



# Cambridge International AS & A Level

**BUSINESS**

**9609/12**

Paper 1 Short Answer and Essay

**May/June 2022**

**1 hour 15 minutes**



You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

## INSTRUCTIONS

- Section A: answer **all** questions.
- Section B: answer **one** question.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

## INFORMATION

- The total mark for this paper is 40.
- The number of marks for each question or part question is shown in brackets [ ].

This document has **4** pages. Any blank pages are indicated.

**Section A (Short Answer)**

Answer **all** questions.

You are advised to spend no more than 35 minutes on Section A.

- 1 (a) Define the term 'piece rate'. [2]  
(b) Explain **two** advantages to a business of using a time based payment method. [3]
- 2 (a) Define the term 'franchise'. [2]  
(b) Explain **two** advantages to a business of buying a franchise. [3]
- 3 Explain why a business manager needs to understand the difference between capital expenditure and revenue expenditure. [5]
- 4 (a) Define the term 'price elasticity of demand'. [2]  
(b) Explain **two** benefits to a business of knowing the price elasticity of demand of its products. [3]

**Section B (Essay)**

Answer **one** question only.

- 5 (a) Analyse the advantages to a business of using mass customisation. [8]  
(b) Discuss the importance to a hotel of having effective inventory control. [12]
- 6 Discuss the importance of emotional intelligence to a manager of a luxury holiday resort. [20]
- 7 (a) Analyse the advantages to a business of using online advertising. [8]  
(b) Discuss the usefulness to a furniture retailer of using secondary market research when planning to enter a new market. [12]



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