



## **Economics**

J205/01: Introduction to economics

General Certificate of Secondary Education

# Mark Scheme for November 2020

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This mark scheme is published as an aid to teachers and students, to indicate the requirements of the examination. It shows the basis on which marks were awarded by examiners. It does not indicate the details of the discussions which took place at an examiners' meeting before marking commenced.

All examiners are instructed that alternative correct answers and unexpected approaches in candidates' scripts must be given marks that fairly reflect the relevant knowledge and skills demonstrated.

Mark schemes should be read in conjunction with the published question papers and the report on the examination.

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#### Annotations

| Annotation | Meaning                    |
|------------|----------------------------|
| <b>~</b>   | Tick                       |
| ×          | Cross                      |
| ?          | Unclear                    |
| AN         | Analysis                   |
| APP        | Application                |
| BOD        | Benefit of the doubt       |
| BP         | Blank page                 |
| EVAL       | Evaluation                 |
| K          | Knowledge                  |
| L1         | Level one                  |
| L2         | Level two                  |
| L3         | Level three                |
| NAQ        | Not answered question      |
| SEEN       | Noted but no credit given. |
|            | Off page comment           |
| OFR        | Own figure rule            |
| TV         | Too vague                  |

Highlighting is also available to highlight any particular points on the script.

**BP** to be inserted on every blank page

**'SEEN'** to be inserted in every question space where NR is the mark.

## 12. Subject Specific Marking Instructions

| Levels of response / Level | Knowledge and  | Application  | Analysis  | Evaluation   |
|----------------------------|--|--|---|--|
| descriptors                | understanding  |  |   |  |
| Good                       | <b>Good</b> knowledge and<br>understanding of the theory<br>stated or referred to in the<br>question. All of the<br>terms/theoretical concepts<br>are explicitly or implicitly<br>understood.        | <b>Good</b> application of<br>knowledge to a given<br>scenario. The<br>terms/theoretical concepts<br>are used/adapted/changed in<br>the context of the given<br>scenario. There is good<br>understanding of all the<br>relevant elements of the<br>scenario. | <b>Good</b> analysis of the effect of<br>xxxx. There is correct analysis<br>in the form of developed<br>links. These links are<br>developed through a chain of<br>reasoning which addresses<br>the question. Any relevant<br>diagram(s) are predominantly<br>correct and linked to the<br>analysis.                               | <b>Good</b> evaluation with a fully<br>supported judgement that is<br>developed from a weighing<br>up arguments/both<br>sides/comparing alternatives.                      |
| Reasonable                 | <b>Reasonable</b> knowledge and<br>understanding of the theory<br>stated or referred to in the<br>question. Most of the<br>terms/theoretical concepts<br>are explicitly or implicitly<br>understood. | Reasonable application of<br>knowledge to a given<br>scenario. The<br>terms/theoretical concepts<br>are used/adapted/changed in<br>the context of the given<br>scenario. There is<br>understanding of some the<br>relevant elements of the<br>scenario.      | <b>Reasonable</b> analysis of the<br>effect on xxxx. There is<br>correct analysis largely in the<br>form of single effects. These<br>address the question but are<br>not developed into a clear<br>chain of reasoning. The<br>relevant diagram(s), if<br>present, may be improperly<br>labelled or not linked to the<br>analysis. | <b>Reasonable</b> evaluation of xxx<br>considering arguments/both<br>sides/comparing alternatives.<br>There may be a judgement<br>but this will not be fully<br>supported. |
| Limited                    | Limited knowledge and<br>understanding of the theory<br>stated or referred to in the<br>question. Some of the<br>terms/theoretical concepts<br>are explicitly or implicitly<br>understood.           | Limited application of<br>knowledge to a given<br>scenario. There is an attempt<br>to use/adapt/change the<br>terms/theoretical concepts in<br>the context.  | Limited analysis of the effect<br>on xxxx. There is an attempt<br>at analysis which may include<br>a single effect that has some<br>link to the question. Diagrams<br>(if present) are unlikely to be<br>correct and not linked to the<br>analysis.   | Limited evaluation of xxx that<br>may include an incomplete<br>consideration of<br>arguments/both<br>sides/comparing alternatives<br>with unsupported<br>statements.       |

