

A-level DESIGN AND TECHNOLOGY: PRODUCT DESIGN 7552/2

Paper 2 Designing and Making Principles

Mark scheme

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Mark schemes are prepared by the Lead Assessment Writer and considered, together with the relevant questions, by a panel of subject teachers. This mark scheme includes any amendments made at the standardisation events which all associates participate in and is the scheme which was used by them in this examination. The standardisation process ensures that the mark scheme covers the students' responses to questions and that every associate understands and applies it in the same correct way. As preparation for standardisation each associate analyses a number of students' scripts. Alternative answers not already covered by the mark scheme are discussed and legislated for. If, after the standardisation process, associates encounter unusual answers which have not been raised they are required to refer these to the Lead Examiner.

It must be stressed that a mark scheme is a working document, in many cases further developed and expanded on the basis of students' reactions to a particular paper. Assumptions about future mark schemes on the basis of one year's document should be avoided; whilst the guiding principles of assessment remain constant, details will change, depending on the content of a particular examination paper.

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Level of response marking instructions

Level of response mark schemes are broken down into levels, each of which has a descriptor. The descriptor for the level shows the average performance for the level. There are marks in each level.

Before you apply the mark scheme to a student's answer read through the answer and annotate it (as instructed) to show the qualities that are being looked for. You can then apply the mark scheme.

Step 1 Determine a level

Start at the lowest level of the mark scheme and use it as a ladder to see whether the answer meets the descriptor for that level. The descriptor for the level indicates the different qualities that might be seen in the student's answer for that level. If it meets the lowest level then go to the next one and decide if it meets this level, and so on, until you have a match between the level descriptor and the answer. With practice and familiarity you will find that for better answers you will be able to quickly skip through the lower levels of the mark scheme.

When assigning a level you should look at the overall quality of the answer and not look to pick holes in small and specific parts of the answer where the student has not performed quite as well as the rest. If the answer covers different aspects of different levels of the mark scheme you should use a best fit approach for defining the level and then use the variability of the response to help decide the mark within the level, ie if the response is predominantly level 3 with a small amount of level 4 material it would be placed in level 3 but be awarded a mark near the top of the level because of the level 4 content.

Step 2 Determine a mark

Once you have assigned a level you need to decide on the mark. The descriptors on how to allocate marks can help with this. The exemplar materials used during standardisation will help. There will be an answer in the standardising materials which will correspond with each level of the mark scheme. This answer will have been awarded a mark by the Lead Examiner. You can compare the student's answer with the example to determine if it is the same standard, better or worse than the example. You can then use this to allocate a mark for the answer based on the Lead Examiner's mark on the example.

You may well need to read back through the answer as you apply the mark scheme to clarify points and assure yourself that the level and the mark are appropriate.

Indicative content in the mark scheme is provided as a guide for examiners. It is not intended to be exhaustive and you must credit other valid points. Students do not have to cover all of the points mentioned in the Indicative content to reach the highest level of the mark scheme.

An answer which contains nothing of relevance to the question must be awarded no marks.

Glossary for maths

If a student uses a method which is not explicitly covered by the mark scheme the same principles of marking should be applied. Credit should be given to any valid methods. Examiners should seek advice from their senior examiner if in any doubt.

- [a, b] Accept values between a and b inclusive.
- For π Accept values in the range [3.14, 3.142]
- TheirAccept an answer from the candidate if it has been inaccurately calculated
but is subsequently used in a further stage of the question.

Questions which do not ask students to show working

As a general principle, a correct response is awarded full marks.

wa rait		Marking G	uidance	marks	AO
01	Figures 1 and	2 show two camping la	anterns.	12 marks	AO3 1A AO3 1B
		Figure 1	Figure 2		
	Power	Burning oil	Solar panel		
	source	5	· ·		
	Operation of light	Match	Button		
	Materials	Low carbon steel sheet and glass	Acrylonitrile Butadiene Styrene (ABS), Thermoplastic Elastomer (TPE) and Polycarbonate		
	Manufacture	Deformation and	Redistribution and		
	In your answer • suitability of • manufacturir • power source Marks 9–12 marks 5–8 marks 1–4 marks 0 marks	you should refer to: materials ng processes e. <u>Description</u> Detailed comparison information about poin materials, manufactur sources. A number of indicative content will top end of the mark b There may be some r clarity in some points overall quality of the r Good comparison of I two of the reference p manufacturing process lower end of the mark relating to either of th The majority of points Limited comparison o of the mark band little one of the reference p manufacturing process Points will often be ge confusion No response worthy of	of both lanterns. Accurate nts relating to suitability of ring processes and power different points from the be explained, especially at the and. minor irrelevant points or lack of but this will not detract from the response. both lanterns, referring to at least points: (suitability of materials, sess and power sources). At the a band there may less information to the lanterns. At the lower end or no reference will be at least points (suitability of materials, sess and power sources) entited and the lanterns. At the lower end or no reference will be at least points (suitability of materials, sess and power sources) eneric and may show signs of of credit.		

	Indicative content:	
	 Suitability of materials The use of low carbon steel sheet for Figure 1 is ideal due to the oil power source due to the heat resistance of low carbon steel. Low carbon steel is a thermal conductor meaning it will heat up during use and may be too hot to hold. Low carbon steel is ideal for a camping lantern due to its toughness as camping lanterns are prone to being dropped and kicked over. A finish is applied to the low carbon steel by power coating which may scratch revealing the material underneath to the elements and making it susceptible to corrosion. The glass bulb section is ideal due to its transparency. The glass will resist the temperature of the burning oil, but is prone to shattering with minimal impact force. Figure 2 is formed from thermoplastics which are suitable for a solar power lantern where no direct heat source is in contact with the casing. The thermoplastic casing is a thermal and electrical insulator making it a safer material than the low carbon steel in Figure 1 that may heat excessively, exposing the user to the risk of burns or fires in a tent. The use of TPE on the casing gives texture and grip to the lantern, ideal for camping where the user may wear gloves reducing sensitivity in touch. The polycarbonate casing for the LED bulbs is extremely tough, unlike the glass in Figure 1 and has glass like transparency. 	
	 Manufacturing processes The fabricated steel lantern would be press formed in several pieces that would be joined either by MIG welding, spot welding or riveting requiring multiple assembly processes on the production line. The ABS camping lantern would be formed with several complex injection moulded components that clip together and hold all electronics within integral ribs and clips reducing production time and costs. The TPE texture finish on Figure 2 would be added in the mould reducing labour and assembly processes compared to Figure 1. The Polycarbonate bulb cover in Figure 2 would be injection moulded allowing the design to have an integrated diffuser to improve the lighting effect of the LED bulb. 	
	 Power sources The oil required for Figure 1 is a safety risk for the user and requires specialist vessels for carrying to the campsite, adding weight. The oil for Figure 1 would have to be purchased from a specialist supplier and may not be readily available for camping. The oil provides a multifunction lamp that also heats, ideal for camping. If the user runs out of oil they may lose use of the lamp for the camping trip, unlike the solar powered lamp that will recharge during the day without the need for 'consumables' like the oil. 	

 The LED bulbs mean that it is possible to power the lamp by solar power due to their low power consumption. LED bulbs are also less fragile than standard bulbs making them ideal for a camping environment. 	
Students may also refer to safety aspects of the two lanterns and these points should be rewarded.	
Award any other valid responses.	

Qu	Part		Marking Guidance	Total marks	AO
r	1	1		<u>т </u>	1
02		Figures 3 an	d 4 show two packages for camping lanterns.	6 marks	AO4 2C
		time and pos	the packaging for electronic products has changed over sible reasons for this.		
		Marks	Description		
		5–6 marks	Detailed explanation of the major changes in packaging for electronic products. Accurate information about points relating to changes and the reasons for these. A number of different points from the indicative content will be explained, especially at		
			the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response.		
		3–4 marks	Good explanation of some changes in packaging for electronic products. Some reasoning about these changes is given. At the lower end of the mark band there may be limited reference to reasons for change. The majority of points will be relevant.		
		1–2 marks	Limited information concerning changes in packaging over time. Basic explanation of reasons for change. At the lower end of the mark band little or no reference will be made to packaging for electronic products.		
		0 marks	No response worthy of credit.		
		Indicative co	ontent:		
		 Packaging packaging A greater r to stand out footuroo 	selling the product rather than a shop assistant. number of competing products means that packaging has it more and often displays the product to show key		
		 Online sale product pro Developme 	es mean that packaging requires a greater amount of otection due to increased transport.		
		of integral • The volum with the us landfill.	cardboard clips to remove the use of adhesives. e of packaging has increased between Figures 3 and 4 e polymers raising sustainability issues due to increased		
		 The introduce The package separated 	uction of the packaging directive. ging directive states that all materials must be easily to aid disassembly.		
		 All package instructions Adhesives fixings to a Packaging 	and permanent fixings should be replaced with temporary sist with recycling. of electronic products must display details referring to		
		RoHS, suc	h as the crossed through wheelie bin.		

	 The inclusion of toxic materials within packaging materials and finishes is restricted by the packaging directive. Award any other valid responses. 		
03	Explain how the work of Philippe Starck reflects the postmodern design movement.	6 marks	AO4 2B
	Marks Description		
	5-6 marksDetailed understanding of the work of Philippe Starck. Accurate information about points relating to how Starck's work reflects postmodern design principles. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of 		
	1–2 marks Limited information concerning the work of the postmodern design movement. Points made will tend to be generic and at the lower end of the mark band little or no attempt will be made to link the two aspects.		
	0 marks No response worthy of credit.		
	 Indicative content: Postmodern design movement accommodates elements from all previous movements/styles, such as seen in the Louis Ghost chair. Starck challenges perceptions with his work. This is done through challenging forms that question what we expect specific products to look like and how we expect them to perform, such as seen in the Juicy Salif lemon juicer. Starck uses materials in challenging ways to reimagine classic designs, such as the Hot Bertaa kettle design. Starck uses product design to produce products more at home in an art gallery than a home such as both the Juici Salif and Hot Bertaa. Starck uses product design to make political and social statements, as seen in the Flos Gun Table Lamp. Philippe Starck's work exemplifies Form over Function. 		

04 Figures 5, 6 and 7 show an electric shower. 6 marks AO4 2 marks 04 Discuss how well the shower has been designed to be inclusive to all users. Marks Description 5-6 marks Detailed discussion of how well the shower has been designed for inclusivity. Accurate information about points relating to ergonomics and anthropometrics. A number of different points from the incleative content will be explained, especially at the top end of the mark band. An under of the response. 3-4 marks Good discussion of how the shower has been designed for inclusivity. Some analysis of anthropometric or ergonomic features. At the lower end of the mark band there may be few points expressed in detail. 1-2 marks Limited information concerning the shower design. Basic analysis of the shower within the bower design. Basic analysis of the shower the lower end of the mark band little reference will be made to inclusivity. 0 marks No response worthy of credit. Indicative content: • The shower head has an adjustable wall position allowing it to be angled and adjusted in height for different people of different stature. The bar should allow for a range of movement between 5th and 95th centile. • The critic dial sinclude standardised markings but these are in grey against a grey background making them hard to see. • The fixing of the head to the wall allows the user to show its current setting. • There is no clear temperature display to indicate water temperature.	Qu	Part		Marking Guidance	Total marks	AO
Marks Description 5-6 marks Detailed discussion of how well the shower has been designed for inclusivity. Accurate information about points relating to ergonomics and anthropometrics. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response. 3-4 marks Good discussion of how the shower has been designed for inclusivity. Some analysis of anthropometric or ergonomic features. At the lower end of the mark band there may be few points expressed in detail. 1-2 marks Limited information concerning the shower design. Basic analysis of the shower with little beyond the features seen in the images. At the lower end of the mark band little reference will be made to inclusivity. 0 marks No response worthy of credit. Indicative content: • The shower head has an adjustable wall position allowing it to be angled and adjusted in height for different people of different stature. The bar should allow for a range of movement between 5th and 95th centile. • The fixing of the head to the wall allows the user to shower without holding the shower head. • The control dials include standardised markings but these are in grey against a grey background making them hard to see. • The dial does not have an obvious positional icon to show its current setting. • The reis no clear temperature display to indicate water temperature. • The minimal dial may c	04		Figures 5, 6 Discuss how users.	and 7 show an electric shower. well the shower has been designed to be inclusive to all	6 marks	AO4 2C
Award any other valid responses.			Marks 5–6 marks 5–6 marks 3–4 marks 1–2 marks 1–2 marks 0 marks Indicative co • The showe angled and The bar showe angled and The bar showe angled and The bar showe against a g • The fixing of holding the • The control against a g • The dial do setting. • There is no • The inclusion when rotati • The minimal between pool • The head of when showe	Description Detailed discussion of how well the shower has been designed for inclusivity. Accurate information about points relating to ergonomics and anthropometrics. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response. Good discussion of how the shower has been designed for inclusivity. Some analysis of anthropometric or ergonomic features. At the lower end of the mark band there may be few points expressed in detail. Limited information concerning the shower design. Basic analysis of the shower with little beyond the features seen in the images. At the lower end of the mark band little reference will be made to inclusivity. No response worthy of credit. Interest to a some of movement between 5th and 95th of the head to the wall allows the user to shower without shower head. I dials include standardised markings but these are in grey rey background making them hard to see. I es not have an obvious positional icon to show its current on of indents around the dial allow for increased grip ng. al dial may confuse the user as there is no separation over and temperature. an be removed from the bracket for greater flexibility rering.		

Qu	Part	Mar	king Guidance		Total marks	AO
05		Figure 8 shows the performant different loads (torque). Calculate the equation of the result of the stall	3 marks	AO4 2C		
		Description	Calculation	Mark		
		Recognition of the equation for a straight line and calculation of gradient	Gradient of line is $\frac{500}{-12.5} \text{ or } \frac{-500}{12.5} \text{ or } -40$	1 mark		
		Substitution of values into equation	y = -40x + 1300 so 0 = $-40x + 1300$	1 mark		
		Manipulation of equation to calculate x when y = 0	$x = \frac{1300}{40} = 32.5$	1 mark		
		Calculation of x when y = 0 Where no working has been shown but final answer is accurate.	32.5	3 marks		
		Or accept				
		Description	Calculation	Mark		
		Recognition of the equation for a straight line and calculation of gradient	reduction of 500 over 12.5 Nm	1 mark		
		Substitution of values into equation	1300 500 ×12.5	1 mark		
		Manipulation of equation to calculate x when $y = 0$	32.5	1 mark		
		Calculation of x when y = 0 Where no working has been shown but final answer is accurate.	32.5	3 marks		

Qu	Part		Marking Guidance		Total marks	AO
06		Figure 9 shows the cross press form a section of a The blank is a regular hex The blank has a volume o Calculate the thickness of	4 marks	AO4 2C		
		Description	Calculation	Mark		
		Area of one equilateral triangle in hexagon	$= \frac{1}{2} \times 50 \times 50 \times \sin 60$ = [1082.5, 1082.6]	1 mark		
		so total area of hexagon is	[1082.5, 1082.6] × 6 = [6495 – 6495.56]	1 mark		
		Calculate area of circle and remove from hexagon	Area of circle $A = \pi r^2$ $A = [3.14, 3.142] \times 15^2$ A = [706.5, 706.95] Remove from hexagon [6495, 6496.56] or their area – [706.5, 706.95] = [5788.05, 5790.06]	1 mark		
		Manipulate formula to calculate the thickness	Volume = a x h 12 500 = [5788.05, 5790.06] x h Therefore: H = 12 500 / [5788.05, 5790.06] H = [2.158, 2.159]	1 mark		

		Calculating the thickness Where no working has been shown but final answer is accurate.	H (thickness) = 2.16 mm 2.16mm	4 marks		
Qu	Part	Marking Guidance			Total marks	AO

07	Explain how reduce waste	increased accuracy within production processes can and improve efficiency.	6 marks	AO4 2B
	Marks	Description		
	5–6 marks	Detailed understanding of the importance of accuracy in production processes. Relevant information about points relating to waste reduction and improved efficiency. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of		
		ciarity in some points but this will not detract from the		
	3–4 marks	Good understanding of production process accuracy related to waste reduction or improved efficiency. At the lower end of the mark band some of the points made will be generic with limited explanation.		
	1–2 marks	Limited information concerning production process accuracy. Few points are made with generic reference to waste reduction or improved efficiency. At the lower end of the mark band little if any explanation of points will be offered.		
	0 marks	No response worthy of credit.		
	Indicative co Reducing W • The use of processes • Using jigs standardis rather than • The use of on dimens processes • Setting acc reduces va • Use of Six production	Content : Paste: Jigs and templates will reduce variation in repeated and waste materials. and fixtures will allow the use of temporary fixings to join ed components that can be interchanged and replaced a replacing whole products during QC checks. Go no-go gauges allows quick and effective QC checks ional accuracy within set tolerances to control production curate temperature tolerances in forming processes ariation in produced products and waste products. Sigma monitoring processes can reduce errors in final and therefore reduce waste materials.		

 Ensuring accuracy in tooling reduces errors in produced components Accurate tessellation of components reduces waste materials in production processes. Pre-production modelling allows accurate material volume ordering reducing surplus material for storage.
 Improving Efficiency: Reduced storage for failed products (clearer workspaces). Quicker identification of production processes errors due to tight QA procedures. Better tracking of errors and prediction of errors. Introduction of automated QC checks without human interaction give tighter tolerances.
Award any other valid responses.

08	Give two reasons why X-ray testing would be a suitable post- production test for a welded bridge structure.	2 marks	AO4 2A
	1 mark per relevant point.		
	Indicative content:		
	 X-ray testing is an NDT (Non-Destructive Testing) method used to test products that can then be sold rather than recycled etc. X-ray testing allows the operator to visualise internal defects within a welded joint. A welded bridge structure is produced on a one-off basis meaning NDT testing is ideal. 		
	Award any other valid responses.		

Qu	Part		Marking Guidance			
09		Explain how work of Bauh	developments in manufacturing techniques affected the aus designers.	6 marks	AO4 2B	
09		Explain how work of Bauh Marks 5–6 marks 3–4 marks 1–2 marks 0 marks Indicative co Form Follows embraced the Tubular stee • The developing single pier • The use of ornaments statement.	developments in manufacturing techniques affected the aus designers. Description Detailed understanding of manufacturing techniques used by Bauhaus Design School. Accurate information about the impact of manufacturing developments on the work of Bauhaus Designers. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response. Good understanding of the main Bauhaus design principles. Some understanding of manufacturing techniques used by the Bauhaus are described. At the lower end of the mark band points made will lack explanation. Limited information concerning manufacturing techniques used by the Bauhaus. When points are made they lack detail and explanation, often making generic statements not always relevant to Bauhaus designers. No response worthy of credit. Optiment of tubular steel allowed the production of ce furniture, a key feature of Bauhaus designs. fubular steel lent itself to minimal designs without ation as favoured by the 'form follows function' mission	6 marks	AO4 2B	
		 Chrome p look without for the mass The Bauhat during procession Laminated v 	lated tubular steel gave a monochromatic minimal out variation to standardise the appearance of products sses. aus wished to embrace the machine aesthetic created duction. eneers			
		Laminated forms with	I veneers allowed the production of complex curved out the need for wastage processes.			

• Identical forms could be reproduced using moulds and formers allowing large scale production that would reduce costs to the customer and make products accessible to all.	
Specific examples:	
B3 Wassily chair	
 Production of a lightweight frame armchair with elasticity associated with tubular steel. Monochromatic colour scheme which was easily adjustable with a variety of leather components. 	
Cesca Chair	
• Cantilever chair design striving towards 'fried air' concept associated with the design school.	
Award any other valid responses.	

Qu	Part	Marking Guidance	Total marks	AO
10		 Give four effective uses of project management systems that can benefit designers and manufacturers. 1 mark per relevant point Indicative content: Project management systems benefit designers and manufacturers by: Project management systems, such as Six Sigma are used in identifying areas of weakness/waste within a process. By using project management systems, such as Critical Path Analysis (CPA) designers and manufacturers can streamline processes removing unnecessary stages. Manufacturers can reduce waste production by making to order. By involving all members of a design/manufacture team in decisions TQM can increase efficiency: reducing process, reducing process, reducing process, reducing process, reducing process, reducing process equipment. 	4 marks	AO4 2A
		between manufacturers. Award any other valid responses.		

11	Define what is meant by an iterative design process.	2 marks	AO4 2A
	1 mark per relevant point.		
	1 mark for explanation that multiple possible prototypes/versions of a single product are produced.		
	1 mark for reference to developed with changes based on client feedback.		
	Indicative content:		
	An iterative design process involves continuous improvement where designs are prototyped and evaluated before being refined. After release onto the market products may be refined and released as newer versions with updates.		
	Award any other valid responses.		

