



Coimisiún na Scrúduithe Stáit
State Examinations Commission

Leaving Certificate Examination 2025

Business

Section 1 and Answerbook

Ordinary Level

Thursday 12 June Morning 9:30 - 12:00

400 marks

Examination Number

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
----------------------	----------------------	----------------------	----------------------	----------------------	----------------------

Date of Birth

<input type="text"/>	<input type="text"/>	/	<input type="text"/>	<input type="text"/>	/	<input type="text"/>	<input type="text"/>
----------------------	----------------------	---	----------------------	----------------------	---	----------------------	----------------------

For example, 3rd February
2005 is entered as 03 02 05

Centre Stamp

Instructions

Write your Examination Number and your Date of Birth in the boxes on the front cover.

Write your answers to all parts of the examination into this Answerbook. This Answerbook will be scanned and your work will be presented to an examiner on screen. Anything that you write outside of the answer areas may not be seen by the examiner.

Write your answers in blue or black pen. You may use pencil for sketches, graphs and diagrams only.

There are two sections in this examination. Questions for **Section 2** are supplied separately but your answers must be written in this Answerbook.

Candidates are required to answer:

(A) Ten questions from Section 1 and

(B) Four questions from Section 2 as follows:

One question from Part 1

One question from Part 2

and any other TWO questions.

All questions in Section 2 carry equal marks.

Make and Model of calculator used:

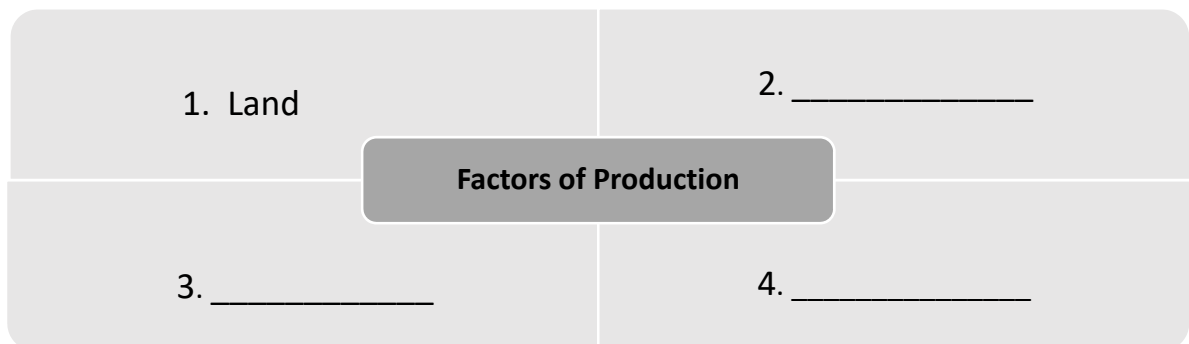
--

Answer 10 questions. Each question carries 10 marks.

1. What do the following letters stand for? Write each answer in the space provided.

EGM	
LEO	
GDP	

2. Complete the missing **factors of production**.



3. Write the word **TRUE** or **FALSE** after each of the following statements.

Statement		True or False
(i)	Safety/security needs relate to the need for food and shelter.	
(ii)	Esteem needs relate to being successful and achieving a high status.	
(iii)	Maslow believed that when one need is satisfied, the next one becomes the main motivator.	
(iv)	McGregor's Theory Y managers believe that most workers dislike work.	