## Section A

| Question   | Key | AO | Quantitative skills |
|------------|-----|----|---------------------|
| 1          | Α   | 1a |                     |
| 2 <b>B</b> |     | 1b |                     |
| 3          | Α   | 1b |                     |
| 4          | С   | 2  | Yes                 |
| 5          | D   | 1a |                     |
| 6          | С   | 2  | Yes                 |
| 7          | В   | 1b |                     |
| 8          | В   | 1b |                     |
| 9          | С   | 1a |                     |
| 10         | В   | 1b |                     |
| 11         | В   | 2  |                     |
| 12         | В   | 1b |                     |
| 13         | Α   | 1b |                     |
| 14         | Α   | 2  |                     |
| 15         | С   | 2  | Yes                 |
| 16         | С   | 1b |                     |
| 17         | Α   | 1b |                     |
| 18         | В   | 2  |                     |
| 19         | D   | 2  | Yes                 |
| 20         | С   | 1b |                     |

|          | Section  | on <u>B</u>      |  |
|----------|--|------------------|--|
| Question | Answer   | Mark             | Guidance   |
| 21 (a)   | <ul> <li>State what is meant by 'the equilibrium price and quantity'.</li> <li>Answers may include: <ul> <li>Where the quantity demanded exactly matches (is equal to) the quantity supplied</li> <li>Where there is no pressure for price or quantity to change</li> <li>Where the market clears</li> </ul> </li> </ul> | 2<br>AO1a        | <ul> <li>Give 2 marks for a precise answer, as shown.</li> <li>Give 1 mark for a less precise answer such as: <ul> <li>'where supply and demand cross/meet'</li> <li>'where price stays the same'</li> <li>'where quantity stays the same'</li> </ul> </li> </ul>  |
|          | ARA  |                  |  |
| 21 (b)   | Draw a diagram showing equilibrium price and quantity.<br>P<br>P<br>Q<br>Q<br>D<br>D<br>Q  | <b>2</b><br>AO1b | Give 2 marks for a clear diagram showing a supply and demand<br>curve with an equilibrium point indicated (in some way) where the<br>two lines cross<br>Give 1 mark for a correct diagram with no equilibrium indicated<br>No reward for a diagram which confuses supply and demand<br>curves <b>OR</b> does not label both of them. |

| Questio | n Answer   | Mark            | Guidance  |
|---------|--|-----------------|---|
| 21 (c)  | Using a diagram, analyse the consequences of a   | 6               | All level descriptors describe the <b>TOP</b> of the level – please read  |
|         | movement along the demand curve for Plumwith Holidays.   | 1xAO1a<br>2xAO2 | guidance at the beginning of the mark scheme regarding best fit approach.   |
|         | <ul> <li>Answers may include:</li> <li>An increase in supply is a movement along the demand curve</li> <li>An increase in supply will lead to a fall in price, but an increase in quantity demanded</li> <li>Change in quantity demanded will move in the opposite direction to price.</li> <li>If demand is price elastic the increase in supply will lead to a larger rise in demand than the fall in price increasing revenue and possibly profits.</li> <li>Consumers will be able to afford more/longer holidays</li> </ul> | 3xAO3a          | <ul> <li>Level 3 (5-6 marks)</li> <li>(AO1a – 1 mark, AO2 – 2 marks, AO3a – 3 marks = 6 marks)</li> <li>Reasonable knowledge and understanding. All of the terms/theoretical concepts are explicitly or implicitly understood.</li> <li>Reasonable application of the likely impact of an increase in supply on price, quantity and revenue/profits. The terms/theoretical concepts are used/adapted/changed in the context of the given scenario. There is understanding of some of the relevant elements of the scenario.</li> <li>Good analysis of the likely impact of an increase in supply on price, quantity and revenue/profits. There is correct analysis in the form of developed links. These links are developed through a chain of reasoning which addresses the question. The diagram is predominantly correct and linked to the analysis.</li> </ul> |
|         | P<br>p<br>$p^1$<br>D<br>D  |                 | Level 2 (3-4 marks)<br>(AO1a – 1 mark, AO2 – 1 mark, AO3a – 2 marks = 4 marks)<br>Reasonable knowledge and understanding. Most of the<br>terms/theoretical concepts are explicitly or implicitly understood.<br>Limited application of knowledge to the likely impact of an increase<br>in supply on price, quantity and revenue/profits. There is an attempt<br>to use/adapt/change the terms/theoretical concepts in the context.<br>Reasonable analysis of the likely impact of an increase in supply<br>on price, quantity and revenue/profits. There is correct analysis,<br>largely in the form of single effects. These address the question but<br>are not developed into a clear chain of reasoning. The relevant<br>diagram(s), if present, may be improperly labelled or not linked to<br>the analysis.  |
|         | q q <sup>1</sup> Q   |                 | <b>Level 1 (1-2 marks)</b><br>(AO1a – 1 mark, AO2 – 0 marks, AO3a – 1 mark = 2 marks)   |

