



Cambridge O Level

CANDIDATE
NAME

CENTRE
NUMBER

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CANDIDATE
NUMBER

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COMMERCE

7100/21

Paper 2 Written

October/November 2022

2 hours

You must answer on the question paper.

No additional materials are needed.

INSTRUCTIONS

- Answer **all** questions.
- Use a black or dark blue pen.
- Write your name, centre number and candidate number in the boxes at the top of the page.
- Write your answer to each question in the space provided.
- Do **not** use an erasable pen or correction fluid.
- Do **not** write on any bar codes.
- You may use a calculator.

INFORMATION

- The total mark for this paper is 80.
- The number of marks for each question or part question is shown in brackets [].

This document has **16** pages. Any blank pages are indicated.

1 Fig. 1.1 shows the percentage of output produced by different activities in country A.

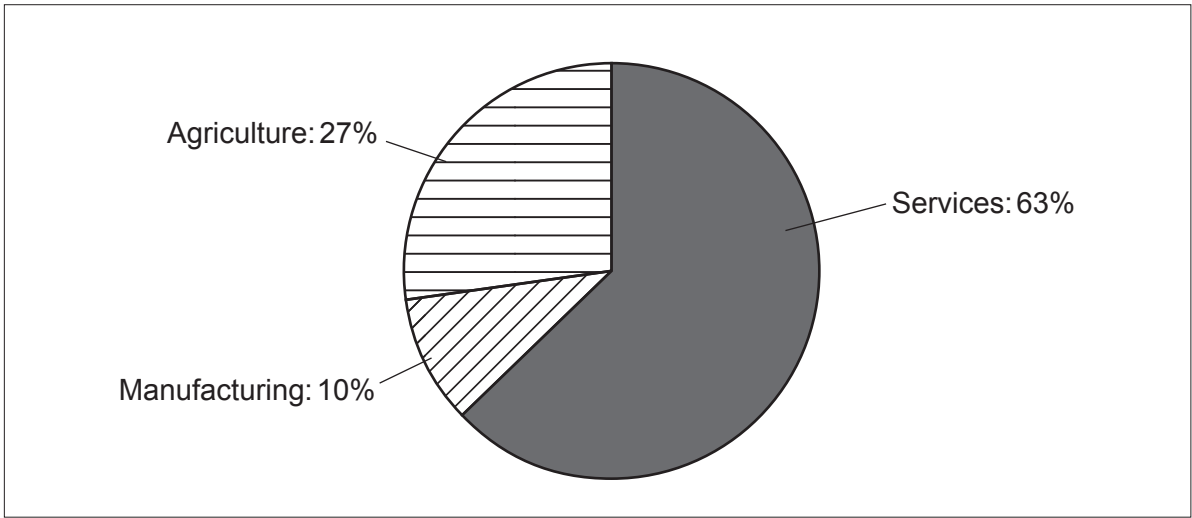


Fig. 1.1 Country A's industrial activities

Use Fig. 1.1 to help you answer the following questions.

(a) Identify the correct type of industry (primary, secondary, tertiary) to match the activities in Fig. 1.1.

Services	
Manufacturing	
Agriculture	

[3]

(b) Is it a good idea for country A to specialise in services? Give reasons for your answer.

.....

.....

.....

..... [2]

(c) The people of country A are concerned about the amount of pollution caused by multinational mining companies locating in country A, and increased traffic on its roads.

(i) Define *multinational company* (MNC).

.....
.....
.....
..... [2]

(ii) Explain **two** reasons why increased traffic is a source of pollution in a country.

1

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.....
.....

2

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.....
.....

[4]

(d) Circle the correct answer to complete each of the following sentences.

An important factor affecting the location of mining firms is
being near to customers **OR** a good transport network.

A fixed asset of a mining company is
inventory **OR** land.

[2]

2 BB Pizza Company manufactures and packages pizzas which it distributes to supermarkets.

Fig. 2.1 shows the cost and selling price of each pizza sold.

