Write your name here		
Surname	Oth	ner names
Edexcel GCE	Centre Number	Candidate Number
Applied E		
Tuesday 11 January 2011	•	Paper Reference 6916/01
Time: 1 hour 30 minute	S	0910/01
You do not need any other		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.

Information

- The total mark for this paper is 90.
- The marks for **each** question are shown in brackets
 - use this as a guide as to how much time to spend on each question.
- Questions labelled with an asterisk (*) are ones where the quality of your written communication will be assessed
 - you should take particular care on these questions with your spelling, punctuation and grammar, as well as the clarity of expression.

Advice

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





Berg Printers Ltd has been in existence since 1991, producing stationery, leaflets, and promotional material for a range of business customers. It is a family owned business, with a workforce of 20 people, including the owner Roland Berg, his son Daniel and daughter Charlotte. Like most businesses it has had its up and downs, but with a good workforce and loyal customers it has managed to survive for 20 years. Recent trading conditions have put pressure on the business to operate more efficiently and effectively to ensure its future survival.

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How should the production together to make sure that	at the business is si	uccessiui!	(4)

To keep up with new technology and customer requirements, Roland decides that *Berg Printers Ltd* needs a new printing machine that will cost £430 000. He puts together a business plan. The bank offers a business loan with terms of a fixed-rate of interest and the loan to be paid back over 20 years.

of the bank loan.	(12)



In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 1(e).

Main Activities:	
Examine how this business has planned for its survival during recent years.	(6)



In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 1(f).

Name of Business:	
Main Activities:	
f) Outline the role of a manager in this business.	. (4)
	(Total for Question 1 = 30 marks)

Berg Printers Ltd accepted the terms of the loan from the bank and bought a new printing machine.

(a) Discuss whether the arrival of the new printing machine is a good reason for Berg Printers Ltd to recruit new employees.	
	(6)
Aptitude testing is a method of assessing potential employees.	
(b) Describe how aptitude testing could be used if Berg Printers Ltd recruit new	
employees.	(2)
	(-)



Evaluate in-house on-the-job training compared for these employees.	with external off-the-job training
for these employees.	(12)



In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 2(d).

Main Activities:	
Outline two reasons why this business needs to recruit new staff.	(6)



In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 2(e).

Main Activities:			
Describe the main assessment method that is used f management positions in this business.	or applicants who apply for		
		(4)	



Tł m	the new employees that are taken on by <i>Berg Printers Ltd</i> are trained to use the new printing nachine.			
3	(a) Why would it be important to motivate employees at <i>Berg Printers Ltd</i> who have not been trained to use the new printing machine?			
		(4)		



Printing staff at *Berg Printers Ltd* work a 45 hour week, Monday to Friday. Sometimes they are required to work longer hours to make sure that a job gets completed to meet customer deadlines for delivery.

Berg Printers Ltd to r	meet customer	deadlines for o	ould affect the delivery.	(6)

Roland aims to make sure that all of the employees at Berg Printers Ltd get 'a fair day's pay for a fair day's work'. (c) How does this aim satisfy Maslow's hierarchy of needs? (4)Each summer, Roland organises an 'away day' and arranges to take all employees and their families to a theme park for the day, all expenses paid. (d) Consider the effect that this is designed to have on the workforce. (4)



that uses large quantities of paper and ink in its production process.	(2)
	. ,

In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 3(f).

Main Activities:					
) Discuss how this business communicates effectively with its external stakeholders. (6)					



In the space below, record the details of ONE business that you have studied during your course. Refer to this business when answering question 3(g).

Name of Business:	
Main Activities:	
) Outline one example of how a self-regulatory	constraint affects this business. (4)
	(Total for Question 3 = 30 marks)



TOTAL FOR PAPER = 90 MARKS