| C  | Questio | n    | Answer   | Mark            | Guidance  |
|----|---------|------|--|-----------------|---|
|    |         |      | NB: A maximum of 4 marks if there is no correct<br>diagram or no reference made to the diagram in part b.<br>ARA   |                 | <ul> <li>Reasonable knowledge and understanding. Some of the terms/theoretical concepts are explicitly or implicitly understood.</li> <li>No application of knowledge to the likely impact of an increase in supply on price, quantity and revenue/profits. There is an attempt to use/adapt/change the terms/theoretical concepts in the context.</li> <li>Limited analysis of the likely impact of an increase in supply on price, quantity and revenue/profits. There is an attempt at analysis which may include a single effect that has some link to the question. Diagrams (if present) are unlikely to be correct and not linked to the analysis.</li> <li>O marks</li> <li>No response or no work worthy of credit.</li> </ul> |
| 21 | (d)     | (i)  | <ul> <li>Explain how Plumwith Holidays acts as a producer of services.</li> <li>Answers may include: <ul> <li>Acts as the supplier of holidays</li> <li>May 'tailor' products to specific needs of customers</li> <li>Is able to influence price</li> <li>Brings together factors of production (land, the building; capital, money they have invested in the firm; labour, themselves; enterprise, setting up)</li> </ul> </li> </ul> | <b>2</b><br>AO2 | of both components to be credited.Give 2 marks for an answer that shows clear understanding of the<br>term in relation to the holiday industryGive 1 mark for a less clear answer.Any answer MUST be in the context of a business in the holiday<br>industry  |
| 21 | (d)     | (ii) | Calculate the average cost to Plumwith Holidays of providing eight holidays. You must show your working.   | <b>2</b><br>AO2 | 1 mark for correct working.<br>1 mark for correct answer including £ sign.  |
|    |         |      | $\frac{\pounds 28\ 000}{8} = \frac{\pounds 3\ 500}{8}$   |                 | Award 2 marks for an answer of £3,500   |

| Question                  | Answer  | Mark                                   | Guidance  |
|---------------------------|---|--|---|
| Question<br>21 (d) (iii)* | Answer         Evaluate the importance of cost and revenue data for the owners of Plumwith Holidays.         Use the information given in Extract 1 on page 9 and your own knowledge.         Importance of cost may include:         • Can determine if a firm makes a loss or a profit: cost greater than revenue = loss; cost less than revenue = profit         • A fall in costs of running the firm/costs of holidays means more can be supplied         • Costs rise as output increases so supply curve slopes upwards         Importance of revenue may include:         • Low revenue is likely to lead to a loss         • Growth in revenue encourages the owners of Plumwith to expand the business         • Growth in revenue/steady revenue can make it easier to obtain loans/obtain lower interest on overdraft         • Creates confidence in the firm for suppliers of holidays/hotel owners, etc         • Makes it easier to supply holidays that the consumer wants         Evaluation may include:         • By having cost and revenue data, Plumwith Holidays can work out its likely profit or loss. It can also make better forecasts for the future.         • The usefulness of the cost and revenue data will be dependent on how accurate and up-to-date it is. As every holiday is likely to be different this may not be easy. | Mark<br>6<br>1xAO2<br>2xAO3a<br>3xAO3b | Guidance         All level descriptors describe the TOP of the level – please read guidance at the beginning of the mark scheme regarding best fit approach.         Level 3 (5-6 marks)         (AO2 – 1 mark, AO3a – 2 marks, AO3b – 3 marks = 6 marks)         Good application of knowledge of the importance of costs and revenue for the producer. The terms/theoretical concepts are used/adapted/changed in the context of the given scenario. There is good understanding of all the relevant elements of the scenario.         Reasonable analysis of the effects of costs and revenue for the producer. There is correct analysis, largely in the form of single effects. These address the question but are not developed into a clear chain of reasoning. The relevant diagram(s), if present, may be improperly labelled or not linked to the analysis.         Good evaluation of the effects of the importance of costs and revenue for the producer with a fully supported judgement that is developed from a weighing up of arguments/both sides.         There is a well-developed and detailed line of reasoning which is coherent and logically structured. The information presented is entirely relevant and substantiated.         Level 2 (3-4 marks)         (AO2 – 1 mark, AO3a – 1 mark, AO3b – 2 marks = 4 marks)         Good application of knowledge of the importance of costs and revenue for the producer. The terms/theoretical concepts are used/adapted/changed in the context of the given scenario. There is good understanding of all the relevant elements of the scenario.         Level 2 (3-4 marks)         (AO2 – 1 mark, AO3a – 1 mark, AO3b – 2 marks = 4 marks)         Good ap |
|                           | 9   | 1                                      |   |

