

A



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

For this paper you must have:

- the insert (enclosed)
- a calculator.

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

[Turn over]



JUN187131201

BLANK PAGE



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 page 6 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

3



0 2

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

Profit

Workings

[Turn over]

3



4

[Turn over]



[Turn over]



9



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

[Turn over]





[Turn over]

9



0 6

How important do you think making profits is to HS?

Justify your view. [16 marks]



A series of 22 horizontal lines spaced evenly down the page, providing a writing area.

[Turn over]





[Turn over]





16

[Turn over]



07

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





[Turn over]





[Turn over]

16



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]





20

END OF QUESTIONS



There are no questions printed on this page

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

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