



# Cambridge IGCSE™

CANDIDATE  
NAME

CENTRE  
NUMBER

--	--	--	--	--

CANDIDATE  
NUMBER

--	--	--	--



**ENTERPRISE**

**0454/13**

Paper 1

**October/November 2020**

**1 hour 30 minutes**

You must answer on the question paper.

You will need: Insert (enclosed)

## INSTRUCTIONS

- Answer **all** questions.
- Use a black or dark blue pen. You may use an HB pencil for any diagrams or graphs.
- 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.

## INFORMATION

- The total mark for this paper is 100.
- The number of marks for each question or part question is shown in brackets [ ].
- You should have received a copy of the case study before the examination. A copy of the case study is provided with this question paper as an insert.

This document has **16** pages. Blank pages are indicated.

**Section A**

Answer **all** questions.

1 Harry thought that the group had all of the skills needed to successfully run any enterprise.

(a) State **four** enterprise skills.

- 1 .....
- 2 .....
- 3 .....
- 4 ..... [4]

(b) Explain how an entrepreneur that you have studied used **two** enterprise skills, and include the impact of each skill in your answer.

Name of entrepreneur .....

1 Use of skill: .....  
.....

Impact: .....  
.....

2 Use of skill: .....  
.....

Impact: .....  
..... [4]

[Total: 8]

2 Harry had considered the positive effects of the training café on the local community, but had not considered the negative effects.

(a) Explain **one** negative effect that enterprises may have on communities.

.....  
.....  
.....  
..... [2]

(b) (i) Define the term *stakeholder*.

.....  
..... [2]

(ii) State **one** example of an internal stakeholder.

..... [1]

(iii) State **one** example of an external stakeholder.

..... [1]

(c) Explain **two** types of business organisation that would be suitable for the training café enterprise.

1 Type of business organisation: .....

Explanation: .....

.....

2 Type of business organisation: .....

Explanation: .....

..... [4]

[Total: 10]

3 The group completed some research before deciding not to buy the café.

(a) State **two** methods of secondary research.

- 1 .....
- 2 ..... [2]

(b) Explain **two** factors that were considered before choosing the methods of research used in **your enterprise project**.

- 1 .....  
.....  
.....  
.....
- 2 .....  
.....  
.....  
..... [4]

(c) Explain **two** methods that were used, or could have been used, to retain customers in **your enterprise project**.

- 1 .....  
.....  
.....  
.....  
.....  
.....
- 2 .....  
.....  
.....  
.....  
..... [6]

[Total: 12]

4 The group planned to use their personal savings to start their enterprise. The café would be expensive to purchase. The group wanted to stay within their budget.

(a) Define the term *budget*.

.....  
..... [2]

(b) Explain **one** problem that the group could experience by using their personal savings to fund the enterprise.

.....  
.....  
.....  
..... [2]

(c) Analyse **two** suitable sources of finance that could have been used to set up the training café, other than personal savings.

1 .....

.....  
.....  
.....  
.....  
.....  
.....

2 .....

.....  
.....  
.....  
.....  
.....  
.....

..... [6]

[Total: 10]

5 Harry and Thomasine had different attitudes towards risk.

(a) State **two** risks involved in an enterprise.

- 1 .....
- 2 ..... [2]

(b) Describe **one** method of identifying risks involved in an enterprise.

.....  
.....  
.....  
..... [2]

(c) Explain how Harry's attitude to risk was different from Thomasine's attitude to risk. Use examples from the case study to support your answer.

.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....  
..... [6]

[Total: 10]





















**BLANK PAGE**

---

Permission to reproduce items where third-party owned material protected by copyright is included has been sought and cleared where possible. Every reasonable effort has been made by the publisher (UCLES) to trace copyright holders, but if any items requiring clearance have unwittingly been included, the publisher will be pleased to make amends at the earliest possible opportunity.

To avoid the issue of disclosure of answer-related information to candidates, all copyright acknowledgements are reproduced online in the Cambridge Assessment International Education Copyright Acknowledgements Booklet. This is produced for each series of examinations and is freely available to download at [www.cambridgeinternational.org](http://www.cambridgeinternational.org) after the live examination series.

Cambridge Assessment International Education is part of the Cambridge Assessment Group. Cambridge Assessment is the brand name of the University of Cambridge Local Examinations Syndicate (UCLES), which itself is a department of the University of Cambridge.