| Question | Answer | Mark | Guidance  |
|----------|--------|------|---|
| Question | Answer | Mark | GuidanceThere is a line of reasoning presented with some structure. Theinformation presented is in the most-part relevant and supported bysome evidence.Level 1 (1-2 marks)(AO2 – 0 marks, AO3a – 1 mark, AO3b – 1 mark = 2 marks)No application knowledge of the importance of costs and revenuefor the producer. There is an attempt to use/adapt/change theterms/theoretical concepts in the context.Limited analysis of the effects of costs and revenue for theproducer. There is an attempt at analysis which may include asingle effect that has some link to the question. Diagrams (ifpresent) are unlikely to be correct and not linked to the analysis.Limited evaluation of the importance of costs and revenue for theproducer that may include an incomplete consideration ofarguments/both sides with unsupported statements.Information presented is basic and may be ambiguous orunstructured. The information is supported by limited evidence. |
|          |        |      | 0 marks   |
|          |        |      | No response or no work worthy of credit.  |
|          |        |      | N.B. Any other relevant points and/or evidence of learners'<br>understanding of the connections between the various topics<br>of both components to be credited.  |

| C  | uestion | Answer   | Mark                                  | Guidance  |
|----|---------|--|---------------------------------------|---|
| 22 | (a)     | State what is meant by 'opportunity cost'.   | 2                                     | Give 2 marks for a clear definition along the lines given.  |
|    |         | <ul> <li>Answers may include:</li> <li>The (cost of the) next best opportunity forgone/given up when making a decision/choice</li> <li>What is given up when making a decision on the use of scarce resources</li> </ul>   | AO1a                                  | Give 1 mark for an answer which omits 'next best' or only gives an example.   |
|    |         | ARA  |                                       |   |
| 22 | (b)     | Explain how the rate of interest payable to<br>Muncaster United varies with the quantity of<br>savings.  | <b>2</b><br>AO2                       | Give 2 marks for a clear explanation of the link as shown with reference to both the rise and increase in the rate of rise – allow reference to $\pounds 600\ 000$ as well as $\pounds 400\ 000$  |
|    |         | <ul> <li>Answers may include:</li> <li>The amount saved increases slowly with the rise in interest rate up to £400 000, but then increases more rapidly.</li> </ul>  |                                       | Give 1 mark for an answer which has a basic idea that the relationship is positive: 'As the rate of interest increases so does the amount saved' <b>OR</b> 'As the amount of saving increases so does the rate of interest.'  |
|    |         | ARA  |                                       | <b>NB</b> : The question requires specific use of the chart.  |
| 22 | (c)     | Analyse how an increase in the rate of interest<br>could affect Arin and Fara's decision whether to<br>invest in buying new players or to increase the<br>club's savings for future use.   | <b>6</b><br>1xAO1a<br>2xAO2<br>3xAO3a | All level descriptors describe the <b>TOP</b> of the level – please read guidance at the beginning of the mark scheme regarding best fit approach.  |
|    |         | <ul> <li>Answers may include:</li> <li>Increase in the rate of interest encourages higher savings</li> <li>Reference to the chart in Extract 2 showing this</li> <li>Depends on the cost of a new player – chart shows that small sums only attract low rates of interest so a cheap player will have a low opportunity cost</li> <li>Depends on whether new player/s is/are likely to bring about promotion/prevent relegation</li> </ul> |                                       | Level 3 (5-6 marks)<br>(AO1a – 1 mark, AO2 – 2 marks, AO3a – 3 marks = 6 marks)<br>Reasonable knowledge and understanding. All of the<br>terms/theoretical concepts are explicitly or implicitly understood.<br>Reasonable application of the likely effect of an increase in the<br>rate of interest on the decision. The terms/theoretical concepts are<br>used/adapted/changed in the context of the given scenario. There<br>is understanding of some of the relevant elements of the scenario.<br>Good analysis of the likely effect of an increase in the rate of<br>interest on the decision. There is correct analysis in the form of |

