

Cambridge International Examinations

Cambridge International General Certificate of Secondary Education

NAME CENTRE	CANDIDATE		
NUMBER	NUMBER	0454/01	
Paper 1	October	October/November 2014	
Candidates answer on the Question Paper.	11	hour 30 minute	

READ THESE INSTRUCTIONS FIRST

No Additional Materials are required.

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, highlighters, 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. Candidates who do not follow this instruction will be penalised.

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.

Aye	esha and Hassan had studied different entrepreneurs in their Enterprise lessons.	
(a)	What is meant by an entrepreneur?	
		2
(b)	Using one example of an entrepreneur you have studied, explain how this entrepreneur was enterprising.	as
	Name of entrepreneur	
		[2
(c)	Using examples, explain how two sources of help and support were used in your enterpris project .	se
	Source of help and support 1	
		,
		•••
		•••
	Source of help and support 2	•••
		•••
		•••
	ı	[6]

1

sha and Hassan were particularly interested in co-operatives.
What is meant by a co-operative?
[2]
State two other types of business organisation.
1
2[2]
Describe two possible advantages and one possible disadvantage of organising an enterprise as a co-operative.
Advantage 1
Advantage 2
Disadvantage
[6]
[Total: 10]

		and Hassan believed that the co-operative could make a success of the new farmers' especially as the population of Jarvis was growing rapidly.
(a)		cribe two ways in which changes in the size and structure of population can provide ortunities for enterprise.
	1	
	2	
		[4]
(b)	Ехр	lain how the following opportunities for enterprise affected your enterprise project.
	(i)	The ability to provide the product or service.
		[3]
	(ii)	The income of potential customers.
		[3]
		[Total: 10]

each year, members receive a dividend.

Each member of the Jarvis Co-operative had bought one share in the co-operative. At the end of

(a)	Wha	at is meant by:
	(i)	a share?
	/ii\	[2]
	(ii)	a dividend?
		[2]
(b)	Do	you think it is important that the Jarvis Co-operative Farmers' Market makes a profit?
		lain two reasons for your decision.
	1	
	2	
		[6]
		[Total: 10]

Ayesha and Hassan decided to hold regular meetings with members of the Jarvis Co-operative

Farmers' Market to inform them of progress with the farmers' market. They made sure the meetings

wei	re we	Il organised.	
(a)	Defi	ine the following terms:	
	(i)	an agenda for the meeting	
		[2	2]
	(ii)	the <i>minutes</i> of the meeting.	
		[2	2]
(b)		you agree with Ayesha and Hassan that regular meetings were a good idea? Explain tw o	0
		sons for your decision.	
	1		••
			••
			••
			••
			••
			••
	2		

Section B

Answer all the questions.

Use the case study, your own enterprise experience and your knowledge of enterprise to answer Question 6(a).

		·
6	(a)	Ayesha and Hassan thought that they had the necessary skills to be successful entrepreneurs.
		Identify two personal attributes or entrepreneurial skills and evaluate their importance to the success of your enterprise project .
		[10]

Use the case study, your own enterprise experience and your knowledge of enterprise to answer Question 6(b).

(b)	Ayesha and Hassan carried out a variety of methods of market research.
	Compare the effectiveness of the different methods of market research that could have been used to ensure the success of your enterprise project . [15]

Use the case study, your own enterprise experience and your knowledge of enterprise to answer Question 7(a).

The Jarvis Co-operative needed to buy tables for the farmers' market. The sources of finance considered were: share capital, a bank loan or a bank overdraft.
Recommend which one of these three sources of finance should be used. Explain why you did not recommend the other two sources of finance.
[10]

Use the case study, your own enterprise experience and your knowledge of enterprise to answer Question 7(b).

(b)	Ayesha and Hassan needed to encourage more farmers to rent tables at the Jarvis Co-operative Farmers' Market.
	Discuss the ways in which they could do this. Justify your answer. [15]

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