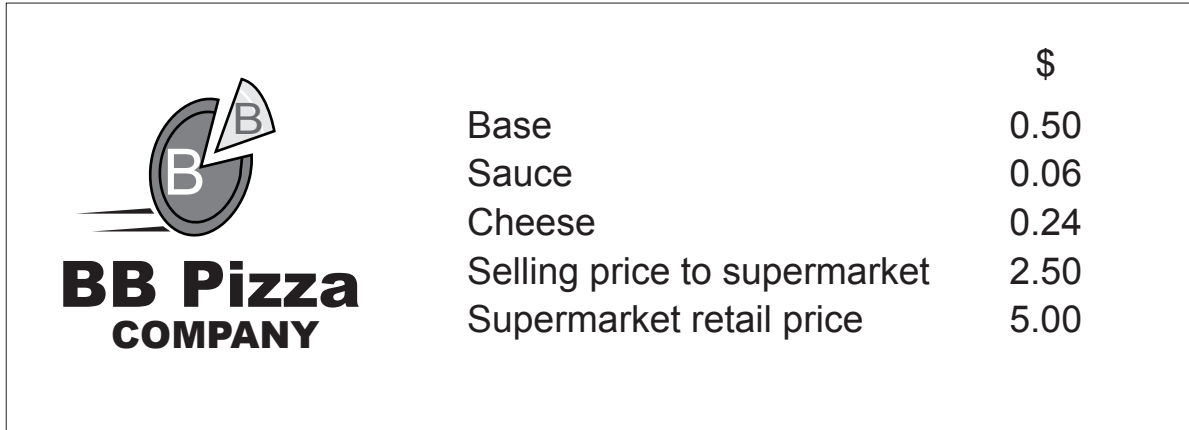


Fig. 2.1

(a) (i) Draw a circle around the company's logo. [1]

(ii) Calculate how much it costs BB Pizza Company to make each pizza.

.....

..... [1]

(iii) Calculate the mark-up percentage made by a supermarket on each pizza sold. Show your working.

.....

.....

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..... [2]

(b) The BB Pizza Company is thinking about using another distribution channel for a new pizza range.

(i) Identify **one other** distribution channel that BB Pizza Company could use.

.....
..... [1]

(ii) Explain **two** reasons why it is important to choose an appropriate channel of distribution for BB Pizza Company's new pizza range.

1

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[4]

3 Over 50% of all the world's visible trade is transported by sea in shipping containers.

(a) Define *visible trade*.

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..... [2]

(b) Describe how containers can be used as warehouses.

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..... [2]

(c) Explain **two** ways a customs authority might enforce trade restrictions on goods coming into a country.

1

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2

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..... [4]

- 4 Jimmy Reed, an 18-year-old, needs motor insurance after passing his driving test and buying a sports car. He has been asked to complete the insurance document in Fig. 4.1 before he can obtain insurance cover.

Private Car Insurance

Proposer	
Title (Mr, Mrs, Miss etc.)	First name
Surname	
Date of birth	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Telephone number:	
Email address:	
Postal address	
Address at which vehicle is kept (if different from postal address)	
Occupation	
Type of insurance required	comprehensive third party
Cover to commence from:	To: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Signature	Date <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

Fig. 4.1

Use the information above and Fig. 4.1 to help you answer the following questions.

- (a) (i) Identify the insurance document.

.....
 [1]

- (ii) Identify the proposer.

.....
 [1]

- (iii) Give **one** reason why Jimmy needs to sign the document.

.....
 [1]

(b) Do you think Jimmy would be refused insurance for his new car? Give reasons for your answer.

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..... [3]

(c) Discuss the importance of utmost good faith when Jimmy applies for motor insurance. Give reasons for your answer.

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..... [6]

[Total: 12]

5 People now use an app on their smartphone to make payments. Fig. 5.1 shows the amount of mobile wallet users from 2016 to 2021.

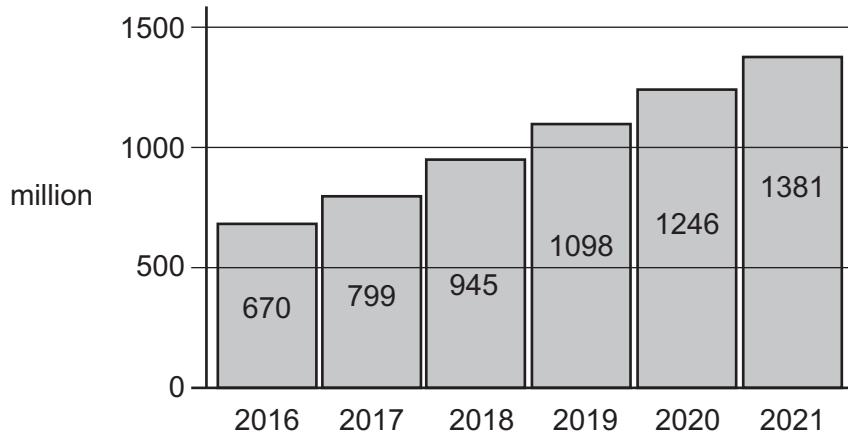


Fig. 5.1

Use Fig. 5.1 to help you answer the following questions.

(a) Calculate the difference in mobile wallet use between 2017 and 2021. Show your working.

.....

.....

.....

..... [2]

(b) State **two** reasons for the growth of mobile wallet use.

1

.....

2

..... [2]

(c) Do you think digital banking could replace bank branches? Give reasons for your answer.

.....

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..... [3]

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