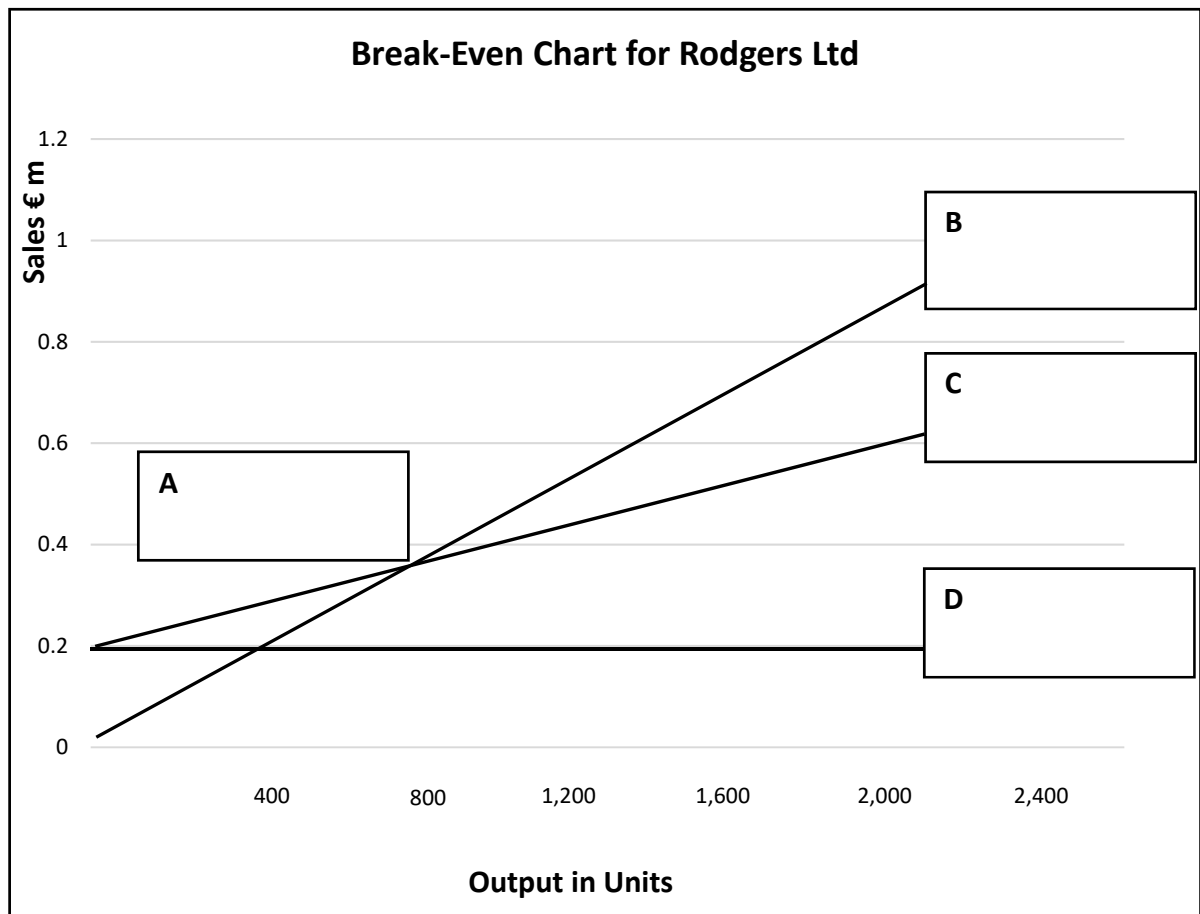
4. Complete the break-even chart below by placing the following labels in the correct position on the chart:

Fixed Costs (FC)

Total Revenue (TR)

Break-Even Point (BEP)

Total Costs (TC)



5. Outline **two** benefits of teamwork to an organisation.

(i)
(ii)

6. Indicate by placing a tick (✓) in the correct box, the **method of production** that each statement best describes.

Statement		Job	Batch	Mass
(i)	Produced by robots on an automated assembly line.			
(ii)	Each product has a unique design.			
(iii)	Produces a limited quantity of identical products.			

