



# Cambridge International AS & A Level

**BUSINESS**

**9609/13**

Paper 1 Short Answer and Essay

**October/November 2021**

**1 hour 15 minutes**

You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

## INSTRUCTIONS

- Section A: answer **all** questions.
- Section B: answer **one** question.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

## INFORMATION

- The total mark for this paper is 40.
- The number of marks for each question or part question is shown in brackets [ ].

This document has **4** pages. Any blank pages are indicated.

**Section A (Short Answer)**

Answer **all** questions.

- 1 (a) Define the term 'marketing mix'. [2]  
(b) Explain **two** ways that a business can use the place element of the marketing mix. [3]
- 2 (a) Define the term 'business stakeholders'. [2]  
(b) Explain **two** reasons why conflict might arise between different stakeholders. [3]
- 3 Explain why it is important for a business to have effective human resource management (HRM). [5]
- 4 (a) Define the term 'published accounts'. [2]  
(b) Explain **two** limitations of published accounts. [3]

**Section B (Essay)**

Answer **one** question only

- 5 (a) Analyse the advantages for a business of a Just in Time (JIT) system of inventory management. [8]  
(b) Discuss the importance of operational flexibility and innovation to a multinational car manufacturer. [12]
- 6 'The *economic man* theory used by Taylor is the best way to motivate the employees of a customer service call centre business.'  
Discuss the extent to which you agree with this view. [20]
- 7 (a) Analyse how break-even analysis might help an entrepreneur to make decisions about starting a new business. [8]  
(b) Discuss the possible challenges for an entrepreneur in starting a new business selling only vegetarian food products. [12]



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