

Additional Assessment Materials

Summer 2021

Pearson Edexcel AS Level in Business (8BS0)

Resource Set 2.2: Financial planning

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Additional Assessment Materials, Summer 2021

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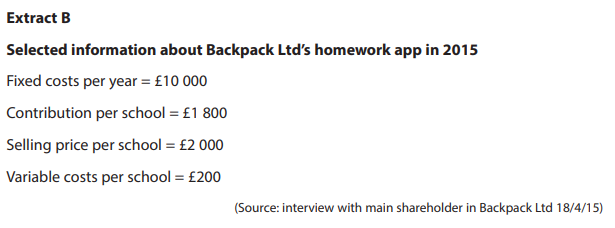
**General guidance to Additional Assessment Materials for use in 2021**

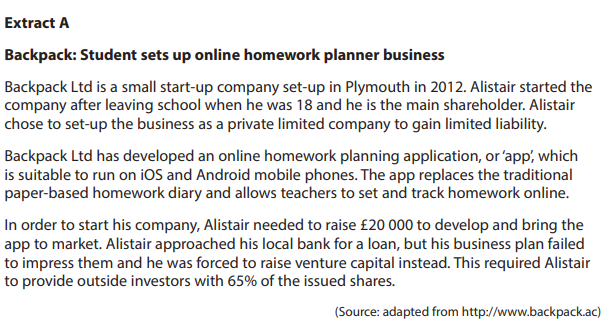
**Context**

* Additional Assessment Materials are being produced for GCSE, AS and A levels (with the exception of Art and Design).
* The Additional Assessment materials presented in this booklet are an **optional** part of the range of evidence you may use when deciding on a candidate’s grade.
* 2021 Additional Assessment Materials have been drawn from previous examination materials, namely past papers.
* Additional Assessment Materials have come from past papers both published (those materials available publicly) and unpublished (those currently under padlock to our centres) presented in a different format to allow you to adapt them to use with your candidates.

**Purpose**

* The purpose of this resource to provide qualification-specific sets/groups of questions covering the knowledge, skills and understanding relevant to this Pearson qualification.
* This document should be used in conjunction with the mapping guidance which will map content and/or skills covered within each set of questions. The mapping guidance will also highlight where the question originally came from to allow you to access further support materials (mark schemes, examiner reports).
* Use of these assessment materials will assist you in assessing candidates’ current performance in areas not assessed elsewhere. Their use will also provide an extra opportunity for candidates to demonstrate their performance at the end of their course of study.
* Specific guidance relating to this selection of material for this subject is detailed below.
* These materials are only intended to support the summer 2021 series.



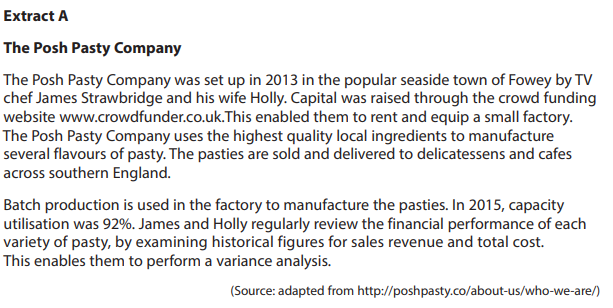
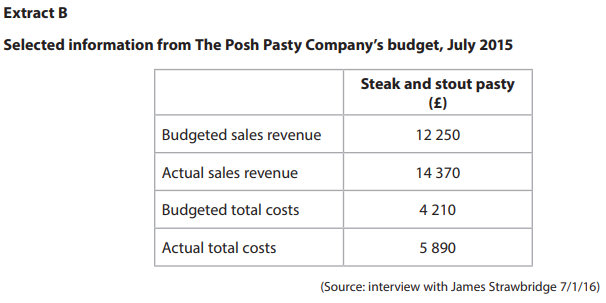
1. (a) What is meant by fixed costs? (2)

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(b) Using the data in Extract B, and assuming a sales volume of 20 schools in 2015, calculate Backpack Ltd’s likely profit. You are advised to show your working. (4)

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1. (a) What is meant by sales revenue? (2)

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(b) What is meant by total costs? (2)

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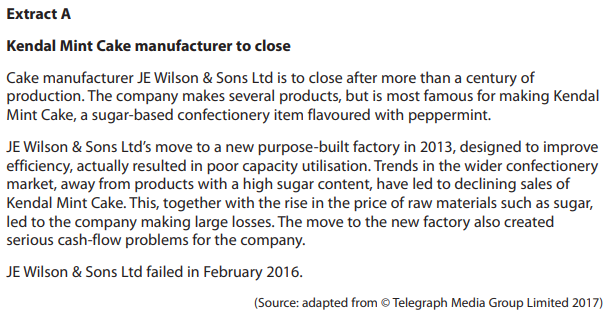
(c) Using the data in Extract B, calculate the total variance in profit for The Posh Pasty Company’s steak and stout pasty for July 2015. You are advised to show your working. (4)

