

OXFORD CAMBRIDGE AND RSA EXAMINATIONS
A2 GCE
F295/01

BUSINESS STUDIES
People in Organisations

WEDNESDAY 18 JUNE 2014: Morning

DURATION: 2 hours
plus your additional time allowance

MODIFIED ENLARGED

Candidate forename		Candidate surname	
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Centre number						Candidate number				
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Candidates answer on the Question Paper.

OCR SUPPLIED MATERIALS:

Resource Booklet (F295/01/RB)

OTHER MATERIALS REQUIRED:

A calculator may be used

A CALCULATOR MAY BE USED FOR THIS PAPER
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READ INSTRUCTIONS OVERLEAF

INSTRUCTIONS TO CANDIDATES

Write your name, centre number and candidate number in the boxes on the first page. Please write clearly and in capital letters.

Use black ink. HB pencil may be used for graphs and diagrams only.

The information required to answer questions 1–6 is contained within the Resource Booklet.

Answer ALL the questions.

Read each question carefully. Make sure you know what you have to do before starting your answer.

Write your answer to each question in the space provided. Additional paper may be used if necessary but you must clearly show your candidate number, centre number and question number(s).

INFORMATION FOR CANDIDATES

The number of marks is given in brackets [] at the end of each question or part question.

The total number of marks for this paper is 60.

Your Quality of Written Communication will be assessed in the question marked with an asterisk (*).

Any blank pages are indicated.

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- 1 Calculate the value of the total annual ‘performance payment package’ for Minesh who receives a 6% bonus on his salary of £37 000 and has a profit share sum of £1760 twice a year.**

[4]

[illegible]

3 Discuss factors which may affect IL's communication when selling to customers in the USA. [13]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

6* Considering human resources AND OTHER ISSUES, should IL set up a permanent sales office in the USA? Justify your view. [18]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

END OF QUESTION PAPER

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