**OCR Technical Business Studies**

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| Q1 |  Which of the following would be classified as an internal stakeholder of a private limited company? | **A** Central Government | The correct answer is… |
| **B** Directors |
| **C** Partners |
| **D** Pressure Groups |
| Q2 | A business operated by a sole trader has: | **A** No Tax Liability | The correct answer is… |
| **B** One Owner |
| **C** One Shareholder |
| **D** Only One Stakeholder |
| Q3 | A public limited company: | **A** Can sell its shares on the stock exchange | The correct answer is… |
| **B** Cannot cease trading |
| **C** Has unlimited liability |
| **D** Operates in the public sector |
| Q4 | Which of the following functional areas of a business is most likely to be responsible for producing a radio advertisement to raise awareness of its new product? | **A** Customer service | The correct answer is… |
| **B** Marketing |
| **C** Operations |
| **D** Sales |
| Q5 | Paying above the minimum wage is an example of: | **A** A business opportunity | The correct answer is… |
| **B** Being an ethical employer |
| **C** Poor cash flow management |
| **D** Wasting physical resources |
| Q6 | A supervisor’s immediate superior is most likely to be: | **A** A Director | The correct answer is… |
| **B** A Manager |
| **C** An Apprentice |
| **D** An Operative |
| Q7 | The business support services function of a large company is most likely to support the purchasing function by: | **A** Installing new presentation software | The correct answer is… |
| **B** Producing a template letter for customer complaints |
| **C** Updating the company’s e-commerce website |
| **D** Upgrading a database of suppliers |
| Q8 | A business produces goods which are of an inferior quality compared to that of its competitors. This is an example of: | **A** A weakness of the business | The correct answer is… |
| **B** Being competitive  |
| **C** Delegation of authority |
| **D** Unethical trading |
| Q9 | An overdraft is: | **A** A long term, external source of finance | The correct answer is… |
| **B** A long term, internal source of finance |
| **C** A short term, external source of finance |
| **D** A short term, internal source of finance |
| Q10 | Which of the following is a political factor which may affect a public sector organisation? | **A** A change in cultural beliefs | The correct answer is… |
| **B** A change of government  |
| **C** An improvement in communication technology |
| **D** An improvement in the standard of living |

****Pick a business that you are familiar with/interested in. Complete the questions below based on this business

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