7. Match the images with the most relevant term from the list below.

Sales Promotion

Personal Selling

Sponsorship

		
(i)	(ii)	(iii)

8. Choose the appropriate words to complete the sentence below. (Two words do not apply.)

Stakeholders

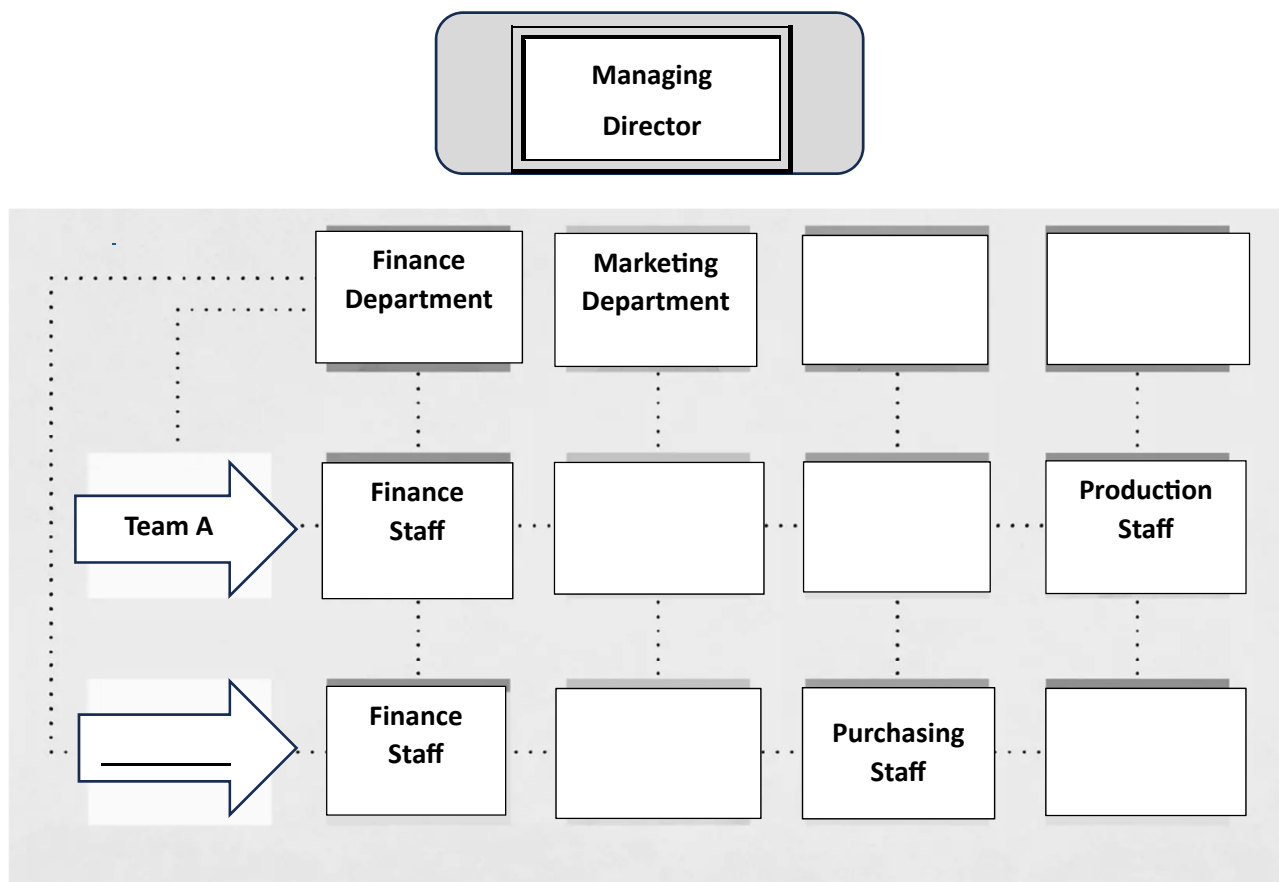
Competitive

Consumers

Co-operative

A _____ relationship is where a business's _____ work together to achieve the same objectives.

9. Complete the Matrix Structure for an organisation with two project teams.



10. Below is a copy of the **Cashflow Forecast** for Smith Ltd., for the first three months of 2025. Fill in the missing figures represented by the letters **A**, **B**, **C** and **D**.

