

e.g. point at which level of sales is the same as the total costs OR level of output where business makes neither a profit nor a loss

e.g. costs same as sales

(b) Identify two factors which could influence employee's motivation at ABC. [2]

Factors include: • Recognition and reward (e.g. financial factors such as level of pay OR bonuses OR employee of month awards) • Good communication • Leadership style • Opportunities for promotion • Interesting / varied work • Job satisfaction • Social reasons / sense of belonging • Security / protection, e.g. safe conditions as working with machines

(c) Identify and explain two economies of scale that ABC could benefit from. [4]

Relevant points include: • Financial: a large car manufacturer is seen as less risky • Technical: increasing production by 100000 which allow expensive machines to be bought • Purchasing: discounts for purchasing large volumes of parts/materials • Managerial: able to hire specialist production managers • Marketing: can afford to advertise (cars) nationally/internationally

(d) Identify and explain two possible problems for ABC of increasing production. [6]

Relevant points might include: • need to hire more workers who can make cars so increase costs [an] • (Additional) machines might be needed as not enough equipment to produce the additional output • higher maintenance costs: if machines are used more they could break down more often so need to spend more keeping them working • (Additional) costs of training which could increase the break-even level beyond 100000 • Lack of space at current site as need to produce 100000 extra cars so might not have room to expand at this site • Overwork current workers which could lower their motivation so higher labour turnover • Quality issues as not able to check all the cars [app] which could damage reputation • Need to have higher levels of stock which increases cash outflows • Possible diseconomies of scale, e.g. poor communication

(e) Do you think it is a good idea for ABC to start exporting some of its cars? Justify your answer. [6]

Relevant points might include: • Increase sales as larger target market • Better international reputation • Lack of demand in country X as have additional 100000 cars to sell • Spread risk so if demand falls in one country can make up sales in others • Favourable exchange rates could help make ABC more competitive could help increase the sales of the new car • Trade barriers could mean not able to export as many (any) cars • Government restrictions might need to modify the cars, which could increase costs / price of vehicles • Existing competition so little demand in other countries • Different customer requirements; people might not want style of cars so cannot sell

4 (a) What is meant by an 'entrepreneur'? [2]

e.g. a person who organises, operates and takes the risk for a new business venture.

e.g. identifies qualities such as risk taker, initiative, good management skills, leader, decision maker.

(b) Identify two methods of promotion Frydays might use. [2]

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