| Question | Answer   | Mark | Guidance   |
|----------|--|------|--|
|          | The opportunity cost of spending goes up as the rate of interest increases |      | developed links. These links are developed through a chain of reasoning which addresses the question. Any relevant diagram(s) are predominantly correct and linked to the analysis.  |
|          | ARA  |      | <ul> <li>Level 2 (3-4 marks)<br/>(AO1a – 1 mark, AO2 – 1 mark, AO3a – 2 marks = 4 marks)<br/>Reasonable knowledge and understanding. Most of the<br/>terms/theoretical concepts are explicitly or implicitly understood.</li> <li>Limited application of knowledge of the likely effect of an increase<br/>in the rate of interest on the decision. There is an attempt to<br/>use/adapt/change the terms/theoretical concepts in the context.</li> <li>Reasonable analysis of the likely effect of an increase in the rate of<br/>interest on the decision. There is correct analysis, largely in the<br/>form of single effects. These address the question but are not<br/>developed into a clear chain of reasoning.</li> <li>Level 1 (1-2 marks)<br/>(AO1a – 1 mark, AO2 – 0 marks, AO3a – 1 mark = 2 marks)<br/>Reasonable knowledge and understanding. Some of the<br/>terms/theoretical concepts are explicitly or implicitly understood.</li> <li>No application of knowledge of the likely effect of an increase in the<br/>rate of interest on the decision. There is an attempt to<br/>use/adapt/change the terms/theoretical concepts in the context.</li> <li>Limited analysis of the likely effect of an increase in the<br/>rate of interest on the decision. There is an attempt to<br/>use/adapt/change the terms/theoretical concepts in the context.</li> <li>Limited analysis of the likely effect of an increase in the rate of<br/>interest on the decision. There is an attempt at analysis which may<br/>include a single effect that has some link to the question.</li> <li>O marks<br/>No response or no work worthy of credit.</li> <li>N.B. Any other relevant points and/or evidence of learners'<br/>understanding of the connections between the various topics<br/>of both components to be credited.</li> </ul> |

| C  | uestio | n    | Answer  |                  | Guidance   |
|----|--------|------|---|------------------|--|
| 22 | (d)    | (i)  | <ul> <li>Explain what is meant by 'an oligopoly'.</li> <li>Answers may include: <ul> <li>A small number of firms control the large majority of market share.</li> <li>5 largest firms have more than 50% of the market</li> <li>Firms able to influence the price and may collude</li> <li>Barriers to entry will be present</li> <li>Often leads to non-price competition</li> <li>Not seen as economically efficient</li> </ul> </li> </ul> | <b>2</b><br>AO1b | Give 2 marks for an answer which includes the ideas of small<br>number of large firms controlling the majority of the market.<br>Give 1 mark if there is some idea of the term, e.g. collusion or<br>influence of price/quantity.      |
| 22 | (d)    | (ii) | ARA<br>Explain one reason why Muncaster United would<br>compete in the market for players.<br>Answers may include:<br>• To achieve objectives which in this case are:<br>• to gain promotion<br>• to gain new supporters<br>• To build a better team/to win matches<br>• To survive/prevent relegation  | <b>2</b><br>AO2  | Give 2 marks for a clear explanation of why Muncaster United<br>would compete in the market.<br>Give 1 mark for a basic statement e.g. 'to gain promotion'.<br>Answers <b>MUST</b> be in the context of a firm in the sports industry. |
|    |        |      | ARA   |                  |  |

