

Exemplar Question Paper for Advanced Higher Business Management

The Exemplar Question Paper and Marking Instructions have been developed to be used by centres and learners to prepare for question papers (exams) as part of Advanced Higher Course assessment. They show how questions from past papers can be used or amended to support learners in their exam preparation.

The structure of the Exemplar Question Paper is aligned with the guidance in the Course Assessment Specification, which is available on the subject page (www.sqa.org.uk/browsecfsubjects).

The questions in the Exemplar Question Paper follow the style and structure of similar questions in the Specimen Question Paper (also available on the subject page). The paper overall is designed to provide the same level of demand as the Specimen Question Paper; and the Detailed Marking Instructions reflect the approach of those in the Specimen Question Paper.

The questions included in the Advanced Higher Exemplar Question Paper were, as far as possible, selected or amended from those used in past papers, in accordance with the [Guidance on the use of past paper questions](#) document. Care has been taken to align the information in the table below with the questions identified in the guidance document and used in the Exemplar Question Paper.

If no suitable questions were available in recent past papers for reasons of sampling or because there is now new content, new questions were developed or appropriate questions were selected/adapted from other years. Details of how questions have been amended for this Exemplar Question Paper are given in the table below.

When using any past paper questions, it is important to remember that centres and learners must take into account the generic guidance on selection and/or amendments to questions below.

- ◆ You must select questions that provide the learners with the same level of challenge as those in the Advanced Higher Specimen Question Paper.
- ◆ You may be able to use questions as published or with amendments as suggested in the columns below.
- ◆ You must use questions that adhere to the Advanced Higher General Marking Principles and reflect the form of Detailed Marking Instructions as published in the Advanced Higher Specimen Question Paper.

If any change to a question is necessary, you must ensure that:

- ◆ The style and structure matches the Advanced Higher Specimen Question Paper.
- ◆ Marking of the learner's response to the question adheres to the General Marking Principles in the Advanced Higher Specimen Question Paper.
- ◆ Marking Instructions are amended to reflect the style of the Advanced Higher Detailed Marking Instructions.

Additional Subject Specific Information for Advanced Higher Business Management

The table below shows which questions in the Exemplar Question Paper were selected/amended from past papers (and in what way they were amended) — in accordance with the **Guidance on the use of past paper questions for Advanced Higher** document — and also lists any new questions.

The Advanced Higher Exemplar Question Paper can be found on the [subject page](#).

Section 1 — The case study and exhibits of the business used as a stimulus for questions in this section have less words, exhibits and total marks allocated to the questions than those of previous past papers. Centres can choose to lift sources and questions directly from past papers or to amend, adapt and update as required, to reflect a more current situation of the business.

Section 2 — When adapting questions for this section, it is recommended that no more than one question should be in two parts. Questions must have one command word only.

Question papers in Advanced Higher Business Management will have the following mark allocations:

- ◆ Section 1 — 40 marks
- ◆ Section 2 — 40 marks

Glossary of terms

Term	Explanatory comment
Question used as published in past paper	Past paper question has been used as previously published.
Past paper question with context amended	Past paper question has been used, but the basis of the information has altered, eg in Geography, this may mean a change in context from glaciation to coasts.
Past paper question with source amended	Past paper question has been used, but the source of information is different, eg in English this may mean a different text has been used.
Past paper question with style amended	Past paper question has been used, but the style of questioning has changed, eg in Mathematics, multiple-choice questions may have been changed to a short response question.
Past paper question with structure amended	Past paper question has been used but the structure of the question has changed, eg in Physics it may mean only part of question was used with amendments to Marking Instructions to take account of no half marks.
New question written	This is a new area of Course content.

Exemplar Question Paper question number	Question used as published in past paper, with/without amendment to Marking Instructions	Past paper question with context amended	Past paper question with source amended	Past paper question with style amended	Past paper question with structure amended	New question written
Stimulus for Section 1 was taken from the 2013 past paper. Some content in the case study and exhibits were deleted to reflect the reduced number of marks for this Section.						
Q1	2013 S1 Q1 Minor amends to Marking Instructions.					
Q2				2013 S1 Q2 Command word change to 'explain' from 'analyse'. Marking Instructions amended.		
Q3				2013 S1 Q5 Command word change to 'analyse' from 'explain'. Marking Instructions amended.	2013 S1 Q5 Marks reduced to 8 from 10.	
Q4	2013 S1 Q6 Minor amends to Marking Instructions.					
Q5				2013 S1 Q7 Command word change to 'describe' from 'explain'.	2013 S1 Q7 Marks increased to 6 from 4. Marking Instructions re-written.	
Q6					2013 S1 Q8 Marks reduced to 6 from 8. Minor amends to Marking Instructions.	

Section 2

Q7		2014 S2 Q11a Stem reduced.			2014 S2 Q11a Marks reduced to 10 from 13. Minor amends to Marking Instructions.	
Q8					2014 S2 Q10b Question split into two parts of 5 marks each rather than one question of 12 marks. Marking Instructions changed accordingly.	
Q9				2013 S2 Q12a Command word change to 'evaluate' from 'describe and assess'.	2013 S2 Q12a Marks reduced to 10 from 12. Minor amends to Marking Instructions.	
Q10				2012 S2 Q12a Command word change to 'discuss' from 'examine'.	2012 S2 Q12a Marks reduced to 10 from 14. Minor amends to Marking Instructions.	