

Complete, fold and seal
(see note 2 below)

SURNAME: EMANUELE

FORENAME(S): BONAGURA

1. Please give the information requested in the boxes below.
2. Enter your name in the space provided to the right, fold over and seal down (using the label provided) to hide your name.
3. The answers must be legibly written. The Examiners can either ignore illegible script or have it typed and the expense of typing charged to the candidate.
4. Write your answers in ink.
5. Begin each answer on a fresh page. Do all rough work in the answer book and cross it through.
6. No part of this book is to be torn out; it must be handed in complete.
7. If more books than one are used, fasten them together using the tags available from the invigilator(s).
8. **Every book must be handed in. In no circumstances may answer books, used or unused, be taken out of the examination venue.**

7	Number of Answer Books handed in	
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[illegible]

A 1

$$\text{Van } 22000 - (22000 \cdot 0,23) = 5500$$

$$\text{Compressor } 2000 - (2000 \cdot 0,23) = 500$$

$$\text{El. generator } 1000 - (1000 \cdot 0,23) = 250$$

$$\text{Tyre fitting } 3300 - (3300 \cdot 0,23) = 875$$

$$\text{Trolley jack } 500 - (500 \cdot 0,23) = 123$$

$$\text{Vehicle labour } 1000 - (1000 \cdot 0,23) = 250$$

Year 0

7500

$$a) \text{ Van } 0 \quad 22000 \quad | \quad (22000 - 5500) / 3$$

$$1 \quad 16500$$

$$2 \quad 11000$$

$$3 \quad 5500$$

Years

$$\text{Compressor } 0 \quad 2000 \quad | \quad (2000 - 500) / 3$$

$$1 \quad 1500$$

$$2 \quad 1000$$

$$3 \quad 500$$

El generator

Year

$$0 \quad 1000 \quad | \quad (1000 - 250) / 3$$

$$1 \quad 750$$

$$2 \quad 500$$

$$3 \quad 250$$

Tyre fitting

Year

$$0 \quad 3300 \quad | \quad (3300 - 875) / 3$$

$$1 \quad 2625$$

$$2 \quad 1750$$

$$3 \quad 875$$

Trolley jack

$$0 \quad 500 \quad | \quad (500 - 123) / 3$$

$$1 \quad 373$$

$$2 \quad 230$$

$$3 \quad 123$$

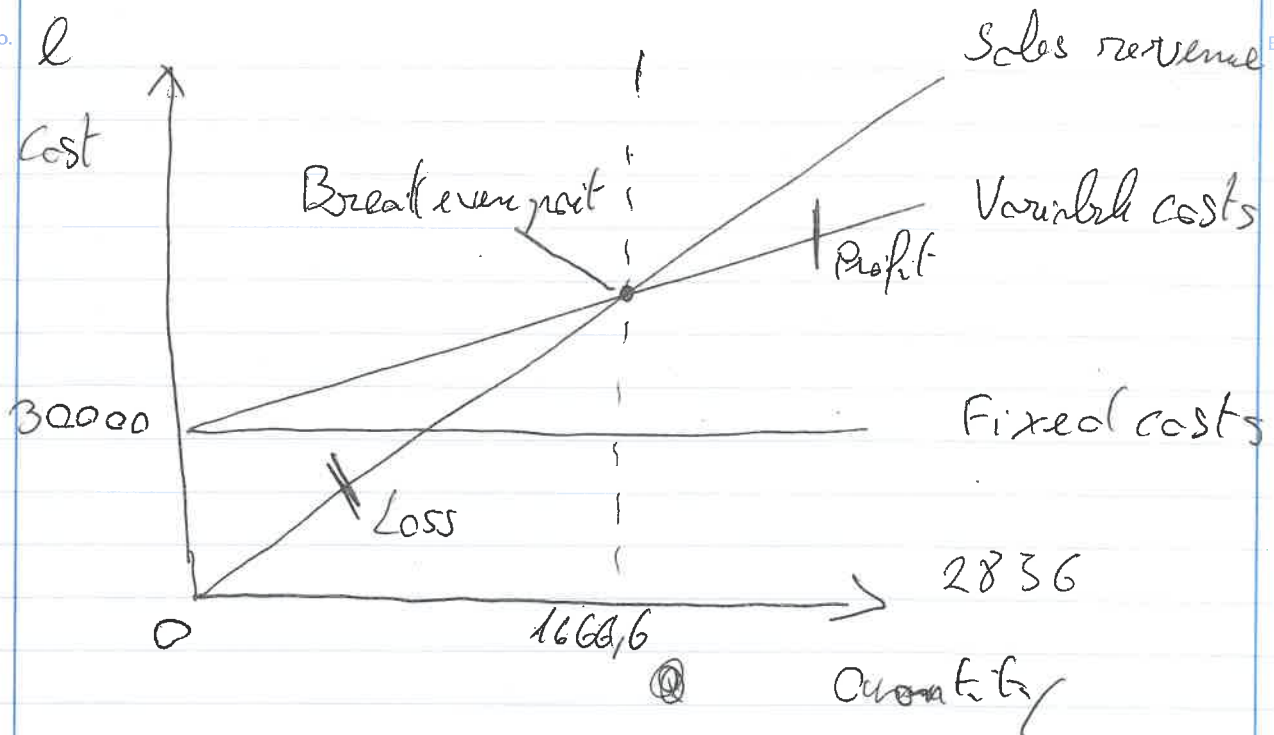
Vehicle	fitment	0	1000	$(1000 - 250) \times 3$
		1	750	
		2	500	
		3	250	

