



CANDIDATE
NAME

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CENTRE
NUMBER

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CANDIDATE
NUMBER

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0454/12

October/November 2023

1 hour 30 minutes

You will need: Insert (enclosed)

- Answer **all** questions.
- Use a black or dark blue pen. You may use an HB pencil for any diagrams or graphs.
- 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.

- The total mark for this paper is 100.
- The number of marks for each question or part question is shown in brackets [].
- You should have received a copy of the case study before the examination. A copy of the case study is provided with this question paper as an insert.

This document has **16** pages. Any blank pages are indicated.

Section A

Answer **all** questions.

- 1 Sports activities may be considered as a want. These activities have a positive effect on the local community.

(a) Define, using an example, the term *need*.

.....

.....

.....

..... [2]

(b) Explain **two** reasons why needs or wants for a good or service may change.

1

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2

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..... [4]

(c) (i) Explain **one** positive effect an enterprise can have on the local community. Use an example to support your answer.

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..... [2]

(ii) Explain **one** negative effect an enterprise can have on the local community. Use an example to support your answer.

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..... [2]

[Total: 10]

2 The Children's Club Charity provides sports activities.

(a) Define the term *charity*.

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..... [2]

(b) Explain **one** suitable objective for the Children's Club Charity.

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..... [2]

(c) Explain **two** ways a business plan could help the Children's Club Charity achieve its objective.

1

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2

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..... [6]

[Total: 10]

3 Taine and Lucia had different attitudes towards the risks involved with the crowdfunding idea.

(a) State **two** methods used to identify risks in an enterprise.

1

2

[2]

(b) State **one** example of an enterprise risk involved in each of the following:

(i) human resources

..... [1]

(ii) production

..... [1]

(c) Explain how Taine's attitude to risk was different from Lucia's attitude to risk. Use an example from the case study to support each answer.

Taine

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Lucia

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[6]

[Total: 10]

4 Enterprises, including charities, use crowdfunding websites to raise funds.

(a) Define the term *record a surplus*.

..... [2]

(b) Explain the effect that **two sources of finance, other than crowdfunding, had on **your** enterprise project.**

1

2

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[6]

(c) State **two** purposes of a website other than crowdfunding.

1

2

[2]

[Total: 10]

- 5 The crowdfunding website charged fees for its services. Lucia and Rita decided to prepare a presentation about this.

(a) Complete the following sentences, using **one** word.

(i) Rent is an example of a cost.

(ii) Packaging is an example of a cost.

[2]

- (b) Calculate, using Fig. 1, the total fee paid to the crowdfunding website if the target amount of US\$3000 is donated. Show your working.

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Total fee payable [4]

- (c) Explain how the following documents supported, or could have supported, your presentation as part of **your enterprise project**:

A visual aid

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.....

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A handout

.....

.....

.....

[4]

[Total: 10]

- (b)** Rita discovered some crowdfunding websites. One website contained crowdfunding requests from charities.

Evaluate whether the Children's Club Charity should use a crowdfunding website to raise funds. You should consider both the advantages and disadvantages in your answer.

[illegible]

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Now consider **your** enterprise project.

- 7 (a) Enterprises can use a variety of different methods of market research to identify their potential customers.

Analyse the effectiveness of **two** methods of market research used in **your enterprise project**. Use examples to support your answer.

..... [10]

(b) Evaluate which **one of the following types of business organisation was the most suitable for **your enterprise project**:**

- co-operative
- partnership
- social enterprise
- sole trader.

Justify your answer, stating why you rejected **one** other type of business organisation.

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