



# Cambridge International AS & A Level

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**BUSINESS****9609/31**

Paper 3 Business Decision-Making

**May/June 2026****1 hour 45 minutes**

You must answer on the question paper.

You will need: Insert (enclosed)

**INSTRUCTIONS**

- Answer **all** questions.
- Use a black or dark blue pen.
- 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. Do **not** use correction fluid or tape.
- Do **not** write on any bar codes.
- You may use an HB pencil for any diagrams, graphs or rough working.

**INFORMATION**

- The total mark for this paper is 60.
- The number of marks for each question or part question is shown in brackets [ ].
- The insert contains the case study.

This document has **12** pages. Any blank pages are indicated.



1 Analyse **two** impacts on SLS of operating in a market with many competitors.

Blank lined paper for writing.





**2** Analyse **two** reasons why quality is important to SLS.

[8]





- 3 (a) Refer to lines 33–35, calculate the price elasticity of demand of increasing the price per individual carton of ice cream from \$3.50 to \$4.00.

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..... [2]

- (b) Refer to lines 30–32, calculate the income elasticity of demand for SLS's products sold through retailers.

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- (c) Evaluate the likely impact on the marketing behaviour of SLS of an increase in the average income in country A.

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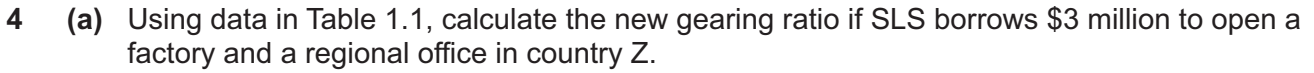
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[12]



[4]

**(b)** Evaluate the likely impact on the shareholders of SLS of the decision to increase long-term borrowing by \$3 million.

[illegible]



[12]



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