b)	Total equipment	0	30000	$30000 -$
		1	22500	$(30000 \times 0,25) = 2250$
		2	16875	$22500 - (22500 \times 0,25)$
		3	12656	$16875 - (16875 \times 0,25)$
				12

- c) As we can see in the two methods the appropriate method is the Reducing balance, ~~straight line~~ because the future or residual value, is much higher than the straight line method.

Also the annual book value, in the straight method is increasing every year.

In the Reducing method is decreasing every year.



d) $B.E.P = \frac{\text{Fixed cost}}{\text{Sales revenue} - \text{Variable costs}}$

$$= \frac{30000}{75 - 57} = 1666,6$$

1667

3

3

a

d

Section B

2101

- Q) 1) Honest with workers.
Leadership must be honest with their worker
- 2) A good initial project.
Leadership must make a good initial project with all negative and positive aspects.
- 3) Explain the aim of changes.
Leadership must outline all changes in all aspect
- 4) Leadership must not holding negative aspect
- 5) Companies must provide a good communication, and provide all update and progress of the changes.
- 6) Leadership must believe to make trustable to the workers the changes
- 7) Companies must provides a good training to their ~~enough~~ workers
- 8) Better system of work

b)

- 1) Leadership does not honest with their workers ✓
- 2) ~~that~~ Company does not provide a good training to their workers.
- 3) Leadership does not believe in their changes ✓
- 4) Changes cause others issue much worse than the initial situation.
- 5) Solution is not appropriate to the issue ✓
- 6) Leadership is not honest with their workers.
- 7) Leadership ~~hindering~~ hindering negative aspects ✓
- 8) Worker have a close mind to the possible changes.

5
5

(11) d

3 Direct cost

$$\text{Direct labour cost} = (70000/6000) \cdot 8 = 93,3 \text{ £}$$

Material 105,

$$\text{Tot direct labour} = 93,3 + 75 = 6997, \text{ Total} = 105 + 6997 = 7102 \text{ £}$$

Indirect cost

Indirect labour cost	2500	$(6000/2500) = 2,4$
Depreciation of machinery	2000	$(6000/4000) = 3$
Rent	6000	$(6000/1000) = 6$
Heating lighting	4000	$(6000/4000) = 1,5$
Indirect materials	17000	$(17000/73) = 226,6$

Ind Labour	$2,4 \cdot 8 = 21,6$	Depreciation machine	$3 \cdot 8 = 24$
Rent	$6 \cdot 8 = 64$	Heating lighting	$1,5 \cdot 8 = 12$

Indirect labour	1620
Machinery	1800
Rent	4800
Heating	900
Ind Material	226,6
Direct material	105
Direct labour	6997

