u>one</u> advantage and <u>one</u> disadvantage for Rolls-Royce of putting the Spectre through 24 months of product testing.</p> <p>Responses include:</p> <ul style="list-style-type: none"> • Advantages e.g. improve quality, quality control, maintain reputation, customer satisfaction, reduce complaints, gain customers, etc • Disadvantages e.g. time, cost, takes focus away from other important tasks, etc <p>Application may include:</p> <ul style="list-style-type: none"> • Made 6032 cars in 2023 • Focus on quality of brand/service • Made to order • Cars made to customer's personal specification • Introduced new model, Spectre, all-electric • In competition with Bentley and Aston Martin • Wealthy customer base are likely to demand the best <p style="text-align: right;">ARA</p>	<p>8</p> <p>(AO1 2) (AO2 2) (AO3 4)</p>	<p>Use level of response marking grid to assess skill levels.</p> <p>Annotate as:</p> <p>Up to two marks for knowledge and understanding [KU]</p> <p>Up to two marks for application [APP]</p> <p>Up to four marks for analysis [AN]/[DEV]</p>

Q10 Analyse one advantage and one disadvantage for Rolls-Royce of putting the Spectre through 24 months of product testing.
[8]

	Knowledge & Understanding (2 marks)	Application (2 marks)	Analysis (4 marks)
Strong	2 marks Knowledge of one advantage and one disadvantage of product testing. [KU]	2 marks Application to Rolls-Royce of one advantage and one disadvantage of product testing. [APP]	4 marks Developed analysis of one advantage and one disadvantage of product testing. [DEV]
Good			3 marks Developed analysis of one advantage of product testing. [DEV]
Reasonable	1 mark Knowledge of one advantage of product testing. [KU]	1 mark Application to Rolls-Royce of one advantage of product testing. [APP]	2 marks Basic analysis of one advantage and one disadvantage of product testing. [AN]

Limited			1 mark Basic analysis of one advantage of product testing. [AN]
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Question	Answer	Mark	Guidance
11	<p>Using profitability ratio calculations, analyse both profit margins. Using your calculations, recommend which profit margin is most useful to Rolls-Royce. Justify your answer.</p> <p>Responses include:</p> <ul style="list-style-type: none"> • Measure of profit relative to sales • Measure of profit relative to expenses • Gross profit only takes account of cost of goods sold/direct (variable) costs • Net profit deducts all business costs • The differential between the gross and net margin is due to expenses • Important because it forms the basis of rewards for owners <p>Application may include:</p> <ul style="list-style-type: none"> • Gross profit margin: $2022 \frac{123}{887} \times 100 = 13.87\% = 13.9\%$; $2021 = \frac{87}{769} \times 100 = 11.31\% = 11.3\%$ • Net profit margin: $2022 = \frac{97}{887} \times 100 = 10.94\% = 10.9\%$; $2021 = \frac{77}{769} \times 100 = 10.01\% = 10.0\%$ <p style="text-align: right;">ARA</p>	<p>14</p> <p>(AO1 2) (AO2 2) (AO3 4) (AO4 6)</p>	<p>Use level of response marking grid to assess skill levels.</p> <p>Annotate as:</p> <p>Up to two marks for knowledge and understanding [KU] Up to two marks for quantitative application* [APP] Up to four marks for analysis [AN]/[DEV] Up to six marks for evaluation [EVAL]/[EE]</p> <p>*Application refers to the use of given data to demonstrate quantitative skill. Candidate should undertake the calculation of both profitability ratios.</p> <p>NB For analysis to be considered as strong/good, i.e. 3+marks, the analysis must be quantitative i.e. related to the profitability calculations.</p> <p>NB For evaluation to be considered as 'good', i.e. 4 marks, the justification must be contextual. For evaluation to be considered as 'strong', i.e., 5+ marks, the justification must include quantitative judgement.</p> <p>Justification might consider that net profit affects shareholders, future investment; whereas gross profit gives an indication whether cost of goods sold is too high. Consideration of the data shows that there is little difference between the two figures, net profit margin being relatively healthy but gross profit quite low. Expenses seem well managed but cost of sales seems high. Response may consider the similarity of performance over the two years, with slight improvement in 2022. or that a small increase in the cost of sales (without an increase in revenue) could put the company into a loss-making situation.</p> <p>Do not credit arguments relating to the Net Profit margin being lower than the Gross Profit margin.</p>

Q11 Profitability can be assessed using a range of ratios, including

- gross profit margin
- net profit margin.

