

Modified Enlarged 18pt

OXFORD CAMBRIDGE AND RSA EXAMINATIONS

Tuesday 20 May 2025 – Afternoon

Level 3 Cambridge Technical in Business

05834/05835/05836/05837/05878

Unit 3: Business decisions

**Time allowed: 1 hour 30 minutes
plus your additional time allowance**

YOU MUST HAVE:
a clean copy of the Pre-release
(with this document)

YOU CAN USE:
a calculator

Please write clearly in black ink.

Centre number

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Candidate number

--	--	--	--

First name(s) _____

Last name _____

Date of birth

D	D	M	M	Y	Y	Y	Y
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READ INSTRUCTIONS OVERLEAF



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.

Use the Insert to answer all the questions.

INFORMATION

The total mark for this paper is 60.

The marks for each question are shown in brackets [].

ADVICE

Read each question carefully before you start your answer.

1

(a) Identify TWO core competencies of AL Physio.

1

2

[2]

(b) Alex has suggested that AL Physio considers sponsoring a local under-13s youth football league.

Explain how ethical issues might influence this business decision.

[3]

- 2 Li has calculated AL Physio's gross profit ratio and net profit ratio for 2023 and 2024.**

Year	Gross profit ratio	Net profit ratio
2023	35.5%	16.5%
2024	24.7%	5.7%

- (a) Explain why the gross profit ratio for each year is higher than the net profit ratio.**

[2]

- Justify your answer.**

[4]

3

(a) To investigate OPTION 1: Sports rehabilitation service, Li would like to conduct primary research by asking recent clients some questions.

(i) State TWO ADVANTAGES of using primary research to investigate OPTION 1.

1 _____

2 _____

[2]

(ii) State TWO DISADVANTAGES of using primary research to investigate OPTION 1.

1 _____

2 _____

[2]

- (b) Identify ONE cause of change for AL Physio and explain how it might affect Alex's preference for OPTION 1: Sports rehabilitation service.**

Cause _____

Explanation _____

[3]

- (c) Explain why Alex rather than Li might be biased towards OPTION 1: Sports rehabilitation service.**

[2]

- 4 If OPTION 1: Sports rehabilitation service is chosen, Taylor, the new partner will need training in how to be an effective business partner.**
- (a) Explain ONE ADVANTAGE for AL Physio of using off-the-job training, rather than on-the-job training, for the new partner.**

[3]

(b) Explain ONE DISADVANTAGE for AL Physio of using off-the-job training, rather than on-the-job training, for the new partner.

[3]

5 Li is less willing to take risks than Alex.

Evaluate how Alex and Li's different attitudes to risk are likely to affect AL Physio's decision-making process. [12]

[illegible]

[illegible]

[illegible]

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6

- (a) Currently, AL Physio's main client base is relatively wealthy individuals who pay for the service they receive.**

Explain how choosing OPTION 2: Strategic alliance with local health authority might affect AL Physio's corporate image amongst these clients.

[3]

- (b) Li thinks that whichever option is chosen, the partnership should have a contingency plan.

Explain ONE advantage to AL Physio of contingency planning.

[3]

[illegible]

[illegible]

[illegible]

END OF QUESTION PAPER



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