2025	January	February	March	Total
	€	€	€	€
Total Receipts (A)	115,000	110,000	120,000	345,000
Total Payments (B)	90,000	85,000	92,000	267,000
Net Cash (A-B)	25,000	25,000	B.	78,000
Opening Cash	20,000	A.	70,000	C.
Closing Cash	45,000	70,000	98,000	D.
Workings:				

11. Match the explanation with the correct type of plan from the list below.
One type of plan is not explained.

Tactical Plan		Contingency Plan	Operational Plan	Strategic Plan
Explanation				Type of plan
(i)	A back-up plan to deal with unforeseen circumstances or emergencies.			
(ii)	A long-term plan devised by senior management to achieve the overall goal of the business.			
(iii)	A short-term plan for the day-to-day running of the business.			

12. Circle the correct option in **each** of the following statements.

- (i) A credit card is used to pay for goods and services. An example of a credit card would be a **Public Services Card / Visa Card**.
- (ii) A Bank Overdraft is an example of a **short term / long term** source of finance.
- (iii) With Hire Purchase, the buyer becomes the legal owner when the **first / last** instalment is paid.
- (iv) An unpaid debt owed to a business is written off as a **bad debt / debenture**.

13. Explain the term **franchising** and state **one** example of a franchise.

Explanation:
Example:

14. Indicate whether **each** of the following is an example of an Irish **Visible or Invisible Export**.

Exports		Visible or Invisible
(i)	Kerrygold butter sold in France.	
(ii)	The Irish band, The Script, playing at a concert in Spain.	
(iii)	American fans coming to Croke Park to watch the All-Ireland Hurling Final.	
(iv)	Irish beef exported to China.	

15. In the following table, Column 1 is a list of business terms and Column 2 is a list of explanations.

Column 1: Business Terms	Column 2: Explanations
1. Inflation	A The cost of one currency expressed in terms of another.
2. Unemployment Rate	B Compulsory payments made to the government from individuals and business.
3. Exchange Rate	C The rise in the average price of goods and services.
4. Taxation	D The cost of borrowing money.
5. Interest Rate	E Money given by the government that does not have to be repaid.
	F The percentage of the labour force that does not have a job.

Match the two lists by placing the letter of the correct explanation under the number of the relevant business term below. One explanation has no match.

Business Term	1	2	3	4	5
Explanation					

Answerbook for Section 2

Instructions

Questions for **Section 2** are supplied separately.

