

Write your name here

Surname

Other names

**Pearson Edexcel
Functional Skills**

Centre Number

--	--	--	--	--

Candidate Number

--	--	--	--

English

Level 1

Component 2: Reading

18 – 22 July 2016

Time: 45 minutes

Paper Reference

E102/01

You may use a dictionary.

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.*
- You do not need to write in sentences.

Information

- The total mark for this paper is 20.
- The marks for **each** question are shown in brackets
– *use this as a guide as to how much time to spend on each question.*

Advice

- Read each question carefully before you start to answer it.
- Keep an eye on the time.
- Check your answers if you have time at the end.

Turn over ►

P49953A

©2016 Pearson Education Ltd.

1/1/1



PEARSON

SECTION A

Read Text A and answer questions 1 – 7.

Text A

You read this article in a magazine.

Think about it!

by Gillian Peak

In the UK we waste £12 billion worth of food a year. We must stop wasting money when we buy food that we do not need and do not use.

Why do we waste so much money on food? One reason is because supermarkets have clever ways to make us buy more. Most of us are easily taken in when we think we are getting a bargain. Supermarkets catch us out with special offers and discounts. But are we really getting value for money? For example, the 'Buy One, Get One Free' offer (which accounts for £50 million worth of sales each year) is pointless unless we need to buy the product in the first place – and do we really need two?

I can never work out if the 'Buy One - Get the Second Half Price' is good value or not. Anyone owning a smartphone can download a discount calculating app to help.

Surely, we should be able to buy our shopping without all this hassle! If supermarkets wrote the cost per kilo or per litre beside **EVERY** item, it would help us know which to buy. We could compare prices. Then 'Three for the Price of Two' might become a less attractive offer. We might also find that a 'Bigger Pack, Better Value' costs **more** than buying two smaller packs.

I have now joined the 65% of people in the UK who are 'clever shoppers'. I make a shopping list and buy only what I need. I go to several local stores instead of doing one big weekly supermarket shop. I often buy cheaper brands and I never shop when hungry. I ignore special offers and money-off vouchers, unless the product is on my list.

The result? My shopping now costs 40% less and so could yours!



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



Answer questions 1 to 3 with a cross in the box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

1 The **main** purpose of this article is to:

- A persuade the reader to support small local stores
- B encourage the reader to think more about what food they buy
- C describe what good value 'Buy One, Get One Free' offers are
- D complain about the high cost of living and the price of food

(Total for Question 1 = 1 mark)

2 According to Text A, identify **one** thing that supermarkets could do to help shoppers compare prices.

- A have more special offers
- B sell products in the same size of packet
- C price all items more clearly
- D provide shoppers with discount calculating apps

(Total for Question 2 = 1 mark)

3 According to Text A, which **one** of the following statements is correct?

- A 65% of people in the UK waste food.
- B £50 million is spent on food each year in the UK.
- C 40% of shoppers in the UK do not use supermarkets.
- D £12 billion worth of food is wasted every year in the UK.

(Total for Question 3 = 1 mark)



4 According to Text A, give **one** reason why we buy food we do not need.

You do **not** need to write in sentences.

.....

.....

(Total for Question 4 = 1 mark)

5 Paragraphs are one of the features of Text A that help to present information. Name **two** other features of Text A that help to present information.

You do **not** need to write in sentences.

1

.....

2

.....

(Total for Question 5 = 2 marks)

6 Your relative does not believe that supermarkets can influence what she buys.

Using Text A, advise her of **two** ways supermarkets might try to influence her to buy more.

You do **not** need to write in sentences.

1

.....

2

.....

(Total for Question 6 = 2 marks)

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



7 Your friend wants to become a 'clever shopper'.

According to Text A, list **two** things that 'clever shoppers' do.

You do **not** need to write in sentences.

1

.....

.....

2

.....

.....

(Total for Question 7 = 2 marks)

