

# NSW INDEPENDENT TRIAL EXAMS – 2013 BUSINESS STUDIES TRIAL HSC EXAMINATION MARKING GUIDELINES

## Section 1

|   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| D | A | B | B | B | D | B | C | A | C  | C  | D  | D  | C  | B  | A  | C  | D  | A  | B  |

## Section 1

### Question 21(a)

| Criteria/Suggested answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Marks |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| <ul style="list-style-type: none"> <li>• Discusses the role of operations management. This can include:               <ul style="list-style-type: none"> <li>o Coordinating the process of transforming inputs into final goods and services by value adding</li> <li>o Minimise waste</li> <li>o Operate at low cost to maximise profits</li> <li>o Incorporate environmental awareness and a need for ecologically sustainable practices</li> <li>o Cost leadership</li> </ul> </li> </ul> | 2     |
| <ul style="list-style-type: none"> <li>• Identifies ONE role of operations management</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                             | 1     |

### Question 21(b)

| Criteria/Suggested answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Marks |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| <ul style="list-style-type: none"> <li>• Describes how globalisation can influence the operations management of "We're Fair Partners". Answers may include:               <ul style="list-style-type: none"> <li>o Definition of globalisation</li> <li>o Explains that globalisation offers the business the opportunity to meet the needs of the global consumers, resulting in a need to standardise production which can result in reduced expenses</li> <li>o Globalisation also offers businesses the opportunity to seek cheaper inputs through the development of a global web</li> <li>o Globalisation also fosters growth opportunity through innovation</li> </ul> </li> <li>• Discusses how globalisation can influence operations management</li> <li>• Defines globalisation or identifies a way in which globalisation can influence operations management</li> </ul> | 3     |

### Question 21(c)

| Criteria/Suggested answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Marks |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| <ul style="list-style-type: none"> <li>• Recommend TWO operational strategies that management can implement to improve the operations function and maintain sales levels + justify the use of each strategy. Strategies may include:               <ul style="list-style-type: none"> <li>o Use of performance objectives</li> <li>o New product or service design and development</li> <li>o Supply chain management</li> <li>o Outsourcing</li> <li>o Use of technology</li> <li>o Inventory management (JIT)</li> <li>o Quality management</li> </ul> </li> <li>• Recommend ONE operational strategy that management can implement to improve the operations function and maintain sales levels OR they outline TWO strategies</li> <li>• Identify ONE operational strategy that management can implement to improve the operations function and maintain sales levels</li> </ul> | 3-4   |
| <ul style="list-style-type: none"> <li>• Recommend ONE operational strategy that management can implement to improve the operations function and maintain sales levels OR they outline TWO strategies</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 2     |
| <ul style="list-style-type: none"> <li>• Identify ONE operational strategy that management can implement to improve the operations function and maintain sales levels</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1     |

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**SA Dillow**



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### **Table of Contents Grade 1november 2013 Business Studies Mindset Learn**

1. Understanding the eBook Grade 1november 2013 Business Studies Mindset Learn
  - The Rise of Digital Reading Grade 1november 2013 Business Studies Mindset Learn
  - Advantages of eBooks Over Traditional Books
2. Identifying Grade 1november 2013 Business Studies Mindset Learn
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Grade 1november 2013 Business Studies Mindset Learn
  - User-Friendly Interface
4. Exploring eBook Recommendations from Grade 1november 2013 Business Studies Mindset Learn
  - Personalized Recommendations
  - Grade 1november 2013 Business Studies Mindset Learn User Reviews and Ratings
  - Grade 1november 2013 Business Studies Mindset Learn and Bestseller Lists

5. Accessing Grade 11 November 2013 Business Studies Mindset Learn Free and Paid eBooks
  - Grade 11 November 2013 Business Studies Mindset Learn Public Domain eBooks
  - Grade 11 November 2013 Business Studies Mindset Learn eBook Subscription Services
  - Grade 11 November 2013 Business Studies Mindset Learn Budget-Friendly Options
6. Navigating Grade 11 November 2013 Business Studies Mindset Learn eBook Formats
  - ePub, PDF, MOBI, and More
  - Grade 11 November 2013 Business Studies Mindset Learn Compatibility with Devices
  - Grade 11 November 2013 Business Studies Mindset Learn Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Grade 11 November 2013 Business Studies Mindset Learn
  - Highlighting and Note-Taking Grade 11 November 2013 Business Studies Mindset Learn
  - Interactive Elements Grade 11 November 2013 Business Studies Mindset Learn
8. Staying Engaged with Grade 11 November 2013 Business Studies Mindset Learn
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Grade 11 November 2013 Business Studies Mindset Learn
9. Balancing eBooks and Physical Books Grade 11 November 2013 Business Studies Mindset Learn
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Grade 11 November 2013 Business Studies Mindset Learn
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Grade 11 November 2013 Business Studies Mindset Learn
  - Setting Reading Goals Grade 11 November 2013 Business Studies Mindset Learn
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Grade 11 November 2013 Business Studies Mindset Learn
  - Fact-Checking eBook Content of Grade 11 November 2013 Business Studies Mindset Learn
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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