



Surname _____

Other Names _____

Centre Number _____

Candidate Number _____

Candidate Signature _____

AS

BUSINESS

Paper 2

Business 2

7131/2

Friday 25 May 2018

Afternoon

Time allowed: 1 hour 30 minutes

At the top of the page, write your surname and other names, your centre number, your candidate number and add your signature.

[Turn over]



For this paper you must have:

- **the insert (enclosed)**
- **a calculator.**



INSTRUCTIONS

- **Use black ink or black ball-point pen.**
- **Answer ALL questions.**
- **You must answer the questions in the spaces provided. Do not write on blank pages.**
- **Do all rough work in this answer book. Cross through any work you do not want to be marked.**

INFORMATION

- **The maximum mark for this paper is 80.**
- **The marks for questions are shown in brackets.**

**DO NOT TURN OVER UNTIL TOLD
TO DO SO**



Answer ALL questions.

Read the CASE STUDY in the INSERT BOOKLET.

0 1 Use FIGURE 2, on pages 10 and 11 of the insert, to calculate how many overnight stays were required for HS to break-even in 2017. [3 marks]

Break-even number of overnight stays _____

Workings _____

0 2 Use FIGURE 2 to calculate the profit made by HS from hostels in 2017. [3 marks]

Profit _____

Workings _____

3

[Turn over]

7

[Turn over]

4



10

9



BLANK PAGE

[Turn over]



0 5 Analyse why some stakeholder groups opposed HS's decision to open a city-centre hostel in Edinburgh. [9 marks]

14

9



15

0 6

How important do you think making profits is to HS?

Justify your view. [16 marks]

[Turn over]



20

0	7
---	---

Was HS right to sell the three hostels in 2016? Justify your view. [16 marks]



[Turn over]



0 | 8

HS and other charities have suggested that money is not a motivator for staff in this sector. How important do you think money is as a motivator for employees in businesses generally? Justify your view. [20 marks]

[Turn over]



31

END OF QUESTIONS

20

There are no questions printed on this page

For Examiner's Use	
Question	Mark
1	
2	
3	
4	
5	
6	
7	
8	
TOTAL	

Copyright information

For confidentiality purposes, from the November 2015 examination series, acknowledgements of third party copyright material will be published in a separate booklet rather than including them on the examination paper or support materials. This booklet is published after each examination series and is available for free download from www.aqa.org.uk after the live examination series.

Permission to reproduce all copyright material has been applied for. In some cases, efforts to contact copyright-holders may have been unsuccessful and AQA will be happy to rectify any omissions of acknowledgements. If you have any queries please contact the Copyright Team, AQA, Stag Hill House, Guildford, GU2 7XJ.

Copyright © 2018 AQA and its licensors. All rights reserved.

IB/M/Jun18/AMAS/7131/2/E1

