

**Paper Reference 1BS0/02**  
**Pearson Edexcel**  
**Level 1/Level 2 GCSE (9–1)**

# **Business**

## **PAPER 2: Building a business**

**Monday 12 June 2023 – Afternoon**

**Time: 1 hour 45 minutes**

# **Source Booklet**

**Do not return this Booklet with the  
Question Paper.**

**V71060A**

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## **SECTION B**

**Read Extract A, then answer Questions 4, 5 and 6.**

### **Extract A**

**Ocado plc is an online grocery retailer that does not own physical shops.**

**Ocado purchases its groceries from food manufacturers such as Heinz or from other grocery retailers such as Marks & Spencer. It then sells these groceries through the Ocado website or through its app. Groceries are then delivered to each customer's home. The company already has a 62% 'excellent' rating on Trustpilot for its customer**

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**Turn over**

**Extract A continued.**

**service. This is higher than other supermarkets, such as Asda, that also offer online grocery shopping. Ocado is considering introducing a one-hour, same day delivery service.**

**In 2020, Ocado's sales rose by more than 40% as demand for online grocery shopping increased. Ocado has invested in new technology in its warehouses. This has allowed Ocado to use a just in time (JIT) stock management system. As part of this investment, Ocado's robots now can pick a customer's order in less than 5 minutes.**

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**Extract A continued.**

**The robots have artificial intelligence and know that they should place heavy items such as milk at the bottom of a bag. This level of automation allowed Ocado to process an extra 30,000 orders each week during 2020.**

**In order to increase its share of the grocery market, Ocado is considering expanding its range of ‘own label’ products to improve its offer to customers.**

## SECTION C

**Look at the diagrams below and read Extract B, then answer Question 7.**

### Diagrams

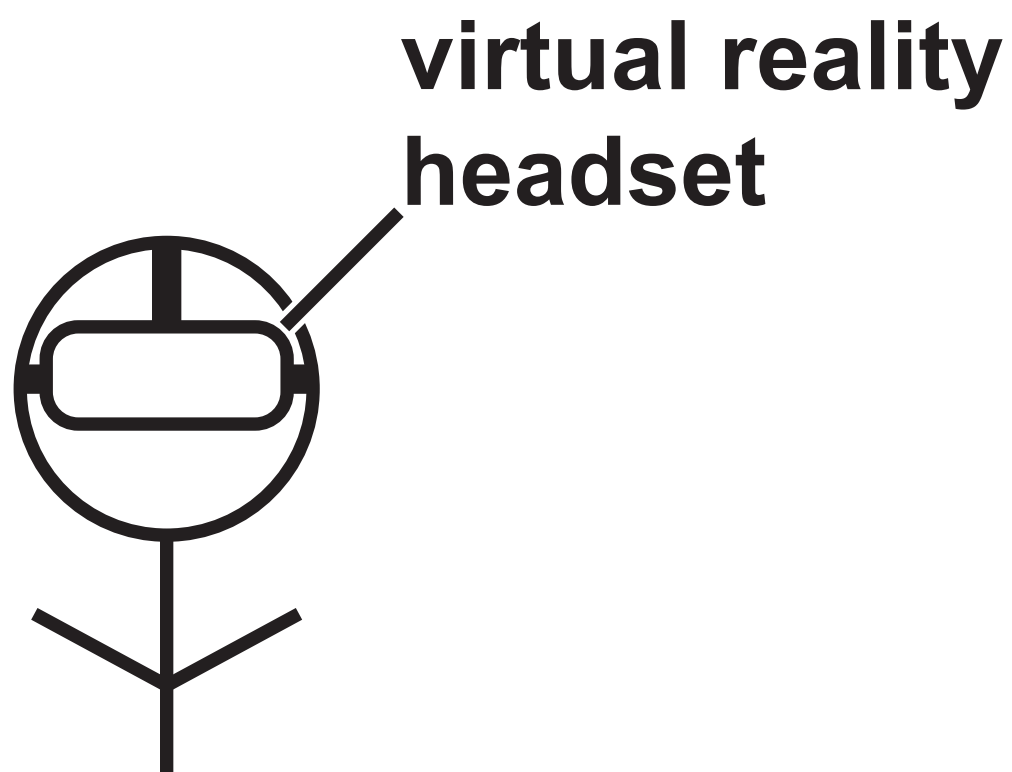
**An Oculus virtual reality headset**



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Diagrams continued.



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## **Extract B**

**In 2004, entrepreneur Mark Zuckerberg started Facebook. Then, in 2012, the company floated on the stock exchange and became a public limited company (plc). By 2020, Facebook plc had become the largest social networking website in the world with 2·5 billion users and advertising revenues of \$70·1 billion.**

**The company has used internal and external growth to expand. Between 2012 and 2020, Facebook purchased over 60 different companies, including WhatsApp, Instagram and the virtual**

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**Extract B continued.**

**reality company, Oculus. However, Facebook wants to reduce its reliance on revenue from advertising on its websites and sees its future growth coming from new markets such as selling virtual reality headsets. Facebook believes that social media is now reaching the maturity phase in its product life cycle in most of its main markets.**

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**Extract B continued.**

**In 2020 Facebook decided to give employees in its European headquarters in Dublin the option to work from home. Facebook believes that remote working will not result in lower productivity. It also believes it will allow Facebook to attract talented people such as coders, graphic designers and software engineers who cannot afford to live in expensive locations such as Dublin. Facebook believes that having less office space will reduce costs and give the company a competitive advantage against its rivals such as Snapchat and Twitter.**

## **Sources**

### **Extract for Section B**

**(Source: adapted from <https://www.theverge.com/2018/5/8/17331250/automated-warehouses-jobs-ocado-andover-amazon> and**

**<https://www.independent.co.uk/news/business/news/coronavirus-ocado-sales-rise-latest-online-grocery-shopping-covid-19-a9500966.html>)**

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**Sources continued.**

**Extract for Section C**

**(Source: adapted from [https://www.irishtimes.com /business/technology/facebook-to-reopen-irish-offices-in-early-july-1.4259429](https://www.irishtimes.com/business/technology/facebook-to-reopen-irish-offices-in-early-july-1.4259429) and**

**<https://www.theguardian.com/technology/2020/may/21/facebook-coronavirus-remote-working-policy-extended-years/>)**