Total cost 16448

b) Cost plus

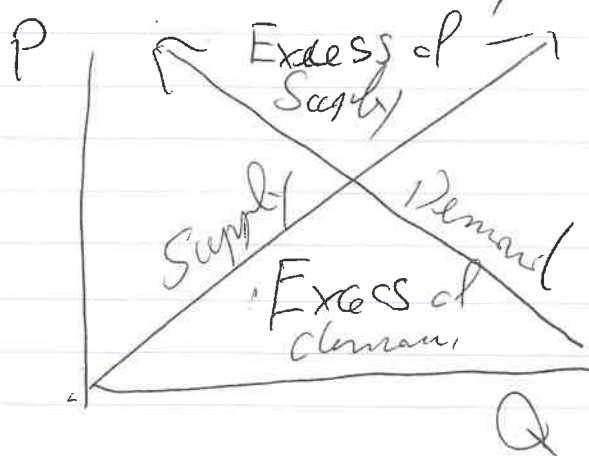
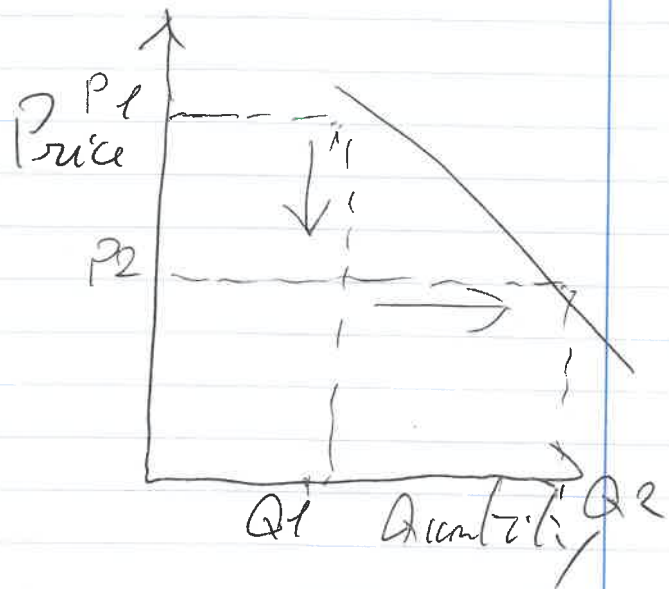
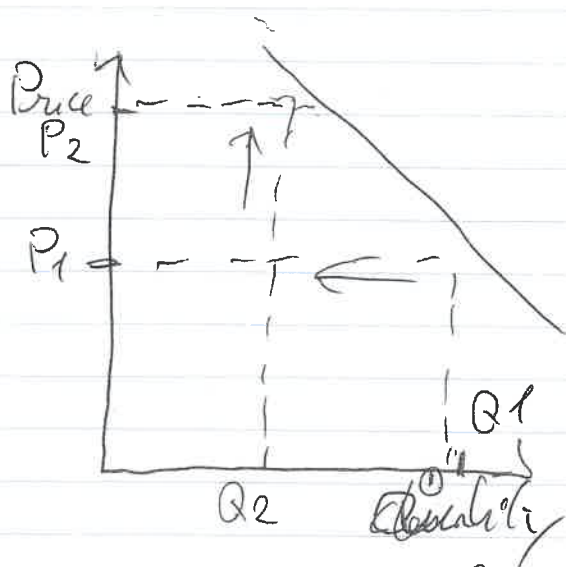
$$16448 + (16448 \cdot 0,23) = 20360$$

5)

- a) Supply is the quantity of products that the firms are willing to produce at specific price.
Demand is the quantity of product that consumers are willing to buy at specific price.
With a high price, the firms can produce a large quantity of products, ~~but the consumers~~ but the demand of quantity will automatically decrease.

~~b) i) If the cost of diesel will go up, the demand price of the van will go~~

~~b) i) If the cost of diesel will be really cheap, the price of the van~~



b) Branded Foral Transit can provide a good quality and high quantity of tyres, with a high price of them.

~~If this company~~

In this situation, the quantity of demand it will decrease.

If Foral Transit provide a cheap tyres, the quantity of demand will increase, but the profit will be minimal.

11 If the diesel will go up, the quantity of demand will be some, because the consumer that they have a diesel vehicle, the have to buy the diesel.

If the ~~price~~ diesels' price goes down, the quantity of demand will go up, because the consumer will find convenient to buy the diesel at cheap price. 2 2

c) The companies must decides a national ~~price~~ price in terms of ~~quality~~ quality;

Quality: ~~If the helmet~~ The helmet must have a good quality to ~~provide~~ provide a good on safety protection

Regulation on laws: The helmet must follow all international standards of safety regulation 3

Comfort: A good and smart ~~helmet~~ helmet will help to increase the demand 3

11 The strategies are:

Competitive: The company could use the price of other competitors and stay on the same level price

Destraining: The company could ~~an~~ make a really lower price than their competitors. Other companies will not match it.

Cost-plus: The company could decide to analyse all cost and decide to make a specific profits on that. 2 2

6)

- a) It is really important how companies are in relation with the market. ~~and~~
 The company must care about environment issue, so the consumer will ~~see~~ appreciate this fact.
 Also will make the races cheaper than they were before. 1 1

- b) Political:
- Government introduce new rules on the electric cars
 - EU legislation introduce new standards
 - New diplomatic conflict with countries providing petrol/diesel

Economical

- Unemployment:
- Inflation
- New taxes
- Structural costs

Social

- Promotion environment issue
- Promotion of foundation (For example cancer, ...)
- Sponsor for other sports event
- Respect of the land and provide support to the local community.

Technology

- Change the vehicles from motor engine to electric engine
- Promotion on the social media
- Provide ~~and~~ ~~internet~~ internet service to the race
- Provide screen TV while the race
- Update news on smartphone
- New type of machines into the ~~garage~~ box garage
- New electric charger

c) I will advise to the company to change the vehicles to electric cars but provide also a good advertising on the social media, for example (TV shows, ~~and~~)

And I advise to support the ~~or~~ research to the environment to show to the local community, how they care about all possible issues

(4)

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