Using ratio calculations, analyse both profit margins.


Using your calculations recommend which profit margin is most useful to Rolls-Royce.

Justify your answer.

[14]

	Knowledge & Understanding (2 marks)	Application (2 marks)	Analysis (4 marks)	Evaluation (6 marks)
Strong	2 marks Two pieces of knowledge relating to profitability. [KU]	2 marks Correct calculation of both of the profitability ratios. [APP]	4 marks Developed (quantitative) analysis of both of the profitability ratios. [DEV]	5-6 marks A justified evaluation as to which profit margin Rolls-Royce should monitor most closely, with explicit evaluative use of ratio data. [EE][EE]
Good			3 marks Developed (quantitative) analysis of one of the profitability ratios. [DEV]	4 marks A justified evaluation as to which profit margin Rolls-Royce should monitor most closely (with explicit use of the context). [EE]
Reasonable	1 mark One piece of knowledge relating to profitability. [KU]	1 mark Correct calculation of one of the profitability ratios. [APP]	2 marks Basic analysis of two factors relating to profitability. [AN]	2-3 marks A justified evaluative comment as to which profit margin a business should monitor most closely. [EVAL] [EVAL]
Limited			1 mark Basic analysis of one factor relating to profitability. [AN]	1 mark A basic assertion as to which profit margin a business should monitor most closely. [EVAL]

Section C

Question	Answer	Mark	Guidance
12	<p>Explain <u>two</u> ways Superbeetz could add value to the vegetables it grows.</p> <p>Responses include:</p> <ul style="list-style-type: none"> • Convenience • Branding • Quality • Sustainability • Unique selling point e.g. family business, Lincolnshire, organic, etc <p>Application may include:</p> <ul style="list-style-type: none"> • Sells its vegetables whole and unwashed • Every year it is a struggle to make the farm profitable • Washing, cutting and slicing vegetables is time-consuming • Pre-prepared vegetables can save consumer 15 minutes a day • National grower has reputation for high quality • National grower already produces organic vegetables • Grown in Lincolnshire on a small family farm, could be the farm's USP <p style="text-align: right;">ARA</p>	<p>4</p> <p>(AO1 2) (AO2 2)</p>	<p>One mark for each identification to a maximum of two. </p> <p><i>No application marks can be gained without understanding.</i></p> <p>One further mark for each of two applications to Superbeetz. APP</p> <p>Example response:</p> <p>One way to add value would be to increase convenience for the customer (1). Instead of selling the farm's carrots whole, it could chop them into batons ready for serving (APP).</p>

Question	Answer	Mark	Guidance
13	<p>Using the break-even chart and relevant calculations, analyse the value of break-even analysis to Superbeetz.</p> <p>Responses include:</p> <ul style="list-style-type: none"> Indicates level of output where costs equal revenue Indicates the level of output where profit will begin to be made Indicates margin of safety Can show level of profit at any given output level 'What if' scenarios useful for price setting useful for special order decisions usual for decision-making on product range based on predictions with no certainty of accuracy Fixed or variable costs may change Can only account for one product (or an average of the product portfolio) Relies on same price, no discounts/sales Based on the assumption that all produce will be sold Based on the assumption that as price increases so will revenue (this depends on PED) Charts give a visible picture which is easy to comprehend Break-even calculation gives more accurate figures 	<p>8</p> <p>(AO1 2) (AO2 2) (AO3 4)</p>	<p>Use level of response marking grid to assess skill levels.</p> <p>Annotate as:</p> <p>Up to two marks for knowledge and understanding [KU] Up to two marks for quantitative application* [APP] Up to four marks for analysis [AN]/[DEV]</p> <p>*Application refers to the use of given data to demonstrate quantitative skill. Candidate should demonstrate quantitative skills of calculation or interpretation using the information on the break-even chart.</p> <p>NB For analysis to be considered as strong/good, i.e. 3+marks, the analysis must be quantitative i.e. related to the break-even data.</p>

