

Write your name here

Surname

Other names

Pearson
Edexcel GCE

Centre Number

--	--	--	--	--

Candidate Number

--	--	--	--	--

Applied Business

Unit 1: Investigating People at Work

Thursday 19 May 2016 – Afternoon
Time: 1 hour 30 minutes

Paper Reference

6916/01

You do not need any other materials.

Total Marks

Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and candidate number.
- Answer **all** questions.
- Answer the questions in the spaces provided
– *there may be more space than you need.*

Information

- The total mark for this paper is 90.
- The marks for **each** question are shown in brackets
– *use this as a guide as to how much time to spend on each question.*
- Questions labelled with an **asterisk** (*) are ones where the quality of your written communication will be assessed
– *you should take particular care with your spelling, punctuation and grammar, as well as the clarity of expression, on these questions.*

Advice

- Read each question carefully before you start to answer it.
- Try to answer every question.
- Check your answers if you have time at the end.

Turn over ►

P46583A

©2016 Pearson Education Ltd.

1/1/1



PEARSON

After leaving art college with a degree in furniture and product design, Chloe Solomon drifted from job to job. Eventually, she found that a way to fulfil her creative ambition, and make money, was to up-cycle vintage furniture. This meant that she started to buy pieces of old furniture at a low cost, then clean, restore and redecorate each item to appeal to the current market for retro furniture. Chloe's main problem was that if she spent time buying items and doing the restoration herself, there was no time left to do the selling.

This problem was solved when Chloe met an old friend, Jack Taylor, who had just been made redundant from his job as a sales representative. Chloe and Jack thought that the combination of her creative skills and his sales skills, in a growing market, was a good business opportunity. They contacted a local solicitor, signed a Deed of Partnership, and started trading as *Retro Alliance*, with Chloe in charge of production and Jack responsible for sales.

- 1 (a) State **four** advantages to Chloe and Jack of forming a partnership. (4)

.....

.....

.....

.....

.....

.....

.....

.....

.....



DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

As part of their business planning, Chloe and Jack set a number of objectives.

(b) Describe why objectives are important for a business.

(2)

.....

.....

.....

(c) Outline **one** non-profit objective that *Retro Alliance* could adopt.

(4)

.....

.....

.....

.....

.....

.....

.....

.....



DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

2 Chloe and Jack need a van to collect and deliver furniture. The van they want to buy will cost £19 200. Chloe does not have any savings. Jack offers to buy the van for the business and will use his £11 000 redundancy money and a personal bank loan of £8 200 to finance the purchase.

*(a) Consider how this could affect the partnership.

(12)

Area with horizontal dotted lines for writing the answer.



DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

Having purchased a van, *Retro Alliance* needs to employ a driver.

(b) Give Chloe and Jack the main steps of the interview process for the driver.

(4)

.....

.....

.....

.....

.....

.....

.....

.....

.....

(c) Advise Chloe and Jack on **one** legal responsibility that *Retro Alliance* will have towards the new driver.

(4)

.....

.....

.....

.....

.....

.....

.....

.....

.....



(b) Outline **one** motivational theory that will influence how a business manages its employees.

(4)

.....

.....

.....

.....

.....

.....

.....

.....

.....

Chloe and Jack have now appointed a driver.

(c) Why is it important for Chloe and Jack to motivate the new driver?

(4)

.....

.....

.....

.....

.....

.....

.....

.....

.....

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA



DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

BLANK PAGE



DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

BLANK PAGE