TOTAL FOR SECTION A = 10 MARKS



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

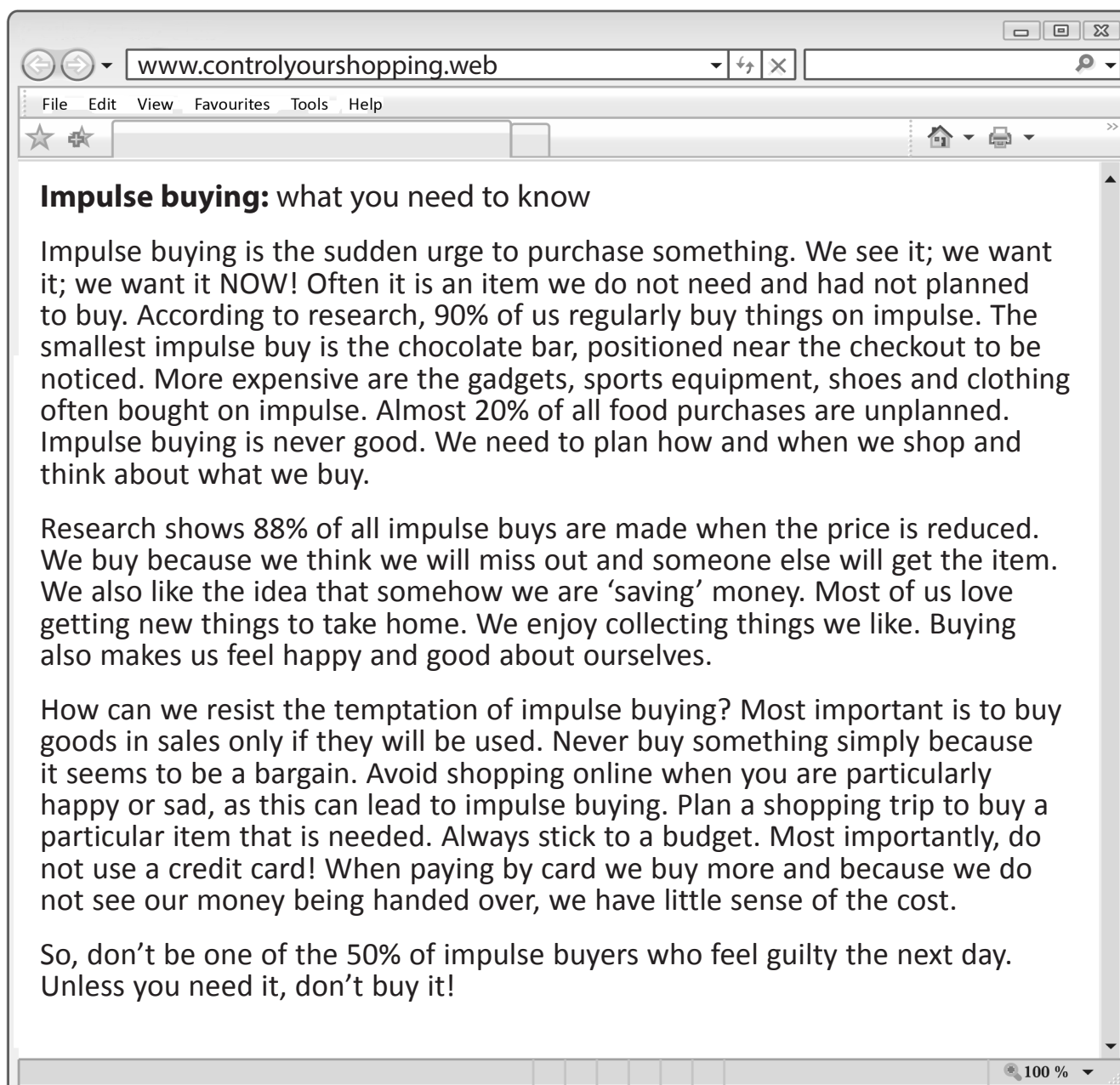
DO NOT WRITE IN THIS AREA

SECTION B

Read Text B and answer questions 8 – 13.

Text B

You want to control your spending and read this on a website.



The screenshot shows a web browser window with the address bar containing 'www.controlyourshopping.web'. The browser has a menu bar with 'File', 'Edit', 'View', 'Favourites', 'Tools', and 'Help'. The main content area displays the following text:

Impulse buying: what you need to know

Impulse buying is the sudden urge to purchase something. We see it; we want it; we want it NOW! Often it is an item we do not need and had not planned to buy. According to research, 90% of us regularly buy things on impulse. The smallest impulse buy is the chocolate bar, positioned near the checkout to be noticed. More expensive are the gadgets, sports equipment, shoes and clothing often bought on impulse. Almost 20% of all food purchases are unplanned. Impulse buying is never good. We need to plan how and when we shop and think about what we buy.

Research shows 88% of all impulse buys are made when the price is reduced. We buy because we think we will miss out and someone else will get the item. We also like the idea that somehow we are 'saving' money. Most of us love getting new things to take home. We enjoy collecting things we like. Buying also makes us feel happy and good about ourselves.

How can we resist the temptation of impulse buying? Most important is to buy goods in sales only if they will be used. Never buy something simply because it seems to be a bargain. Avoid shopping online when you are particularly happy or sad, as this can lead to impulse buying. Plan a shopping trip to buy a particular item that is needed. Always stick to a budget. Most importantly, do not use a credit card! When paying by card we buy more and because we do not see our money being handed over, we have little sense of the cost.

So, don't be one of the 50% of impulse buyers who feel guilty the next day. Unless you need it, don't buy it!

The browser's status bar at the bottom right shows '100%' zoom level.

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



Answer question 8 with a cross in the box you think is correct ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

8 The **main** purpose of Text B is to:

- A persuade the reader to save rather than spend
- B explain how easy it is to get into credit card debt
- C discourage the reader from buying without thinking
- D complain about tempting items placed at the checkout

(Total for Question 8 = 1 mark)

Answer question 9 with a cross in the two boxes you think are correct ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

9 Using Text B, identify the **two** statements that are correct.

- A 99% of purchases are made by credit card.
- B 90% of people regularly buy things on impulse.
- C 88% of all food purchases are unplanned.
- D 50% of impulse buyers feel guilty the next day.
- E 35% of people cannot resist buying shoes on impulse.
- F 20% of people feel happy when they buy.

(Total for Question 9 = 2 marks)



10 According to Text B, identify **two** reasons why we should avoid paying by credit card.

You do **not** need to write in sentences.

1

.....

2

.....

(Total for Question 10 = 2 marks)

11 Your relative loves shopping and often buys things he does not need.

According to Text B, give **two** reasons why many people buy goods on impulse.

You do **not** need to write in sentences.

1

.....

2

.....

(Total for Question 11 = 2 marks)

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



12 According to Text B, what is often bought on impulse at the checkout?

.....

(Total for Question 12 = 1 mark)

13 Your friend finds it difficult to resist buying things.

Using the information from Text B, identify **two** ways your friend can stop impulse buying, apart from not using a credit card.

You do **not** need to write in sentences.

1

.....

2

.....

(Total for Question 13 = 2 marks)

TOTAL FOR SECTION B = 10 MARKS
TOTAL FOR PAPER = 20 MARKS

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



P 4 9 9 5 3 A 0 9 1 2



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

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

BLANK PAGE



P 4 9 9 5 3 A 0 1 1 1 2

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

DO NOT WRITE IN THIS AREA

BLANK PAGE

