



# Cambridge International AS & A Level

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## BUSINESS

9609/13

Paper 1 Short Answer and Essay

October/November 2022

1 hour 15 minutes



You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

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### INSTRUCTIONS

- Section A: answer **all** questions.
- Section B: answer **one** question.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

### INFORMATION

- The total mark for this paper is 40.
- The number of marks for each question or part question is shown in brackets [ ].

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This document has **4** pages. Any blank pages are indicated.



**Section A (Short Answer)**Answer **all** questions

- 1 (a) Define the term 'person specification'. [2]  
(b) Explain **two** purposes of a job description. [3]
- 2 (a) Define the term 'public sector'. [2]  
(b) Explain **two** reasons why some organisations operate in the public sector. [3]
- 3 Explain how a business might improve its cash flow. [5]
- 4 (a) Define the term 'transformation process'. [2]  
(b) Explain **two** ways process innovation could improve the efficiency of business operations. [3]

**Section B (Essay)**Answer **one** question only

- 5 (a) Analyse the benefits to a business of product portfolio analysis. [8]  
(b) Discuss the importance of branding when promoting a soft drink. [12]
- 6 'Human resource management (HRM) is the most important business function in a hospital'.  
Discuss the extent to which you agree with this view. [20]
- 7 (a) Analyse the advantages of a public limited company (plc) as a legal structure for a business. [8]  
(b) Discuss the view that the activities of banks should be significantly influenced by ethics. [12]



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