

Explain Questions

These questions are always worth 3 marks and appear solely in Section A on both papers. They are designed to test **knowledge in isolation (A01a)** and **understanding (A01b)**.

There will always be six 'Explain' questions in each paper, meaning that 18 out of 90 marks on each paper come from this question style.

There are generally two types of 'Explain' questions. The first is more straight forward and will ask you to 'Explain one impact/benefit/drawback.....', these tend to be more accessible and straightforward to answer. The other will ask you to 'Explain one method/way'.

To answer an 'Explain' question you must provide **two linked strands of development** that logically follow on from the identification of **one impact/method/benefit/drawback** etc.

Discuss Questions

This question type will test **understanding (A01b)** and **analysis (A03a)**. It will always be worth 6 marks. There is only 1 of these questions in each paper and will come at the end of section A.

This is marked using levels. You will be given a Level for each of the assessment criteria, based on the grid below:

	Marks	Understanding	Analysis
L0	0	No rewardable material	No rewardable material
L1	1-2	Elements of knowledge and understanding	1 linked strand of development
L2	3-4	Mostly accurate knowledge and understanding	2-4 linked strands of development across a maximum of two points
L3	5-6	Accurate knowledge and understanding	5+ linked strands of development across a maximum of two points

There are two ways to approach this question.

One paragraph approach

If you take this approach, you must make a valid point which needs to be supported by a minimum of 5 linked strands of logical development. You will need to use clear connectives to help you achieve this. To get L3 for understanding you have to ensure you show clear and concise knowledge of the topics in the question.

Two paragraph approach

In this approach you will make two separate paragraphs containing different points. Each should be supported by three linked strands of development. Make sure your paragraphs are distinct, so the examiner is clear as to when you are moving onto a new point. To get L3 for understanding you have to ensure you show clear and concise knowledge of the topics in the question.

Let's look at a couple of examples!

State Questions

These questions test **application** only (**A02**) as there are only worth 1 mark. Even if the answer given is theoretically correct, if there is no application in the response it will score 0. Let's look at an example.

Outline Questions

These questions are always worth 2 marks and there are usually three of them in each paper. You have to do three things to gain both marks. You must:

- Make a valid point.
- Have a linked strand of logical development.
- Have application somewhere in the response (this needs just be a word!)

Analyse Questions

These questions assess **application (A02)** and **analysis (A03a)**. They will always be worth 6 marks. There are two of these questions in each paper (usually Q4b and Q5c) and will appear in Section B.

They are marked using levels. You will be given a level for each of the assessment criteria, based on the grid below:

	Marks	Application	Analysis
L0	0	No application	No rewardable material
L1	1-2	Limited application	1 linked strand of development
L2	3-4	Sound application	2-4 linked strands of development across a maximum of two points
L3	5-6	Detailed application throughout	5+ linked strands of development across a maximum of two points

There are two ways to approach this question.

One paragraph approach

If you take this approach, you must make a valid point which needs to be supported by a minimum of 5 linked strands of logical development. You will need to use clear connectives to help you achieve this. To get L3 for application you need to have evidence of context throughout the paragraph.

Two paragraph approach

In this approach you will make two separate paragraphs containing different points. Each should be supported by three linked strands of development. Make sure your paragraphs are distinct, so the examiner is clear as to when you are moving onto a new point. To get L3 for application you must have evidence of application in both paragraphs, and it can't just be one example, it needs to be throughout.

Justify Questions

In these questions you are assessed in three skill areas. They assess **application (A02)**, **analysis (A03a)** and also **evaluation (A03b)**. They will always be worth 9 marks. There are two of these questions in each paper (usually Q6c and Q7d) and will appear in Section B and C.

These questions will present you with two options for the business in the case study. You must justify which of the two options is best, given the scenario. In doing so, you must pick an option and look at the benefit and drawback of that option before coming to a conclusion. As such a three paragraph approach is best, which should be structured as follows:

1. Advantage of the chosen option – this should be supported by three linked strands of development and contain application throughout (same approach as in the ‘Analyse’ questions).
2. Disadvantage of the chosen option – this should be supported by three linked strands of development and contain application throughout (same approach as in the ‘Analyse’ questions).
3. Conclusion – see paragraph below

What to include in a conclusion

Your conclusion should include your judgement, in doing so you should be detailing what the **main reason for you selecting that option is** – this must be in context – be specific about the business. Try and place **value on your argument** by saying things such as, ‘it is vital for the business because...’. You must also say **what your decision depends on**.

Your response is again marked using levels. You will be given a level for each of the assessment criteria, based on the grid below:

	Marks	Application	Analysis	Evaluation
L0	0	No application	No rewardable material	No balance in the response
L1	1-3	Limited application	1 linked strand of development	Limited evaluation
L2	4-6	Sound application	2-4 linked strands of development across a maximum of two points	Developed balancing argument
L3	7-9	Detailed application throughout (in every paragraph)	5+ linked strands of development across a maximum of two points	Developed balancing argument plus a sophisticated conclusion

Evaluation Question

In these questions you are assessed in all four skill areas. They assess, **understanding (A01b)**, application (**A02**), **analysis (A03a)** and also **evaluation (A03b)**. They will always be worth 12 marks. There is only one of these in each paper, and it will be the last question in the paper.

These questions will ask you to evaluate something in the context of the business. You must look at the advantage (an argument in favour) and then look at the disadvantage (argument against) before drawing to a conclusion. As such a three paragraph approach is best (similar to the 9 mark 'Justify' questions), which should be structured as follows:

1. Advantage – this should be supported by three linked strands of development and contain application throughout.
2. Disadvantage/counter argument – this should be supported by three linked strands of development and contain application throughout.
3. Conclusion – see paragraph below

What to include in a conclusion

Your conclusion should include your judgement (which argument is stronger), in doing so you should be detailing what the **main reason is for your judgement** – this must be in context – be specific about the business. Try and place **value on your argument** by saying things such as, 'it is vital for the business because...'. You must also say **what your decision depends on**.

Your response is again marked using levels. You will be given a level for each of the assessment criteria, based on the grid below:

	Marks	Understanding	Application	Analysis	Evaluation
L0	0	No rewardable material	No application	No rewardable material	No balance in the response
L1	1-4	Elements of knowledge and understanding	Limited application	1 linked strand of development	Limited evaluation
L2	5-8	Mostly accurate knowledge and understanding	Sound application	2-4 linked strands of development across a maximum of two points	Developed balancing argument
L3	9-12	Accurate knowledge and understanding	Detailed application throughout (in every paragraph)	5+ linked strands of development across a maximum of two points	Developed balancing argument plus a sophisticated conclusion