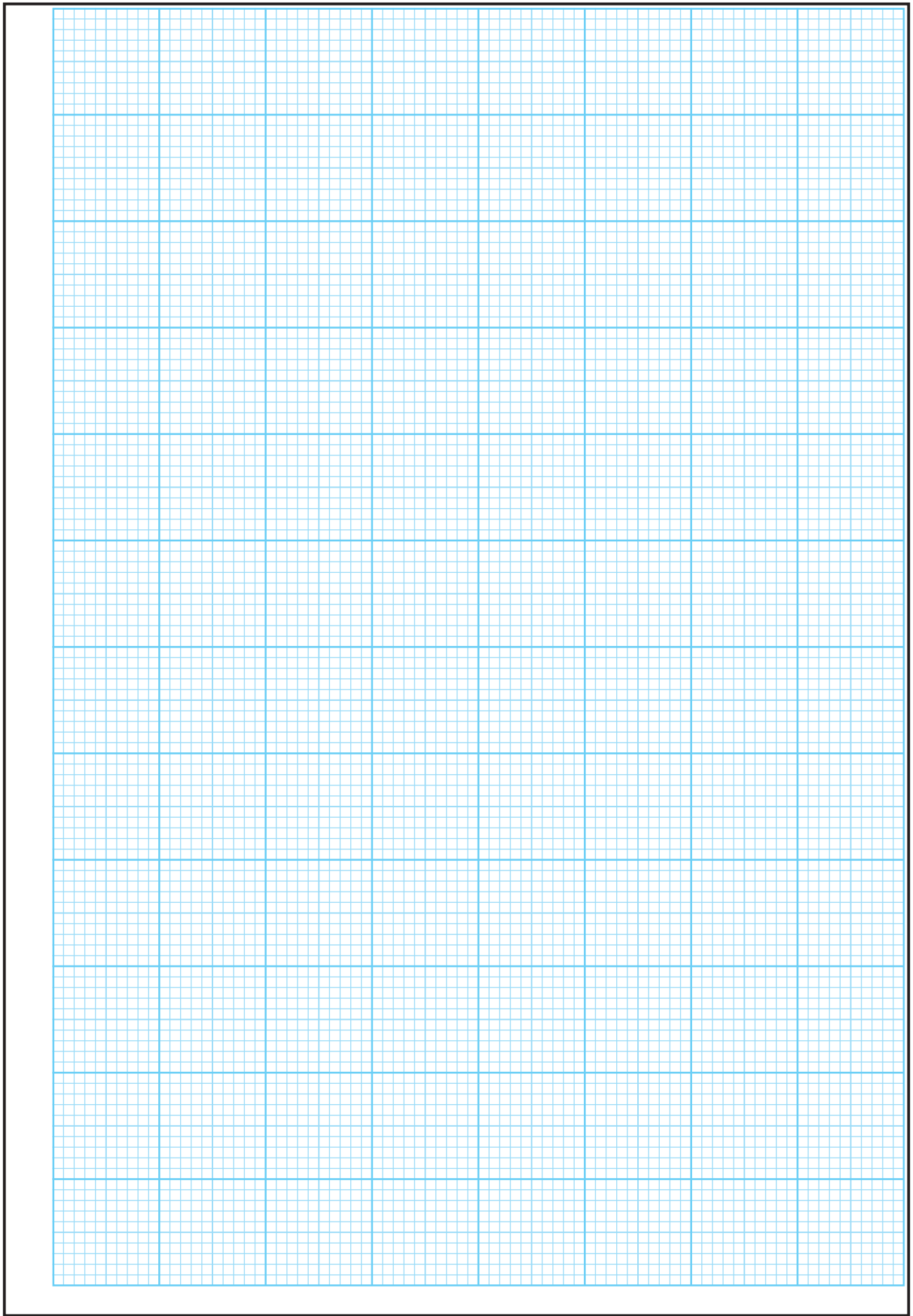
Start each question on a new page. Write the question number in the box at the top of each page. Use the left-hand column to label each part, as shown below.

Question	
<div>04</div>	
Start each question on a new page	
Part	
(a)	
(b)(i)	
(b)(ii)	