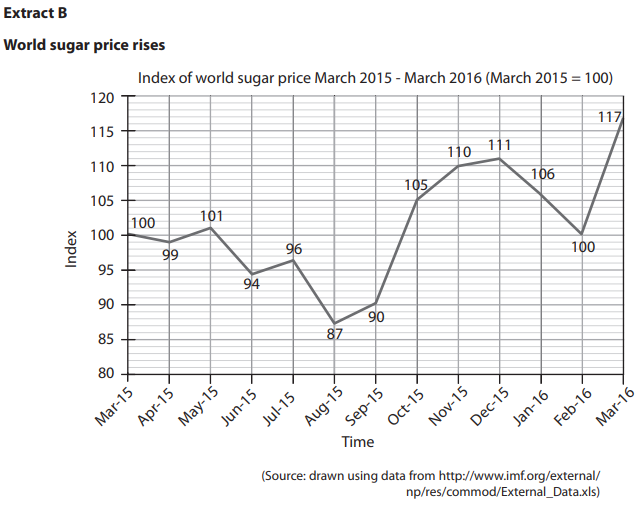
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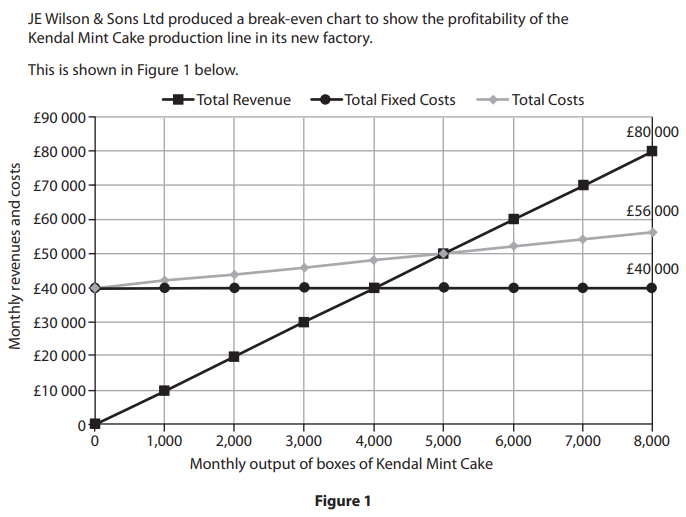
1. (a) Using the data in Extract B, calculate the percentage increase in the world sugar price from September 2015 to March 2016. You are advised to show your working. (4)

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(b) Using Figure 1, calculate the contribution per box of Kendal Mint Cake. You are advised to show your working. (4)

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(c) Assess **two** likely limitations to JE Wilson & Sons Ltd of using break-even analysis as a planning tool. (8)

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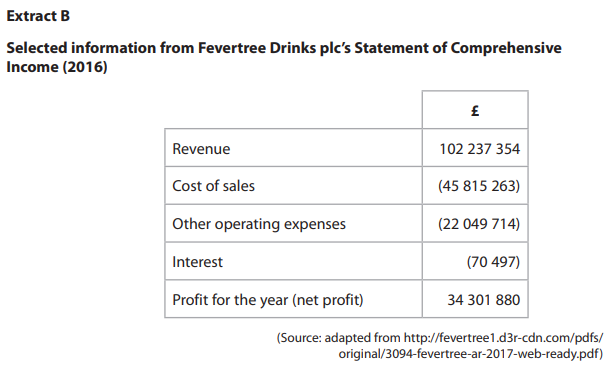
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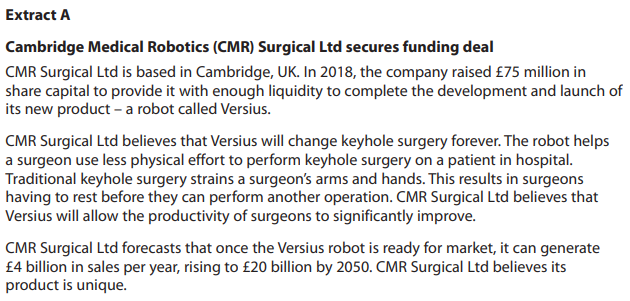
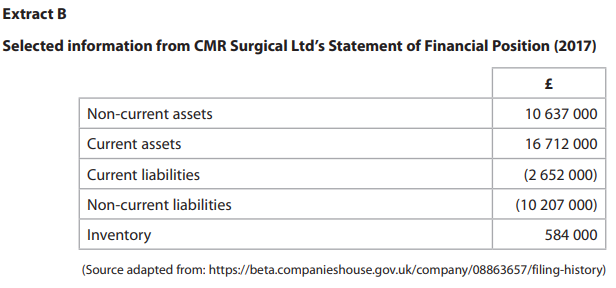
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1. What is meant by margin of safety? (2)

