

**'2017 Examination Package' -
Trial Examination 2 of 7**

STUDENT NUMBER

Figures

Words

Letter

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BUSINESS MANAGEMENT

Units 3 & 4 – Written examination

(TSSM's 2011 trial exam updated for the current study design)

Reading Time: 15 minutes

Writing Time: 2 hours

QUESTION AND ANSWER BOOK

Structure of book

<i>Section</i>	<i>Number of questions</i>	<i>Number of questions to be answered</i>	<i>Number of marks</i>
Section A	4	4	50
Section B	1	1	25
			Total 75

- Students are permitted to bring into the examination room: pens, pencils, highlighters, erasers, sharpeners and rulers
- Students are NOT permitted to bring into the examination room: blank sheets of paper and/or white out liquid/tape.
- No calculator is permitted in this examination.

Materials supplied

- Question and answer book of 18 pages.

Instructions

- Print your name in the space provided on the top of this page.
- All written responses must be in English.

Students are NOT permitted to bring mobile phones and/or any other unauthorised electronic devices into the examination room.

SECTION A

Instructions
Answer **all** questions in the spaces provided.

Question 1 (7 marks)

The retail giant Harvey Norman Holdings Ltd. has experienced a recent slump in sales caused by price declines, a strong Australian dollar and of course the impact of the severe weather conditions mainly on the east coast of Australia.

Source: Business Spectator

- a.** Define the term publicly listed company.

1 mark

- b.** Distinguish between the objectives of a company such as Harvey Norman Holdings Ltd and the objectives of a social enterprise.

2 marks

SECTION A – Question 1 - continued

Question 3 (14 marks)

- a. Simon Stevens started a small business in Footscray producing and selling a range of olive oil products. The business operates as a sole trader and has grown to employ 14 people. Outline one area of management responsibility that Simon would need to oversee.

2 marks

- b. Simon is considering taking on a partner as the business continues to grow. Explain two advantages that Simon might derive from operating his business as a partnership.

SECTION A – Question 3 – continued
TURN OVER

BUSMAN EXAM

8 marks

END OF QUESTION AND ANSWER BOOK

