

Section A

Answer **two** questions from this section.

1.
 - (a) Describe **one** benefit for Henri Trouvé's father of his unique selling point (USP) (lines 5–7). [2]
 - (b) Describe **one** feature of *TM*'s marketing strategy. [2]
 - (c) Explain the advantages for *TM* of internal growth rather than external growth. [6]
2.
 - (a) State **two** benefits for *TM* of having aims (line 18). [2]
 - (b) State **two** reasons why *TM* should consider using e-commerce (line 84). [2]
 - (c) Explain the interests of **one** of *TM*'s internal stakeholders. [6]
3.
 - (a) Describe **one** benefit for *TM* of low labour turnover (lines 38–39). [2]
 - (b) Describe **one** benefit for *TM* of improving its corporate social responsibility (CSR) (line 46). [2]
 - (c) Explain the appropriateness of Henri Trouvé's paternalistic leadership style at *TM*. [6]

Ib Exam Business Paper 1

Ying-Ying Zheng

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