



Entry Test

Academic Session 2019-20

BUSINESS STUDIES

Total
Marks **40**

45 min

Class: IG-II(IX)

Write in block letters:

Candidate Name

Date

Kindly read the instructions carefully;

- 1 Answers must be written in ink.**
- 2 Write the number of question distinctly before each answer.**

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Total Marks		Marks Obtained		Percentage	

Q1: Abdullah manages a business partnership that makes sports clothing. The business is working at full capacity. It employs 12 people who are paid on a piece rate basis. The partners have an objective to increase profits by 10% each year for the next 5 years. They are thinking about a joint venture with another manufacturer of sports clothing as one way of achieving this objective.

a) What is meant by business partnership? (2)

b) Identify two ways of paying workers that the partnership could use (other than by piece rates). (2)

Way 1: _____

Way 2: _____

c) Identify and explain two advantages to this business of setting objectives. (4)

Advantage 1:

Explanation:

Advantage 2:

Explanation:

d) Identify and explain two advantages to partnership of a joint venture with another manufacturer of sports clothing. (6)

Advantage 1:

Explanation:

Advantage 2:

Explanation:

e) Explain two ways (apart from joint venture) that the partnership could use to achieve its objective of a 10% annual increase in its profit over the next 5 years. Recommend which way is most likely to be successful. Justify your answer.

Q2: AM Designs is a private sector business. It makes dresses. It is a successful business because it adds value. Amira is directly responsible for a team of 12 people. 'I want to keep a short chain of command but I do need a manager to help me. I must find someone with the right qualities. All of my team are highly motivated and someone with the wrong management style might cause problems.'

a) What is meant by the 'private sector'? (2)

b) Identify two ways that a business could increase added value. (2)

Way 1:

Way 2:

c)

d) Identify and explain two advantages of a short chain of command for Amira. (4)

Advantage 1:

Explanation:

Advantage 2:

Explanation:

e) Identify and explain three qualities that Amira might look for in a manager. (6)

Quality 1:

Explanation:

Quality 2:

Explanation:
