



Cambridge International Examinations
Cambridge International General Certificate of Secondary Education

CANDIDATE
NAME

CENTRE
NUMBER

--	--	--	--	--

CANDIDATE
NUMBER

--	--	--	--



ENTERPRISE

Paper 1

0454/13

May/June 2016

1 hour 30 minutes

Candidates answer on the Question Paper.

No Additional Materials are required.

READ THESE INSTRUCTIONS FIRST

Write your Centre number, candidate number and name on all the work you hand in.

Write in dark blue or black pen.

Do not use staples, paper clips, glue or correction fluid.

DO NOT WRITE IN ANY BARCODES.

Answer **all** questions.

Each candidate should have received a copy of the case study prior to the examination.

A clean copy of the case study has been provided with this Question Paper.

The businesses described in this Question Paper are entirely fictitious.

Your answers must be based on the case study and your own enterprise experience and knowledge.

At the end of the examination, fasten all your work securely together.

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

The syllabus is approved for use in England, Wales and Northern Ireland as a Cambridge International Level 1/Level 2 Certificate.

This document consists of **12** printed pages, **4** blank pages and **1** Insert.

Section A

Answer **all** the questions.

1 The teacher asked the students to give examples of ways that they had been enterprising at school or at home.

(a) Explain the term 'enterprise'.

.....
.....
.....
.....[2]

(b) Identify and explain **three** possible ways of being enterprising at school or at home.

1 Identify
Explain

.....
.....

2 Identify
Explain

.....
.....

3 Identify
Explain

.....
.....[6]

[Total: 8]

3 Aiyana knew that she needed to plan carefully and to use appropriate language in her negotiation.

(a) Explain the term 'negotiation'.

.....
.....
.....
..... [2]

(b) Identify **two** questions an entrepreneur should consider when planning for a negotiation.

1

.....

2

..... [2]

(c) Aiyana was negotiating with her family for the fruit. She knew that her language should be different than when talking with them informally.

Explain why the language in a negotiation should be different from language used with friends. Use an example to support your answer.

.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
..... [6]

[Total: 10]

4 Ezequiel produced a budget for the fruit drinks.

(a) Explain the difference between the following terms:

(i) fixed costs and variable costs

.....
.....
.....
.....[2]

(ii) revenue and profit.

.....
.....
.....
.....[2]

(b) Analyse the usefulness of budgeting to enterprises. Use an example from either the case study or your own enterprise project of how a budget was used, to support your answer.

.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....[6]

[Total: 10]

5 The friends had not thought about the marketing of their drinks.

(a) Explain **one** potential benefit of marketing to:

(i) a customer

.....
.....
.....
..... [2]

(ii) an enterprise.

.....
.....
.....
..... [2]

(b) Explain the benefits and drawbacks of internet advertising to this fruit drinks enterprise.

.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....
..... [6]

[Total: 10]

BLANK PAGE

Permission to reproduce items where third-party owned material protected by copyright is included has been sought and cleared where possible. Every reasonable effort has been made by the publisher (UCLES) to trace copyright holders, but if any items requiring clearance have unwittingly been included, the publisher will be pleased to make amends at the earliest possible opportunity.

To avoid the issue of disclosure of answer-related information to candidates, all copyright acknowledgements are reproduced online in the Cambridge International Examinations Copyright Acknowledgements Booklet. This is produced for each series of examinations and is freely available to download at www.cie.org.uk after the live examination series.

Cambridge International Examinations is part of the Cambridge Assessment Group. Cambridge Assessment is the brand name of University of Cambridge Local Examinations Syndicate (UCLES), which is itself a department of the University of Cambridge.