

# **Pearson BTEC Level 3 Management 2014**

**Mark Scheme**

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**Sample Assessment Material**

**Unit 2: Principles of People Management**

**Unit 4: Principles of Leadership and  
Management**



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## General Marking Guidance

- The total marks for this paper is 20 marks.
- This paper is a sample assessment to show examples of the types of questions learners will face in Unit 2 and Unit 4.
- There is **no** pass mark for this paper.
- Examiners should mark according to the mark scheme.

Question Number	Answer	Unit	Assessment Criteria	Total Mark
1	C	U4	2.2	(1)
2	A	U4	3.3	(1)
3	C	U4	4.1	(1)
4	B	U4	4.4	(1)
5	B	U4	1.1	(1)
6	A & D	U4	1.5	(2)
7	D	U4	2.3	(1)
8	C	U4	3.1	(1)
9	C	U4	4.2	(1)
10	C	U2	1.1	(1)
11	B	U2	1.4	(1)
12	C	U2	2.2	(1)
13	C	U2	3.3	(1)
14	Part 1 = A Part 2 = B	U2	3.6	(1)
15	D	U2	3.7	(1)
16	D	U2	4.3	(1)
17	A	U2	5.1	(1)
18	A	U2	5.5	(1)
19	B	U2	6.1	(1)

**Total = 20  
Marks**

