ENGLAND GCSE BUSINESS EDEXCEL · UNIT 3 · 10 QUESTIONS

External Influences and Growing the Business — Practice Test

This practice test was made by AI and there may be mistakes. If a question or answer looks wrong, use the Flag a mistake button so it can be fixed.

1 **Sales at a bakery rose from 120 to 150 units. The percentage increase is**

A 250%

B 50%

C 30%

D 25%

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2 **A cafe sells 200 cups of coffee at £7 each. Total revenue is**

A £1,200

B £1,750

C £1,400

D £14,000

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3 **How should a business respond if interest rates rise?**

A It should ignore the change

B It may delay borrowing and cut spending

C It should borrow more at once

D It should raise prices sharply, in certain situations

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4 Why might a business sell abroad?

- A To make products more slowly, in certain situations
- B To avoid all competition
- C To pay higher wages
- D To reach more customers and grow

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5 What is corporate social responsibility?

- A A business paying no tax
- B A business making maximum profit, which happens in some businesses
- C A business ignoring its workers
- D A business considering its effect on society and the environment

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6 **What happens to spending in a boom?**

- A Unemployment rises sharply
- B Businesses close down
- C Consumers spend less
- D Consumers spend more

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7 **What is a financial economy of scale?**

- A Buying raw materials in bulk
- B Selling products in more shops, which happens in some businesses
- C Using bigger machines
- D Borrowing at lower interest rates because the business is large

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8 **What is a monopoly?**

A A market with no products

B One business controlling a market

C Many businesses competing

D A business with no customers, in certain situations

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9 **What is a risk of selling online?**

A Rivals cannot copy the website, in certain situations

B Shops always make more profit

C Customers cannot touch products before buying

D Delivery is always free

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10 **What is a cash-flow forecast?**

- A A record of past profits, in certain situations
- B A list of all debts
- C A prediction of money coming in and going out
- D A plan to raise prices

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ANSWER KEY

1. D
2. C
3. B
4. D
5. D
6. D
7. D
8. B
9. C
10. C

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