Cambridge Assessment International Education

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CANDIDATE NAME									
CENTRE NUMBER						CANDIDATE NUMBER				

BUSINESS STUDIES **0450/23**

Paper 2 Case Study **October/November 2022**

1 hour 30 minutes

You must answer on the question paper.

You will need: Insert (enclosed)

INSTRUCTIONS

- 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.
- You may use a calculator.

INFORMATION

- The total mark for this paper is 80.
- The number of marks for each question or part question is shown in brackets [ ].
- The insert contains the case study.

This document has **12** pages. Any blank pages are indicated.

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[Turn over

1 **(a)** Explain **four** factors Duncan should consider when choosing which method of communication to use with DD's employees.

View solution

Factor 1: .....

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Factor 2: .....

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Factor 3: .....

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Factor 4: .....

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..... [8]

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(b) Consider **two** ways DD can increase added value. Which is the best way for DD to choose? Justify your answer.

View solution

Way 1: .....

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Way 2: .....

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Recommendation: .....

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..... [12]

2 **(a)** Explain **four** roles of marketing for a business.

View solution

Role 1: .....

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Role 2: .....

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Role 3: .....

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Role 4: .....

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..... [8]

(b) Consider the advantages and disadvantages of the following **three** channels of distribution DD could use for its products. Which channel should DD choose? Justify your answer.

View solution

- Setting up a shop at the dairy.
- Selling to a number of large supermarkets.
- Selling to a wholesaler.

Setting up a shop at the dairy: .....

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Selling to a number of large supermarkets: .....

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Selling to a wholesaler: .....

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Recommendation: .....

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..... [12]

3 **(a)** Explain **two** possible reasons why DD might hold low levels of inventory.

View solution

Reason 1: .....

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Explanation: .....

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Reason 2: .....

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Explanation: .....

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(b) Consider the following **three** methods DD could use to motivate its employees. Which is the best method to use? Justify your answer.

- Give employees a 50% discount on all DD products.
- Introduce profit sharing.
- Introduce job rotation.

View solution

Give employees a 50% discount on all DD products: .....

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Introduce profit sharing: .....

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Introduce job rotation: .....

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Recommendation: .....

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4 **(a)** Explain **two** ways a reduction in interest rates might affect DD.

View solution

Way 1: .....

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Explanation: .....

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Way 2: .....

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Explanation: .....

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(b) Using Appendix 3 and other information, consider the financial position of DD and its main competitor. Which company is in a better financial position? Justify your answer using suitable calculations.

View solution

DD's financial position: .....

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Competitor's financial position: .....

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Conclusion: .....

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