Qu	Part		Marking Guidance	Total marks	AO
12		Figure 10 show	vs drawing views of a zinc alloy component.	6 marks	AO4 2B
		Describe the pro through to prepa	e-production procedures a manufacturer would go are for die casting 100 000 copies of the component.		
		In your answer	you should refer to:		
		 design modifi 	ications		
		 machinery pro 	reparation		
		 how a manufa assurance (Q 	acturer would use computer modelling for quality QA).		
		Marke D	Description		
		5–6 marks D fc pr of e: la	Detailed understanding of pre-production preparation or die casting Figure 10 . Accurate information about points relating to design modifications, machinery preparation and computer modelling for QA. A number of different points from the indicative content will be explained, especially at the top end of the mark band.or ack of clarity in some points but this will not detract rom the overall quality of the response.		
		3–4 marks G ra e: m of th	Good understanding of pre-production preparation. A ange of different points from the indicative content are explained but may not always be specific to modifications needed for die casting. At the lower end of the mark band there may be a focus on one of the hree reference points.		
		1–2 marks Li ca as	imited information concerning preparation for die- asting. Generic points are made discussing die casting is a process. At the lower end of the mark band little or to reference is made pre-production procedures.		
		0 marks N	lo response worthy of credit.		
		Indicative cont	tent:		
		Design modific	cations		
		 Inclusion of c Addition of dr Inclusion of ri risk of shrinka 	corner radii to allow for mould removal. raft angles to ease mould removal. ibs and webs to reduce material volume and reduce age upon cooling.		
		Machinery pre	paration		
		 Production of check set up. Production of Test run from 	f a mould/sample before final production begins to f metallic die for forming the component. n first die to check performance.		
		• Inclusion of c	cooling channels to reduce cooling time during forming.		

Quality Assurance/Control	
 Use of CFD software to locate appropriate sprue/injection point to prevent 'short' volume. Use of CFD to analyse cooling rates and calculate cycle times per moulding. Planning of QC checks for production line to monitor component reliability. Award any other valid responses. 	

Qu	Part			Total marks	AO	
13		Figures 11 and 12 show laminated veneers. When forming the chair a length. Calculate the length of la needed to form the chair For this calculation you s The component is constr	v a cantilever chair component for an allowance of 5% must be adde aminated veneer, represented by t in a single piece to the nearest m should ignore material thickness.	med from ed to the the red line, nm. ular arcs.	3 marks	AO4 2C
		Description	Calculation	Mark		
		Calculate the length of the curved sections	Circumference of a circle: <i>Circumference</i> = $2\pi r$ Arc length = $2\pi r \div 360 \times angle$ Arc 1 = $(2\pi \times 40) \div 360 \times$ (180 - 100) = $[251.2, 251.36] \div 360 \times$ (180 - 100) = $[55.82, 55.86]$ Arc 2 = $(2\pi \times 90) \div 360 \times 90$ = $[565.2, 565.56] \div 360 \times 90$ = $[141.3, 141.39]$ Arc 3 = $(2\pi \times 90) \div 360 \times 90$ = $[565.2, 565.56] \div 360 \times 90$ = $[141.3, 141.39]$ Total length of arcs = $[338.42, 338.64]$	1 mark		
		Length of straight sections and arcs	Straight sections: 340 + 330 + 290 + 385 = 1345 + their [338.42,338.64] Total length: [1683.42, 1683.64] mm	1 mark		
		Adding 5% allowance and rounding to nearest mm	their [1683.42,1683.64] x 1.05 = [1767.59, 1767.82] = 1768 mm	1 mark		

