

Cambridge International AS & A Level

CANDIDATE NAME				
CENTRE NUMBER		CANDIDATE NUMBER		

5909336170

BUSINESS 9609/31

Paper 3 Business Decision-Making

May/June 2023

1 hour 45 minutes

You must answer on the question paper.

You will need: Insert (enclosed)

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 an HB pencil for any diagrams, graphs or rough working.

INFORMATION

- The total mark for this paper is 60.
- The number of marks for each question or part question is shown in brackets [].
- The insert contains the case study.

Answer all questions

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3	(a)	Using the data in Table 1.1, calculate the seasonal variation for 2022 Q2 (X).	
			[2]
	(b)	Using the data in Table 1.1, calculate the forecast revenue for 2023 Q3 (Y).	
			[2]
	(c)	Evaluate the importance to WP's business planning of using sales forecasts base series analysis.	
	(c)	Evaluate the importance to WP's business planning of using sales forecasts base	ed on time
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[40

)	Calculate the forecast return on capital employed (ROCE) for the year ending 31 May 2024.
	Evaluate whether the financial information is sufficient for WP to decide if it should produce
)	Evaluate whether the financial information is sufficient for WP to decide if it should produce the new outdoor product range.
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