## Mark Scheme

|    |     | 1      | 1  |                 |  |
|----|-----|--------|--|-----------------|--|
| 22 | (d) | (iii)* | Evaluate the economic impact of competition on       | 6               | All level descriptors describe the <b>TOP</b> of the level – please read   |
|    |     |        | Muncaster United.                                    | 1.400           | guidance at the beginning of the mark scheme regarding best fit  |
|    |     |        |  | 1xAO2<br>2xAO3a | approach.  |
|    |     |        | Use the information given in Extract 2 on page 13    | 3xAO3b          |  |
|    |     |        | and your own knowledge.                              |                 | Level 3 (5-6 marks)  |
|    |     |        |  |                 | (AO2 - 1  mark, AO3a - 2  marks, AO3b - 3  marks = 6  marks)   |
|    |     |        | Answers may include:                                 |                 | Good application of knowledge of the likely economic impact of   |
|    |     |        | Find new ways to attract players                     |                 | competition. The terms/theoretical concepts are  |
|    |     |        | Improve existing methods/facilities, etc             |                 | used/adapted/changed in the context of the given scenario. There   |
|    |     |        | Need to seek new sources of finance/investment in    |                 | is good understanding of all the relevant elements of the scenario.  |
|    |     |        | the club   |                 | Reasonable analysis of the economic impact of competition on   |
|    |     |        | <ul> <li>Loss of players they want to buy</li> </ul> |                 | Muncaster United. There is correct analysis, largely in the form of  |
|    |     |        | Loss of revenue as supporters shift allegiance to    |                 | single effects. These address the question but are not developed   |
|    |     |        | competitors  |                 | into a clear chain of reasoning. The relevant diagram(s), if present,  |
|    |     |        | Players seek transfers to bigger clubs               |                 | may be improperly labelled or not linked to the analysis.  |
|    |     |        |  |                 | <b>Good</b> evaluation of the economic impact of competition on  |
|    |     |        | Evaluation may include:                              |                 | Muncaster United with a fully supported judgement that is  |
|    |     |        | As we are told this club is only small, any          |                 | developed from a weighing up of arguments/both sides/comparing alternatives.   |
|    |     |        | competition from larger clubs may be highly          |                 | alternatives.  |
|    |     |        | significant and difficult to deal with.              |                 | There is a well developed and detailed line of responsing which is   |
|    |     |        | The oligopolistic nature of the market for players   |                 | There is a well-developed and detailed line of reasoning which is  |
|    |     |        | may mean that Muncaster United is unable to          |                 | coherent and logically structured. The information presented is  |
|    |     |        | compete for them which is vital for the team's       |                 | entirely relevant and substantiated.   |
|    |     |        | success.   |                 | 1  ovel  2/2  A marke  |
|    |     |        |  |                 | Level 2 (3-4 marks) $(AO2 + 1 mark + AO2 + 2 marks + 4 marks)$   |
|    |     |        | ARA  |                 | (AO2 – 1 mark, AO3a – 1 mark, AO3b – 2 marks = 4 marks)<br><b>Good</b> application of knowledge of the likely economic impact of |
|    |     |        |  |                 | competition. The terms/theoretical concepts are  |
|    |     |        |  |                 | · · ·  |
|    |     |        |  |                 | used/adapted/changed in the context of the given scenario. There   |
|    |     |        |  |                 | is good understanding of all the relevant elements of the scenario.  |
|    |     |        |  |                 | Limited analysis of the economic impact of competition on  |
|    |     |        |  |                 | Muncaster United. There is an attempt at analysis which may include a single effect that has some link to the question. Diagrams |
|    |     |        |  |                 | (if present) are unlikely to be correct and not linked to the analysis.  |
|    |     |        |  |                 | <b>Reasonable</b> evaluation of economic impact of competition on  |
|    |     |        |  |                 |  |
|    |     |        |  |                 | Muncaster United considering arguments/both sides/comparing  |

