



## Worksheet 9: How to answer the question answers

- 1 Evaluate the factors which could influence the successful operation of Just-in-Time (JIT) inventory management.

What are you making a judgement about?

*Which factor is most likely to influence the successful operation of JIT. OR Whether the factors are more likely to have a positive or negative effect on successful operation of JIT.*

- 2 Discuss how break-even analysis could be useful for a business decision on introducing a new product.

What are you making a judgement about?

*Whether break-even analysis is useful (or not) for a business decision on introducing a new product.*

- 3 Evaluate the factors that CC should consider when deciding whether or not to become a more ethical business.

What are you making a judgement about?

*Which factor is most important when deciding whether or not to become a more ethical business.*

- 4 Advise GG on the most appropriate sources of finance they might use to pay for the new swimming pool.

What are you making a judgement about?

*Which sources of finance are most appropriate to use to pay for the new swimming pool.  
The question requires more than one to be advised.*

- 5 Recommend to PC's Board of Directors which one of the two strategies should be adopted for entering new markets in Asia and Africa. Justify your recommendation.

What are you making a judgement about?

*Which of the two given strategies should be adopted for entering new markets in Asia and Africa.*

- 6 Evaluate the advantages and disadvantages to GT of their marketing mix.

What are you making a judgement about?

*Whether GT's marketing mix is more advantageous for the business or not. OR Which advantage and/or disadvantage is the most important when looking at GT's marketing mix.*



- 7 Advise Sue on which approaches she should use to develop a new business strategy for RF2.

What are you making a judgement about?

*Which approaches Sue should use to develop a new business strategy for RF2.*

*This question requires more than one approach to be advised.*

*It is very common for learners to get this type of question wrong, and they start to advise Sue on the business strategy, as opposed to what the question has actually asked for.*