	<p>Application may include:</p> <ul style="list-style-type: none">• Break-even level of output = 1000 tonnes• Margin of safety = $1750 - 1000 = 750$ tonnes• Expected profit at current operating level = $£0.8\text{m} - £0.5\text{m} = £0.3\text{m}$• Fixed costs covered at around 850 tonnes (actual 833 tonnes) <p>ARA</p>		
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Question	Answer	Mark	Guidance
14	<p>Using your knowledge and understanding from across the full course of study, evaluate ways the opening of another vegetable farm in the area might benefit some Superbeetz stakeholders.</p> <p>Responses include:</p> <ul style="list-style-type: none"> • Customers e.g. more choice, lower prices, better quality • Employees e.g. more employment opportunities, more permanent contracts available, new firm might pay more or have better working conditions, increased job security, more leverage for a pay rise with current employer • Local residents/community e.g. More job opportunities • Potential investors e.g. More opportunities to invest, potentially higher returns on investment, invest sustainability • Central government e.g. receive more taxes <p>Application may include:</p> <ul style="list-style-type: none"> • Superbeetz only employs four permanent farm labourers • Most work is temporary, low paid and only at harvest times • Every year is a struggle to make the farm profitable • Competitor is a national grower • Competitor has reputation for high quality <p>ARA</p>	<p>14</p> <p>(AO1 2) (AO2 2) (AO3 4) (AO4 6)</p>	<p>Use level of response marking grid to assess skill levels.</p> <p>Annotate as:</p> <p>Up to two marks for knowledge and understanding [KU] Up to two marks for application [APP] Up to four marks for analysis [AN]/[DEV] Up to six marks for evaluation [EVAL]/[EE]</p> <p><i>See appendix A for Quality of Extended Response marking grid – statements with appendix A should be taken into account when marking AO4.</i></p> <p>Evaluation might include consideration of the magnitude of the benefits to different stakeholders, the likelihood of these benefits or which stakeholder group is likely to benefit most.</p> <p>Responses should include evaluative use of knowledge from across the programme of study.</p> <p>NB SYNOPTIC QUESTION – All points can be supported with any appropriate knowledge and understanding that a student may have learned whilst studying the course.</p>

Q14 Using your knowledge and understanding from across the full course of study, evaluate ways the opening of another vegetable farm in the area might benefit some Superbeetz stakeholders. [14]

	Knowledge & Understanding (2 marks)	Application (2 marks)	Analysis (4 marks)	Evaluation (6 marks)
Strong	2 marks Breadth of knowledge of two ways increased competition might benefit stakeholders drawn from across the full course of study.. [KU]	2 marks Breadth of application to Superbeetz of two ways increased competition might benefit stakeholders drawn from across the full course of study.. [APP]	4 marks Developed analysis of ways increased competition might benefit stakeholders drawn from across the full course of study.. [DEV]	5-6 marks A justified evaluation valuing the advantages for Superbeetz stakeholders of increased competition, including why an alternative is less of a benefit (with explicit use of the context). [EE][EE]
Good			3 marks Developed analysis of a way increased competition might benefit stakeholders. [DEV]	4 marks A justified evaluation valuing the greatness of the advantage for Superbeetz stakeholders of increased competition (with explicit use of the context). [EE]
Reasonable	1 mark Knowledge of a way increased competition might benefit a stakeholder.	1 mark Application to Superbeetz of a way increased competition might benefit a stakeholder.	2 marks Basic analysis of ways increased competition might benefit stakeholders. [AN]	2-3 marks A justified evaluative comment as to how increased competition might benefit stakeholders. [EVAL] [EVAL]

Limited	[KU]	[APP]	1 mark	1 mark
			Basic analysis of a way increased competition might benefit stakeholders. [AN]	A basic assertion as to how increased competition might benefit stakeholders. [EVAL]

Appendix A – Quality of Extended Response (*) marking grid

Level	Marking Criteria (AO4)
4	<i>There is a well-developed and sustained line of reasoning which is clear and logically structured. Information presented is relevant/appropriate and substantiated.</i>
3	<i>There is a line of reasoning presented with some structure. Information presented is mostly relevant/ appropriate and supported by some evidence.</i>
2	<i>The response has limited structure. Information presented is sometimes appropriate.</i>
1	<i>The response is poorly structured. Information presented is rarely relevant/appropriate.</i>