



Surname _____

Other Names _____

Centre Number _____

For Examiner's Use

Candidate Number _____

Candidate Signature _____

AS BUSINESS

Paper 2 Business 2

7131/2

Friday 26 May 2017 Afternoon

Time allowed: 1 hour 30 minutes

For this paper you must have:

- the insert (enclosed)
- a calculator.

At the top of the page, write your surname and other names, your centre number, your candidate number and add your signature.

[Turn over]



J U N 1 7 7 1 3 1 2 0 1

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INSTRUCTIONS

- **Use black ink or black ball-point pen.**
- **Answer ALL questions.**
- **You must answer the questions in the spaces provided. Do not write on blank pages.**
- **Do all rough work in this book. Cross through any work you do not want to be marked.**

INFORMATION

- **The marks for questions are shown in brackets.**
- **The maximum mark for this paper is 80.**

DO NOT TURN OVER UNTIL TOLD TO DO SO



Answer ALL questions.

Read the CASE STUDY in the INSERT BOOKLET.

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Calculate the Gross Profit Margin for G-Free Ltd in 2016.
[2 marks]

Gross Profit Margin _____

Workings _____



0 1 . 2

The Operating Profit Margin for G-Free Ltd is forecast to increase much more than the Gross Profit Margin between 2017 and 2019.

Explain why this may be the case. [4 marks]

6

[Turn over]



0 2

Explain how setting up as a private limited company in 2005 helped reduce Stephanie's risks. [4 marks]

4



0 3

G-Free Ltd intends reducing the number of suppliers they use by 50%.

Analyse how reducing the number of suppliers could improve G-Free Ltd's future operational performance. [9 marks]

[Turn over]





9

[Turn over]



0	4
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The original small factory was described as being run using a team management approach on the Blake Mouton grid. Analyse how this team management approach might have led to the judges' comments at the 'award ceremony'. (LINES 50–54) [9 marks]

[Turn over]





0	5
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G-Free Ltd only supplies the niche market of gluten-free food. To what extent do you think this is a risky decision? [16 marks]

[Turn over]



[Turn over]



[Turn over]



0 6

To what extent will the planned lean production system be good for G-Free Ltd's stakeholders? [16 marks]







0 7

G-Free Ltd’s finance manager suggests funding the £28 m investment and further growth by becoming a public limited company and selling shares.

**Is selling shares on the Stock Exchange the best way to raise large amounts of capital for ALL organisations? Justify your view.
[20 marks]**

[Turn over]





[Turn over]



END OF QUESTIONS



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Examiner's Initials	
Question	Mark
1	
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TOTAL	

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