

Section A

90 marks

Answer all questions.

All questions carry equal marks.

Question 1

1. Tariffs are a barrier to trade. A tariff is a tax on imports. The added expense encourages people to buy domestic (locally produced) products.
2. An embargo is a barrier to trade. This is when there is a ban on certain goods. For example in 1998 there was an embargo on exporting European beef to the US and China because of BSE (mad cow disease). (6)

Question 2

Any of the following:

Reward:

- Potential for more sales and thus more profit
- Will increase awareness of her brand
- A bigger market – more customers available to her

Cost:

- Financial cost of setting up the online shop
- Cost of hiring IT staff
- Training costs to show Sarah or her staff how to manage the website
- Fulfilling orders will take up staff time (6)

Question 3

- (a) • You should research the product in detail and know the ingredients, etc.
- You should research the company that produces the drink to see if they are ethical, etc.
 - You should ensure that the advertising does not mislead consumers in any way. (3)
- (b) The Directive on Consumer Rights protects buyers in all EU countries, including Ireland. One provision of the directive is that shoppers can cancel their order for any reason within 14 days. (3)

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Barry Brindley



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Table of Contents 2014 Grade1final Exam Business Study Questions

1. Understanding the eBook 2014 Grade1final Exam Business Study Questions
 - The Rise of Digital Reading 2014 Grade1final Exam Business Study Questions
 - Advantages of eBooks Over Traditional Books
2. Identifying 2014 Grade1final Exam Business Study Questions
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an 2014 Grade1final Exam Business Study Questions
 - User-Friendly Interface
4. Exploring eBook Recommendations from 2014 Grade1final Exam Business Study Questions
 - Personalized Recommendations
 - 2014 Grade1final Exam Business Study Questions User Reviews and Ratings
 - 2014 Grade1final Exam Business Study Questions and Bestseller Lists
5. Accessing 2014 Grade1final Exam Business Study Questions Free and Paid eBooks
 - 2014 Grade1final Exam Business Study Questions Public Domain eBooks
 - 2014 Grade1final Exam Business Study Questions eBook Subscription Services
 - 2014 Grade1final Exam Business Study Questions Budget-Friendly Options

6. Navigating 2014 Grade1final Exam Business Study Questions eBook Formats
 - ePub, PDF, MOBI, and More
 - 2014 Grade1final Exam Business Study Questions Compatibility with Devices
 - 2014 Grade1final Exam Business Study Questions Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of 2014 Grade1final Exam Business Study Questions
 - Highlighting and Note-Taking 2014 Grade1final Exam Business Study Questions
 - Interactive Elements 2014 Grade1final Exam Business Study Questions
8. Staying Engaged with 2014 Grade1final Exam Business Study Questions
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers 2014 Grade1final Exam Business Study Questions
9. Balancing eBooks and Physical Books 2014 Grade1final Exam Business Study Questions
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection 2014 Grade1final Exam Business Study Questions
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine 2014 Grade1final Exam Business Study Questions
 - Setting Reading Goals 2014 Grade1final Exam Business Study Questions
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of 2014 Grade1final Exam Business Study Questions
 - Fact-Checking eBook Content of 2014 Grade1final Exam Business Study Questions
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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