



BUSINESS STUDIES: BRIDGING ACTIVITY

Part 1

Q1	<p>Balti Towers is an Indian takeaway that also offer a delivery service. Last year, the business delivered 1,400 curries. This year, the owner estimates that they will deliver 1,512 curries.</p> <p>Calculate the estimated percentage increase curry deliveries.</p>
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Your workings:

Q2	<p>School of Choc is a confectionary manufacturer located in County Durham. The business employs 120 staff. The ratio of male to female staff is 2:3.</p> <p>Calculate how many female staff School of Choc employs.</p>
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Your workings:

Q3	<p>Jimmy Chews is a sweet shop located in Wetherby. This year, the owner estimates that the business, which also sells soft drinks, will sell 3,360 cans of coca cola, 5% more than last year.</p> <p>Calculate how many cans of coca cola Jimmy Chews sold last year.</p>
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Your workings:

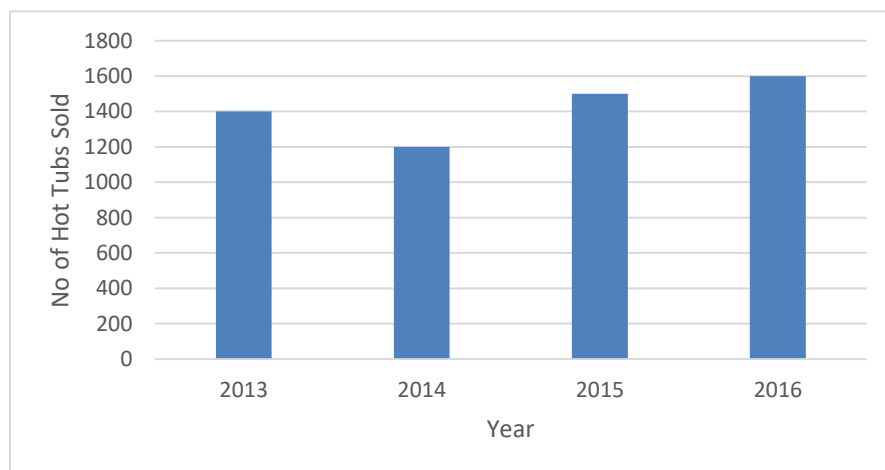
Q4 Bubblicious is a hot tub manufacturer located in Chester. Their hot tubs retail for £4,500. The manufacturing cost per hot tub is $\frac{2}{5}$ of the selling price.

Calculate the cost of manufacturing one hot tub.

Your workings:

Q5 The chart below shows the number of hot tubs Bubblicious sold between 2013 and 2016. The owner, estimates that in 2017, hot tub sales will be 5% lower than in 2016.

Calculate the average annual sales of hot tubs between 2013 and 2017.



Your workings:

Q6 Melchester Rovers Football Club can seat 42,000 spectators. Last week, when they played Harrogate Town, there were 36,960 spectators.

Calculate the percentage of empty seats.

Your workings:

Q7

A family of four, on holiday in the UK from Spain, visited the 'Whale of a Time' sea life centre in London. The total entrance cost for the family was £90.

Assuming an exchange rate of £1: €1.08, calculate the total entrance cost in Euros.

Your workings:

Q8

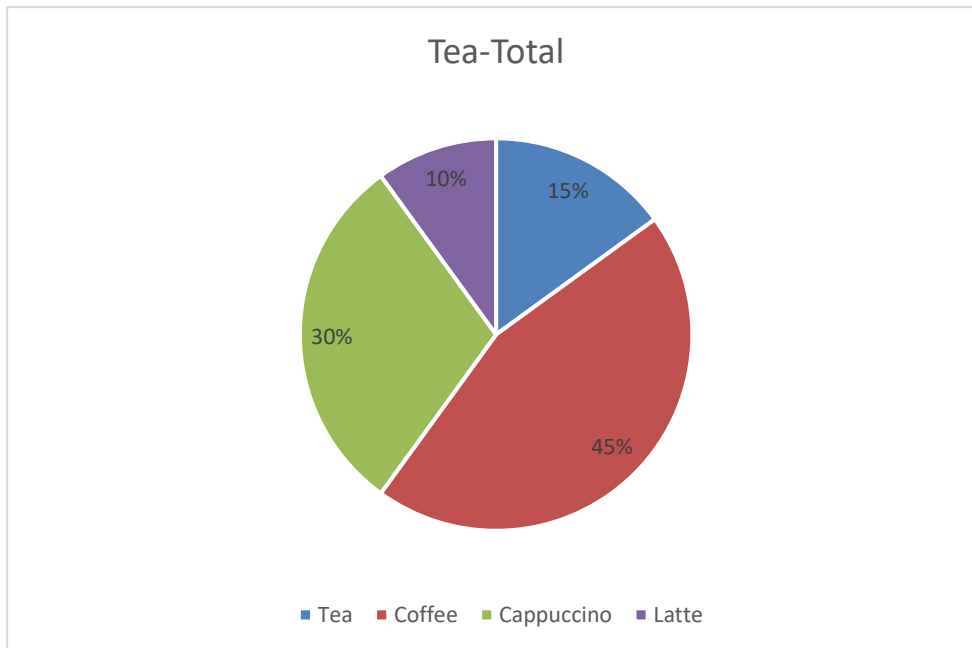
Loft in Space, a manufacturer of loft insulation, took 80 of its employees on a two-day team building trip to an outdoor activity centre in the Lake District. The total cost of the trip was £9,600. The accommodation cost per was $\frac{3}{5}$ of the total cost per employee.

Calculate the accommodation cost per employee.

Your workings:

Q9

Tea-Total is a café in Cumbria. Below is a pie chart showing the percentage of drinks purchased for a group of 200 customers.