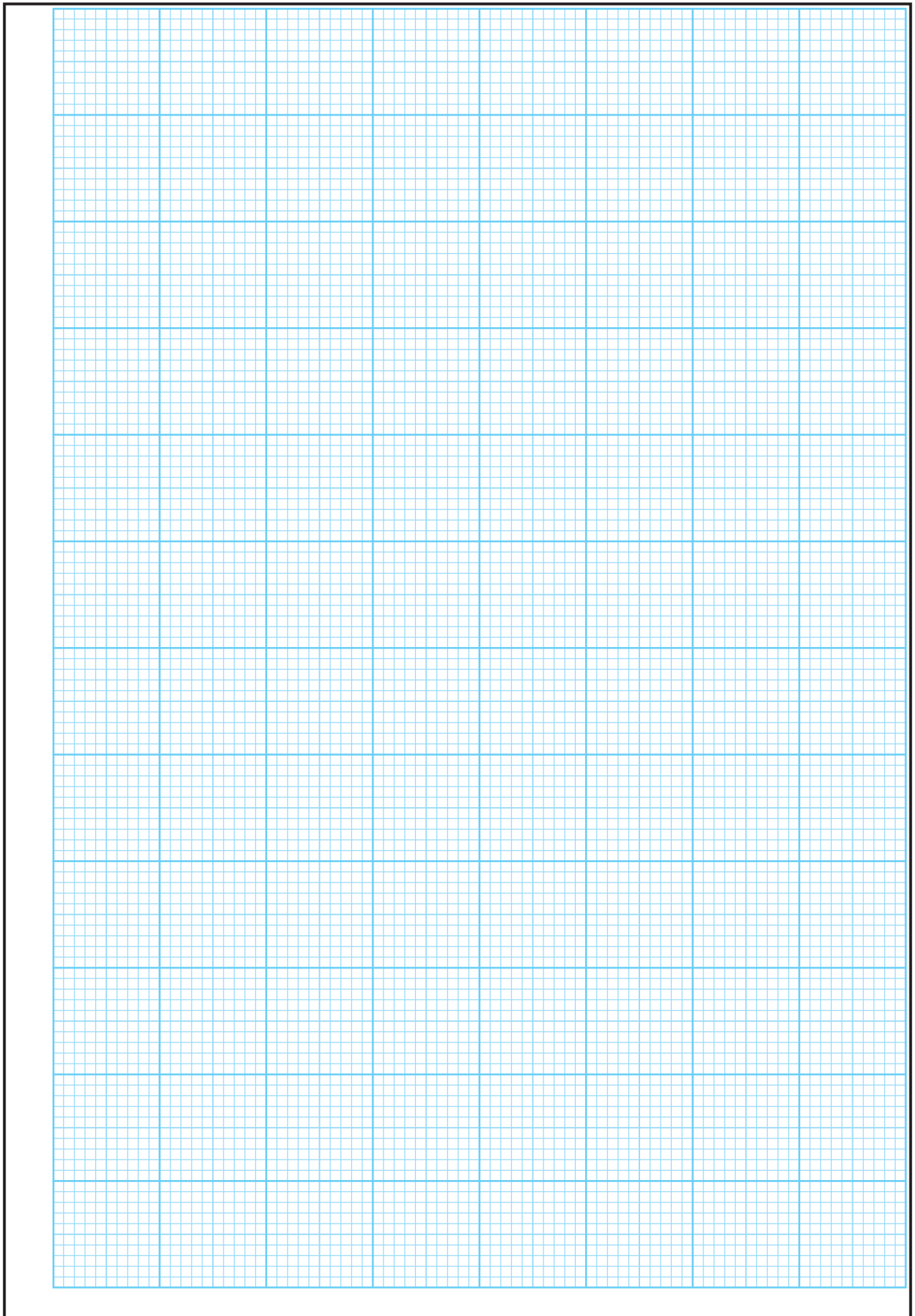
Two pages of graph paper are provided in this answerbook. On pages with graph paper, the box for the question number is at the bottom of the page.

You do not need to use all of the pages in this answerbook. If you run out of space in this answerbook, you may ask the superintendent for more paper or graph paper.

Write your answers in blue or black pen. You may use pencil for sketches, graphs and diagrams only.



Question



Question

--	--

Part

[illegible]

Part

[illegible]

Part

[illegible]

Part

[illegible]

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

--	--

Part

[illegible]

--	--

Part

[illegible]

--	--

Part

[illegible]

Part

[illegible]

Part

[illegible]

Part

[illegible]

Part

[illegible]

Do not write on this page

Copyright notice

This examination paper may contain text or images for which the State Examinations Commission is not the copyright owner, and which may have been adapted, for the purpose of assessment, without the authors' prior consent. This examination paper has been prepared in accordance with Section 53(5) of the *Copyright and Related Rights Act, 2000*. Any subsequent use for a purpose other than the intended purpose is not authorised. The Commission does not accept liability for any infringement of third-party rights arising from unauthorised distribution or use of this examination paper.

Leaving Certificate – Ordinary Level

Business Section 1 and Answerbook

Thursday 12 June

Morning 9:30 - 12:00