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1. Assess **two** difficulties CMR Surgical Ltd may face in producing sales forecasts for 2050. (8)

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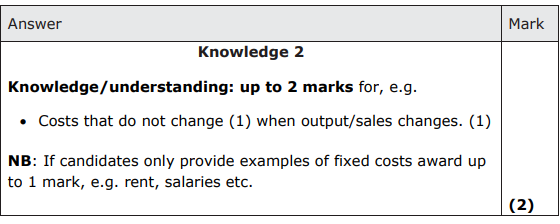
\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_



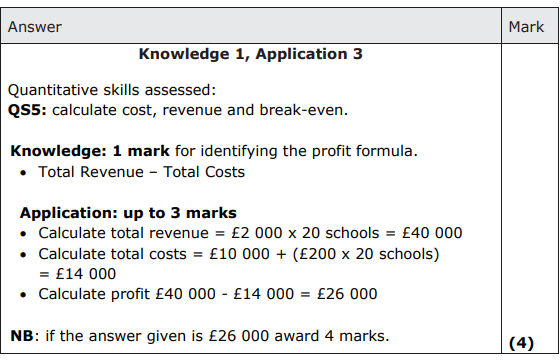
1. To reduce the break-even point on its products, Matt & Nat could either stop using ethically sourced raw materials or use a skimming pricing strategy.

Evaluate these **two** options and recommend which option Matt & Nat should use to reduce the break-even point on its products. (20)