| Question | Answer  | Mark                           | Guidance  |
|----------|---|--------------------------------|---|
| 23 (a)   | State what is meant by 'economies of scale'.  | 2                              | Give 2 marks for a clear statement along the lines given.   |
|          | <ul> <li>Answers may include:</li> <li>The unit cost advantages a firm can gain (1) by increasing the scale of production (1)</li> </ul>  | AO1a                           | Give 1 mark if the general idea is present, but it lacks clarity such as 'it is the fall in average costs'  |
|          | <ul> <li>Increase in output (1) leading to a fall in average costs (1)</li> </ul>   |                                | NB: Do <b>NOT</b> reward answers which only refer to changes in costs/<br>total costs   |
| 23 (b)   | Explain one benefit to a firm of choosing to be   | 2                              | Give 2 marks for a suitable bapafit explained   |
| 23 (b)   | <ul> <li>Explain one benefit to a firm of choosing to be environmentally sustainable.</li> <li>Answers may include:</li> <li>Increased sales to environmentally conscious</li> </ul>  | <b>Z</b><br>AO1b               | Give 2 marks for a suitable benefit explained.<br>Give 1 mark if there is a suitable benefit identified, but it lacks valid<br>development.   |
|          | <ul> <li>Increased reputation as being 'green'</li> <li>National recognition</li> <li>Keeps up with the competition</li> </ul>  |                                | NB: Only reward answers that clearly show a benefit <b>to a firm</b> .  |
| 23 (c)   | <ul> <li>Analyse the benefits of specialisation for Calwith Farmers.</li> <li>Answers may include: <ul> <li>Higher output</li> <li>Increased productivity</li> <li>Higher quality of goods</li> <li>Bigger market</li> <li>Potential economies of scale</li> <li>Time saving</li> </ul> </li> </ul> | 6<br>1xAO1a<br>2xAO2<br>3xAO3a | <ul> <li>All level descriptors describe the TOP of the level – please read guidance at the beginning of the mark scheme regarding best fit approach.</li> <li>Level 3 (5-6 marks) <ul> <li>(AO1a – 1 mark, AO2 – 2 marks, AO3a – 3 marks = 6 marks)</li> <li>Reasonable knowledge and understanding. All of the terms/theoretical concepts are explicitly or implicitly understood.</li> <li>Reasonable application of knowledge of the benefits of specialisation to Calwith Farmers. The terms/theoretical concepts are used/adapted/changed in the context of the given scenario.</li> <li>There is understanding of some of the relevant elements of the scenario.</li> </ul> </li> <li>Good analysis of the benefits of specialisation to Calwith Farmers. There is correct analysis in the form of developed links. These links are developed through a chain of reasoning which addresses the</li> </ul> |

| Question | Answer | Mark | Guidance  |
|----------|--------|------|---|
| Question | Answer | Mark | <ul> <li>question. Any relevant diagram(s) are predominantly correct and linked to the analysis.</li> <li>Level 2 (3-4 marks)</li> <li>(AO1a – 1 mark, AO2 – 1 mark, AO3a – 2 marks = 4 marks)</li> <li>Reasonable knowledge and understanding. Most of the terms/theoretical concepts are explicitly or implicitly understood.</li> <li>Limited application of knowledge of the benefits of specialisation to Calwith Farmers. There is an attempt to use/adapt/change the terms/theoretical concepts in the context.</li> <li>Reasonable analysis of the benefits of specialisation to Calwith Farmers. There is correct analysis, largely in the form of single effects. These address the question but are not developed into a clear chain of reasoning. The relevant diagram(s), if present, may be improperly labelled or not linked to the analysis.</li> <li>Level 1 (1-2 marks)</li> <li>(AO1a – 1 mark, AO2 – 0 marks, AO3a – 1 mark = 2 marks)</li> <li>Reasonable knowledge and understanding. Some of the terms/theoretical concepts are explicitly or implicitly understood.</li> <li>No application of knowledge of the benefits of specialisation to Calwith Farmers. There is an attempt to use/adapt/change the</li> </ul> |
|          |        |      | <b>Reasonable</b> knowledge and understanding. Some of the terms/theoretical concepts are explicitly or implicitly understood. <b>No</b> application of knowledge of the benefits of specialisation to  |
|          |        |      | <ul> <li>0 marks No response or no work worthy of credit. </li> <li>N.B. Any other relevant points and/or evidence of learners' understanding of the connections between the various topics of both components to be credited.</li></ul>  |

