

# Mark Scheme (Results)

January 2012

GCSE Business (5BS06)  
Paper 01

## **Edexcel and BTEC Qualifications**

Edexcel and BTEC qualifications come from Pearson, the world's leading learning company. We provide a wide range of qualifications including academic, vocational, occupational and specific programmes for employers. For further information, please call our GCE line on 0844 576 0025, our GCSE team on 0844 576 0027, or visit our qualifications website at [www.edexcel.com](http://www.edexcel.com). For information about our BTEC qualifications, please call 0844 576 0026, or visit our website at [www.btec.co.uk](http://www.btec.co.uk).

If you have any subject specific questions about this specification that require the help of a subject specialist, you may find our Ask The Expert email service helpful.

Ask The Expert can be accessed online at the following link:

<http://www.edexcel.com/Aboutus/contact-us/>

Alternatively, you can speak directly to a subject specialist at Pearson about Edexcel qualifications on our dedicated Subject Advisor telephone line: 0844 372 2187

## **Pearson: helping people progress, everywhere**

Our aim is to help everyone progress in their lives through education. We believe in every kind of learning, for all kinds of people, wherever they are in the world. We've been involved in education for over 150 years, and by working across 70 countries, in 100 languages, we have built an international reputation for raising achievement through innovation in education. Find out more about how we can help you and your students at: [www.pearson.com/uk](http://www.pearson.com/uk)

January 2012

Publications Code UG030226

All the material in this publication is copyright

© Pearson Education Ltd 2012

## General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

## Unit 6: Introduction to Small Business

Question Number	Answer	Mark
1	A	1

Question Number	Answer	Mark
2	C, E	2

Question Number	Answer	Mark
3	B, D	2

Question Number	Answer	Mark
4	C, D, F	3

Question Number	Answer	Mark
5	B	1

Question Number	Answer	Mark
6	A, D	2

Question Number	Answer	Mark
7	April net cash flow = £3 100 May receipts = £20 000 May closing balance = £8 500 June fixed costs = £2 000	4

Question Number	Answer	Mark
8	A, B	2

Question Number	Answer	Mark
9	B, E	2

Question Number	Answer	Mark
10	C, D	2

Question Number	Answer	Mark
11	A, E	2

Question Number	Answer	Mark
12	B, C	2

Question Number	Answer	Mark
13	C	1

Question Number	Answer	Mark
14	D	1

Question Number	Answer	Mark
15	A	1

Question Number	Answer	Mark
16	A	1

Question Number	Answer	Mark
17	i = G; ii = A ; iii = B ; iv = E ; v = D	5

Question Number	Indicative content	Mark
18	<p>The aim here is for candidates to make a judgement as to whether a bank loan or selling shares is the most appropriate source of finance. There is no right answer and the candidate can argue that either method is best, depending on the circumstances.</p> <p>Candidates might consider the following possible ideas as part of their answer:</p> <p>Bank loan:</p> <ul style="list-style-type: none"> <li>• Fairly straightforward to arrange – the bank has already agreed in principle</li> <li>• Maria and her partner maintain control of the business</li> <li>• Costs can be covered on a monthly basis from sales revenue</li> </ul> <p>But</p> <ul style="list-style-type: none"> <li>• Have to pay interest</li> <li>• Bank could request immediate payment</li> <li>• Higher fixed costs</li> </ul>	6

		<p>Selling shares:</p> <ul style="list-style-type: none"> <li>• Raises the full amount</li> <li>• Less risk – limited liability</li> <li>• No monthly payments</li> </ul> <p>But</p> <ul style="list-style-type: none"> <li>• Maria and her partner lose some control</li> <li>• Could cause conflicts amongst shareholders</li> <li>• Profits have to be shared amongst a wider group of people</li> </ul> <p>To be evaluative and support the judgement made, the candidate might suggest that the most effective method could depend on the size of the planned expansion, existing size of the business, how successful it has been etc.</p>
Level	Mark	Descriptor
No mark	0	Non-rewardable material
Level 1	1 - 2	A judgement or point is given as to which method is most appropriate. If there is just a simple judgement, 1 mark should be awarded. If this judgement/point has some simple support, the response should be placed at the top of this level.
Level 2	3 - 4	A judgement/point is given on one or both methods with some development/support, which includes at least one reason/cause/consequence etc. At the top of the level this analysis will be relevant and linked to the judgement/point made and in context.
Level 3	5 - 6	A judgement/point is given on one or both methods with some development which includes at least two relevant, linked reasons/causes/consequences etc. in context. At the top of the level there will be a conclusion drawn from the analysis.

Further copies of this publication are available from  
Edexcel Publications, Adamsway, Mansfield, Notts, NG18 4FN

Telephone 01623 467467  
Fax 01623 450481  
Email [publication.orders@edexcel.com](mailto:publication.orders@edexcel.com)  
Order Code UG030226

January 2012

For more information on Edexcel qualifications, please visit  
[www.edexcel.com/quals](http://www.edexcel.com/quals)

Pearson Education Limited. Registered company number 872828  
with its registered office at Edinburgh Gate, Harlow, Essex CM20 2JE

Ofqual



Llywodraeth Cynulliad Cymru  
Welsh Assembly Government



Rewarding Learning