ENGLAND GCSE BUSINESS OCR · UNIT 2 · 10 QUESTIONS

Marketing and People — 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 **A bakery borrows £10,000 from a bank at 5% interest a year. The interest paid in one year is**

- A £10,500
- B £550
- C £500
- D £10,000

Understand It with Pulse | Flag a mistake

2 **A delivery van business has revenue of £18,000 and total costs of £12,000. Its profit is**

- A £60,000
- B £6,500
- C £30,000
- D £6,000

Understand It with Pulse | Flag a mistake

3 **Sales fell from 80 to 60 units. The percentage decrease is**

A 250%

B 25%

C 50%

D 30%

Understand It with Pulse | Flag a mistake

4 **What are the stages of the product life cycle?**

A Introduction, growth, decline, launch

B Introduction, growth, maturity, decline

C Research, introduction, growth, maturity and decline over many years

D Launch, growth, maturity, profit

Understand It with Pulse | Flag a mistake

5 **What is a benefit of off-the-job training?**

- A It never takes workers away from work, in certain situations
- B Workers produce while learning
- C It is always cheaper
- D Workers learn new ideas from outside the business

Understand It with Pulse | Flag a mistake

6 **What is recruitment?**

- A Training existing workers
- B Finding and hiring new workers
- C Paying workers their wages, in certain situations
- D Dismissing workers

Understand It with Pulse | Flag a mistake

7 **What is delayering?**

A Employing more workers, in certain situations

B Adding more managers

C Opening more branches

D Removing layers of management

Understand It with Pulse | Flag a mistake

8 **Why might money not motivate all workers?**

A Workers never want more pay

B Money always motivates everyone

C Some workers value interesting work or praise more

D Pay rises always reduce motivation, in certain situations

Understand It with Pulse | Flag a mistake

9 **What is secondary research?**

- A Surveys done by the business
- B Research collected first-hand
- C Research collected by others and used by the business
- D Interviews done by the business, in certain situations

Understand It with Pulse | Flag a mistake

10 **A business sells 25,000 units in a market of 250,000 units in total. Its market share is**

- A 20%
- B 10%
- C 5%
- D 15%

Understand It with Pulse | Flag a mistake

ANSWER KEY

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

© 2026 Brett Robbins. All Rights Reserved.