| C  | Questio | n      | Answer   | Mark                                  | Guidance   |
|----|---------|--------|--|---------------------------------------|--|
| 23 | (d)     | (i)    | <ul> <li>Explain what is meant by 'the supply of eggs is price elastic'.</li> <li>Answers may include: <ul> <li>Percentage change in quantity supplied of eggs is greater than the percentage change in price</li> <li>If price rises by 10% quantity supplied of eggs will rise by 15%</li> </ul> </li> </ul>   | <b>2</b><br>AO2                       | <ul> <li>Give 2 marks for a clear explanation of price elasticity as applied to egg production/supply</li> <li>Give 1 mark for a basic statement such as, 'a lot more eggs are supplied as price rises'.</li> <li>Answers <b>MUST</b> be in the context of egg production.</li> </ul>  |
| 23 | (d)     | (ii)   | ARA<br>Using the information in Extract 3, draw a supply<br>curve showing the supply of eggs to the farm shop.   | <b>2</b><br>AO2                       | Give 2 marks for accurately drawing the supply curve.<br>Maximum 1 mark if the points are not joined up<br>Maximum 1 mark if any one point is incorrect<br>The information in Extract 3 <b>must</b> be used for marks to be gained.  |
| 23 | (d)     | (iii)* | <ul> <li>Evaluate the importance of price elasticity of supply for the consumers of Calwith Farmers' products.</li> <li>Use the information given in Extract 3 on page 17 and your own knowledge.</li> <li>Answers may include: <ul> <li>As it is price elastic then small changes in demand/price will lead to large changes in quantity of eggs available – so consumers will have ready access to eggs</li> </ul> </li> </ul> | <b>6</b><br>1xAO2<br>2xAO3a<br>3xAO3b | All level descriptors describe the <b>TOP</b> of the level – please read<br>guidance at the beginning of the mark scheme regarding best fit<br>approach.<br><b>Level 3 (5-6 marks)</b><br>(AO2 – 1 mark, AO3a – 2 marks, AO3b – 3 marks = 6 marks)<br><b>Good</b> application of knowledge of the likely importance of price<br>elasticity of supply for consumers. The terms/theoretical concepts<br>are used/adapted/changed in the context of the given scenario.<br>There is good understanding of all the relevant elements of the<br>scenario.<br><b>Reasonable</b> analysis of the importance of price elasticity of supply<br>for consumers. There is correct analysis, largely in the form of |

| Question | Answer  | Mark | Guidance  |
|----------|---|------|---|
| Question | <ul> <li>Although quantity supplied may change considerably, price will be more stable – which will help with consumers' budgeting in the future</li> <li>If demand/price falls, it may be more difficult to obtain eggs</li> <li>Large consumers of eggs (such as producers or supermarkets) know that by offering a higher price they will get a lot more</li> <li>Allow any other valid suggestion including any which consider inelastic supply.</li> <li>Evaluation may include:</li> <li>The degree of price elasticity will be important. A highly price elastic supply will keep the prices of eggs much more constant.</li> <li>Other factors may be more important such as the level of demand due to factors such as income or tastes.</li> <li>NB: Answer must refer to consumers (but allow reference to business 'consumers').</li> </ul> | Mark | <ul> <li>single effects. These address the question but are not developed into a clear chain of reasoning. The relevant diagram(s), if present, may be improperly labelled or not linked to the analysis.</li> <li>Good evaluation of the importance of price elasticity of supply for consumers with a fully supported judgement that is developed from a weighing up of some of the arguments.</li> <li>There is a well-developed and detailed line of reasoning which is coherent and logically structured. The information presented is entirely relevant and substantiated.</li> <li>Level 2 (3-4 marks)</li> <li>(AO2 – 1 mark, AO3a – 1 mark, AO3b – 2 marks = 4 marks)</li> <li>Good application of knowledge of the likely importance of price elasticity of supply for consumers. The terms/theoretical concepts are used/adapted/changed in the context of the given scenario.</li> <li>There is good understanding of all the relevant elements of the scenario.</li> <li>Limited analysis of the importance of price elasticity of supply for consumers. There is an attempt at analysis which may include a single effect that has some link to the question. Diagrams (if present) are unlikely to be correct and not linked to the analysis.</li> <li>Reasonable evaluation of the importance of price elasticity of supply for consumers weighing up some of the arguments. There may be a judgement, but this will not be fully supported.</li> </ul> |
|          |   |      | <ul> <li>information presented is in the most-part relevant and supported by some evidence.</li> <li>Level 1 (1-2 marks)</li> <li>(AO2 – 0 marks, AO3a – 1 mark, AO3b – 1 mark = 2 marks)</li> <li>No application of knowledge of the likely importance of price elasticity of supply for consumers. There is an attempt to use/adapt/change the terms/theoretical concepts in the context.</li> </ul>  |

| Question | Answer | Mark | Guidance  |
|----------|--------|------|---|
|          |        |      | <ul> <li>Limited analysis of the importance of price elasticity of supply for consumers. There is an attempt at analysis which may include a single effect that has some link to the question. Diagrams (if present) are unlikely to be correct and not linked to the analysis.</li> <li>Limited evaluation of the importance of price elasticity of supply for consumers that may include an incomplete consideration of arguments with unsupported statements</li> <li>Information presented is basic and may be ambiguous or unstructured. The information is supported by limited evidence.</li> <li>0 marks</li> <li>No response or no work worthy of credit.</li> <li>N.B. Any other relevant points and/or evidence of learners' understanding of the connections between the various topics of both components to be credited.</li> </ul> |

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