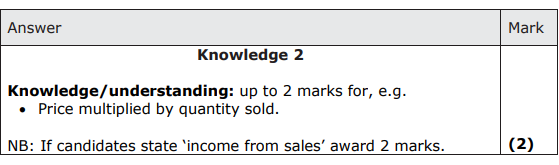
**1(a)**



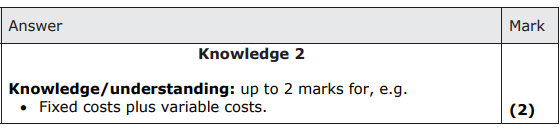
**1(b)**



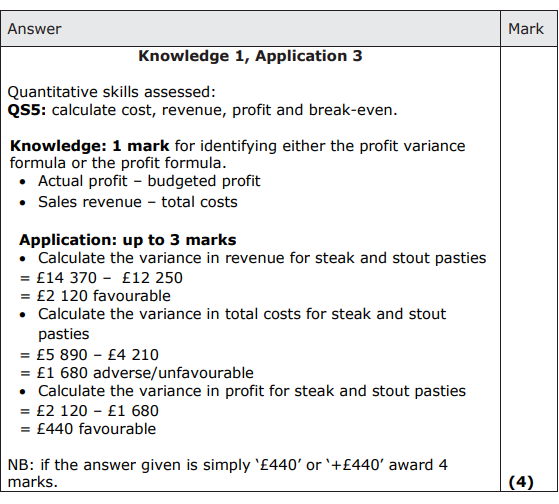
**2(a)**



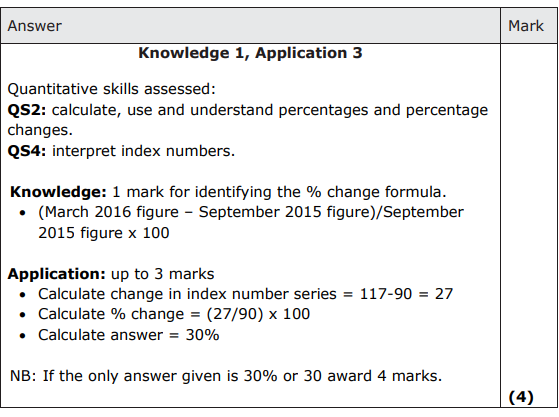
**2(b)**



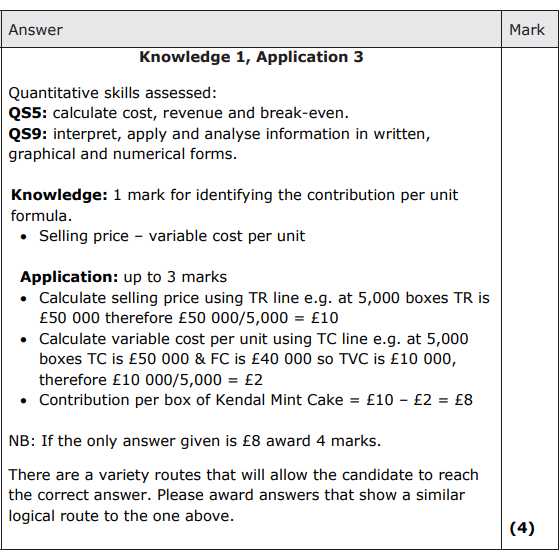
**2(c)**



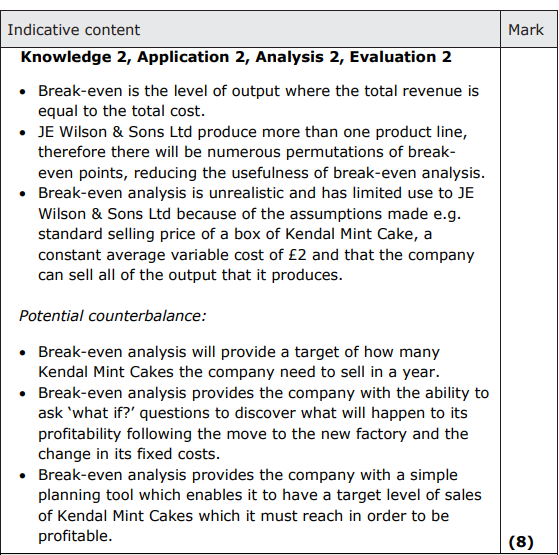
**3(a)**

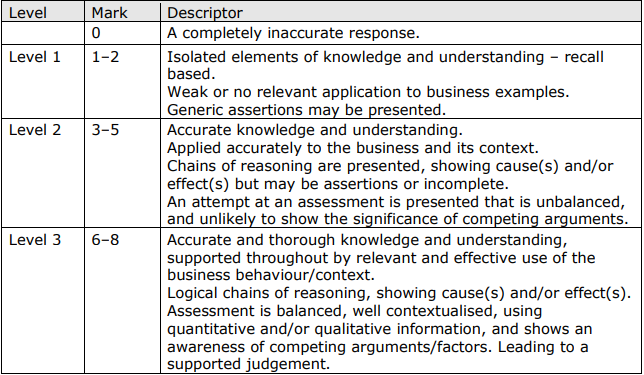


**3(b)**

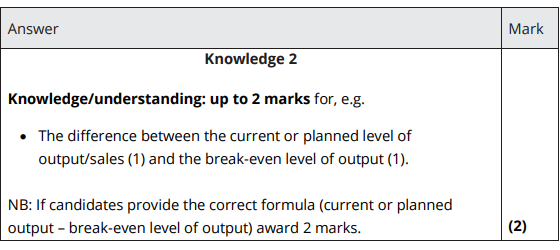


**3(c)**

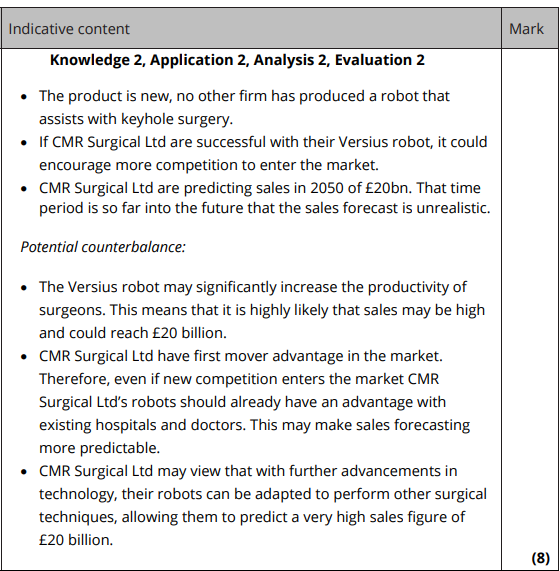


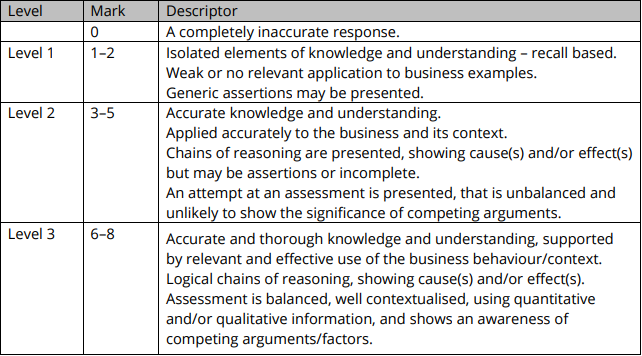


**4**



**5**





**6**