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Qu	Part		Marking Guidance	Total marks	AO
14	1	1 Analyse and evaluate the success of two portable MP3 players using the data shown in the Product Life Cycle (PLC) graph in Figure 13	evaluate the success of two portable MP3 players using /n in the Product Life Cycle (PLC) graph in Figure 13	6 marks	AO3 2A AO3 2B
14		Analyse and e the data show Marks 5–6 marks 3–4 marks 1–2 marks 1–2 marks 0 marks Indicative co • Both produce • MP3 A faile following ar • The decline • MP3 A was the growth • MP3 B wen • The maxim A. • The decline • The decline	evaluate the success of two portable MP3 players using <i>n</i> in the Product Life Cycle (PLC) graph in Figure 13 Description Detailed analysis and evaluation of the PLC graph. Accurate information about each of the major stages in the life cycle of each MP3 player comparing the information displayed on the graph is discussed. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response. Good analysis and some evaluation of the PLC graph. The major points shown on the PLC graphs are discussed. At the lower end of the mark band there may be some generic reference to stages of a PLC graph unrelated to the MP3 players in the question. Basic analysis and very little evaluation of PLC graphs in general. Some reference may be made to overall success of the MP3 player shown, but this is holistic. At the lower end of the mark band little or no reference will be to the MP3 player context. No response worthy of credit. ntent: cts were launched at approximately the same time. ed to enter the growth phase and was effectively removed n unsuccessful introduction. e of MP3 A was rapid. removed from the market while MP3 B sales were still in phase. t through all stages of the Product Life Cycle. um number of sales of MP3 B were 10 times that of MP3 e of MP3 B sales was very slow in comparison to MP3 A. so of MP3 B would lead you to expect product extension o be in place to prevent the decline in sales seen from refe	6 marks	AO3 2A AO3 2B
		 The decline MP3 A was the growth MP3 B wen The maxim A. The decline The decline The succes strategies to 2009 onwas 	e of MP3 A was rapid. a removed from the market while MP3 B sales were still in phase. at through all stages of the Product Life Cycle. um number of sales of MP3 B were 10 times that of MP3 e of MP3 B sales was very slow in comparison to MP3 A. as of MP3 B would lead you to expect product extension o be in place to prevent the decline in sales seen from rds. her valid responses.		

14	2	Explain how sales of their	a manufacturer of music players can prevent the decline in product.	6 marks	AO3 2A AO3 2B
14	2	Explain how sales of their Marks 5–6 marks 3–4 marks 1–2 marks 0 marks Indicative co • The establ uploading • The use of and brand. • The use of placement	a manufacturer of music players can prevent the decline in product. Description Detailed explanation of possible extension strategies used to prevent a decline in product sales. Accurate information about points relating to appropriate extension strategies for music players. A number of different points from the indicative content will be explained, especially at the top end of the mark band. There may be some minor irrelevant points or lack of clarity in some points but this will not detract from the overall quality of the response. Good explanation of some appropriate extension strategies. Most of the points made are relevant to the music context and are explained. At the lower end of the mark band there may be a reliance on generic strategies. Limited information concerning extension strategies is given. Basic explanation of methods to increase sales are given with little, if any, specific reference to music players. No response worthy of credit. Sontent: ishing of a brand specific software to support the music procedure. specific file types within ties users into the software aggressive marketing campaigns and product t with major celebrities increased brand recognition.	6 marks	AO3 2A AO3 2B
		 The use of placement The introduce earphones means cor The introductor of the introductor conscious 	aggressive marketing campaigns and product t with major celebrities increased brand recognition. Auction of USP features for their products, such as white , edge to edge display, intuitive graphical user interface asumers return to the brand they have loyalty to. Auction of regularly updated versions keeps fashion users coming back for more.		
		 Using regulation complete r By increasing product ae when upda Introducing can boost 	Jlar software updates products can be revitalised without edesigns. ing the storage available while keeping the minimal sthetics the user does not feel they will have to start again ating. g special editions and product placement in films etc sales.		
		 Combining multiple de The downle products m and therefore Linking w can widen 	features of multiple products reduces the need for evices. oading of paid for applications and back up facility for neans upgrading within the same product range is simple ore the easiest option. ith other companies for peripherals such as earphones your audience.		
		Award any ot	her valid responses.		

Qu	Part	Marking Guidance	Total marks	AO
15		 Give two reasons why companies conform to International Standards Organisation (ISO) standards. 1 mark per reason. Gives customers/consumers etc greater faith/confidence in the company. Gives a company a competitive edge. Helps regulators to ensure that companies meet specific health safety or environmental conditions. Provides reassurances to other companies using their products. Increases their relevance in the global marketplace. 	2 marks	AO4 2A