(3) Calculate how many customers purchased a coffee

(B) Calculate how many customers did not purchase a tea

© Calculate the fraction of customers that purchased a Latte

Your workings:

Q10

Graham Riley is an employee of Father Treads, a business that specialises in car tyres. Graham attends a meeting at Head Office, travelling 60 kilometres each way. Graham is entitled to claim travel expenses at 45p per mile.

Based on the assumption that 10 kilometres is equivalent to 6 miles (approximately), calculate how much Graham is entitled to claim.

Your workings:

Q11 Car-tastrophe is a car showroom based in Stanhope. The business consists of one manager and 3 salesman, Jim, Jon and Joseph. Each month, a sum of money is paid as a bonus and is divided in the ratio of the number of cars each salesman has sold. Jim sold 7 cars, Jon sold 8 cars and Joseph sold 9 cars. Joseph received £1,125

Calculate how much money Jim and Jon received.

Your workings:

Q12 Barber Streisand is a hair dressing salon located in Sunderland. The owner Barbara, recently introduced a new system of rewarding her staff. At the end of the week, Barbara puts the following in a bag:

5 x £10 notes

4 x £20 notes

3 x £50 notes

At the end of the week, the hairdresser who has provided the best service can select a note from the bag as a reward.

Calculate the probability of not selecting a £10 note.

Your workings:

Q13 Frame, Set and Match is a picture framing business with several shops across the North East of England. The business has a total of 90 employees, of which 54 are female.

Calculate, in the lowest possible terms, what fraction of the total employees are male.

Your workings:

Q14 Wooden it be Lovely is a small manufacturer of wooden children's toys. Last week, the business produced 32,000 toys, of which 40% were checked for quality. Of the 40% checked, $\frac{1}{5}$ had a defect.

Calculate how many wooden toys were found to not have a defect.

Your workings:

Q15 Sparked Out is a retailer of electrical products located in County Durham. The owner, Joseph Sparks, is analysing the sales figures of two product lines, the Lavazza coffee machine and the Breville toaster.

In 2016, the total value of Lavazza coffee machine sales was £12,100 whilst the total value of Breville toaster sales was £5,292. Joseph noticed that the sales of

Lavazza coffee machines have been increasing by 10% per year, whilst the sales of Breville toasters have been increasing by 5% per year, over the last two years.

Calculate the total sales value of Lavazza coffee machine sales and Breville toasters in 2014.

Your workings:

Part 2

1. You need to collect news articles from the list below:

- Netflix
- Amazon
- John Lewis Partnership
- Tesla Inc.
- Nike

Please ensure that your articles come from a reliable source- Times, Guardian, Independent or BBC.

2. Based on the articles you have chosen, you now need to consider the following issues below:

- What is the impact upon customers?
- What is the impact upon businesses?
- How do you think competitors will react?
- Do you think the Government should intervene with a law or fines or other methods?
- Do you think the businesses have a moral / ethical responsibility with regards to their behaviour?

Your task is to analyse and evaluate the articles using the questions above - both **analysis** and **evaluation** are a big part of A Level business. Your response should be written on A4.

Part 3

Answer the following questions on the case study below:

1. How important to the business are the entrepreneurial characteristics shown by Louis?
2. What problems may arise as the business continues to grow?
3. Chokolit is a limited company. Explain what this means to the company, the owners and suppliers.
4. If Louis had to borrow £5,000 instead of getting a grant, what are the methods for doing this?
5. Do you think Louis should continue to focus on the market for chocolate in Britain, or should he branch out to sell to America, Europe and Japan? Explain why you think that.
6. How relevant has Louis's age been to Chokolit's success?

The Chokolit Story

Louis Barnett is a Chief Executive of a chocolate making business called Chokolit. You might not find this unusual, until you read his story....

Louis set up his confectionery company in November 2005 at the age of 13. Two years' before then he had dropped out of school

because of dyslexia. The company name comes from how Louis always spelt chocolate. While they tutored at home, his parents helped him experiment with chocolate and to develop his own unique products. Now the three of them work full time on the business.



Louis Barnett helping in the production process

One of its biggest unique selling points (USPs) is the fact that its handmade Belgian chocolates based on the quality and taste of our products. Made using NO palm oil, NO artificial flavours, colours or additives - it's not what they put in their chocolate, it's what they leave out that makes it so special. The company's signature product is the edible chocolate box which Barnett created when he was 13 to cut down on packaging expenses chocolate handbags using 53% pure dark chocolate.

The company says this point of difference is the reason for its success in getting that all-important listing. Barnett sent a sample to buyers at Waitrose in February 2006 and they were so impressed that two days later they requested a meeting. On the back of the meeting the family secured a £5,000 grant from regional development agency Advantage West Midlands and dad Philip quit his job to focus on the business and ensure it could meet its production requirements.

Louis became the youngest ever supplier to Waitrose at 13, Sainsbury's at 14 and Selfridges at 15. Chokolit currently supply to the Co-Op and distribute to many delicatessens and retail outlets throughout the UK. Chokolit bars are now exported globally and the volumes are growing year on year,

"We'd never imagined we'd get Chokolit into supermarkets in our first year," says Barnett. "We thought we could sustain ourselves with the independents, which is fine if you're just making some jam to sell on the side, but a lot of these businesses only buy local produce. The nature of chocolate is that it can be mass-produced to good quality, so it makes sense to also supply to supermarkets."

To handle Chokolit's rapid growth, the company employs a full-time secretary and a project manager, but it remains a family business. Louis develops the recipes; his mother designs the packaging while dad looks after hygiene and production quality standards. Louis is reluctant to imply any seniority but he's the driving force. When buyers met the family in the past, they assumed his parents couldn't find a babysitter, but when he started talking they soon realised that it was he who was the brains behind the business.

