

**Pearson Edexcel International Advanced Level**

**Wednesday 8 May 2024**

Afternoon (Time: 2 hours)

Paper  
reference

**WBS11/01**

**Business**

**International Advanced Subsidiary**

**UNIT 1: Marketing and people**

**Source Booklet**

**Do not return this Booklet with the question paper.**

*Turn over* ►

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## Sources for use with Section A

### Extract A

#### About *The Coffee House*

*The Coffee House* is a chain of coffee shops in Vietnam. *The Coffee House* opened its first shop in 2014 and within four years it had 100 shops across the country. Its shops are located on busy high streets in Vietnam's large cities. Coffee shops have grown in popularity in Vietnam and have attracted successful international businesses such as *Starbucks*. 5

*The Coffee House* is an innovative brand that has been built by offering an attractive space, excellent customer service and product quality at affordable prices. The mission of the business is to 'deliver happiness'. It aims to provide excellent customer satisfaction as well as providing the employees with an enjoyable place to work. 10

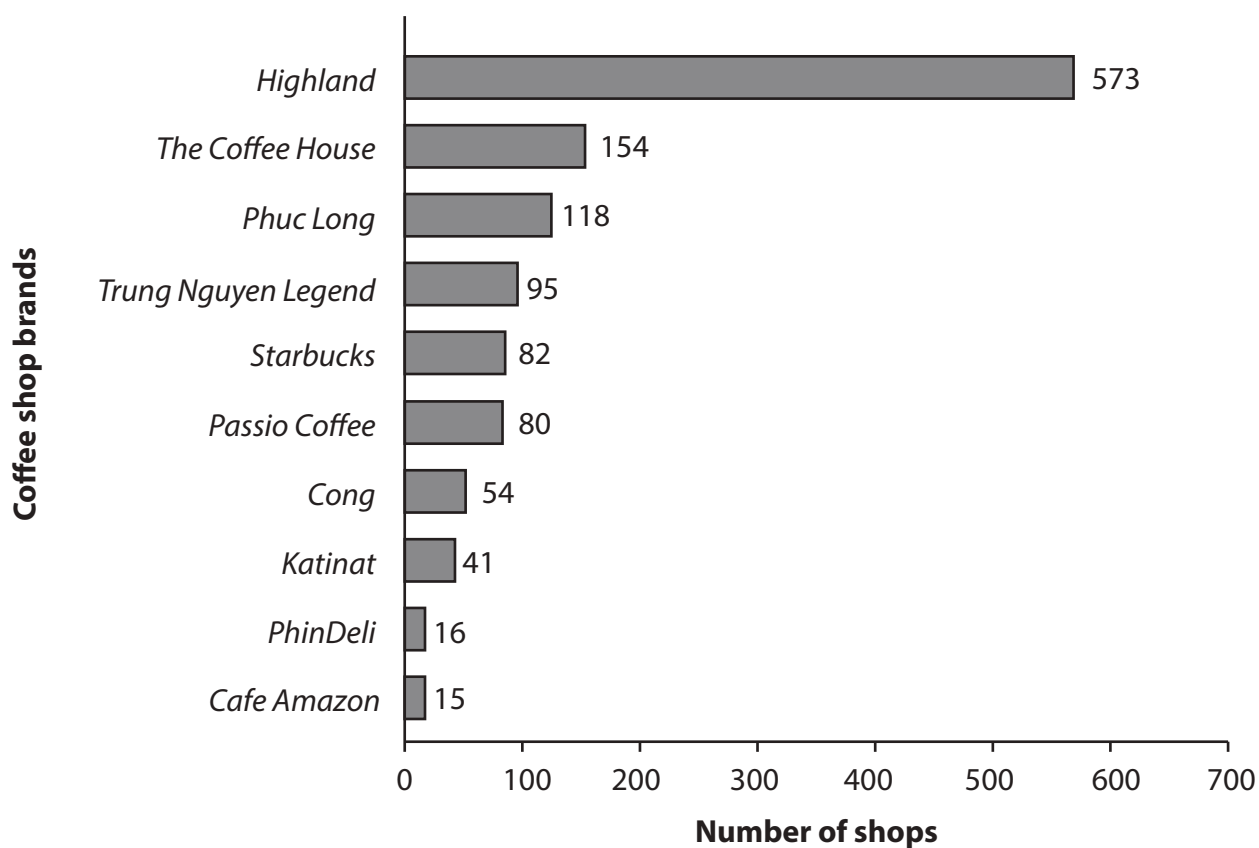
*The Coffee House* is recognised for its innovation by:

- creating a unique design for each shop to provide a welcoming atmosphere that feels like home
- regularly updating menus to adapt to changing tastes and trends
- providing dedicated and comfortable spaces where people can work 15
- being one of the first businesses in Vietnam to launch a mobile app to allow customers to order their drinks online
- investing in its own farm in Vietnam to provide coffee beans for its shops.



## Extract B

### Leading coffee shop brands in Vietnam in 2022 (by number of shops)



## Source for use with Section B

### Extract C

#### About *Market Kurly*

Sophie Kim is the founder and CEO of the South Korean business *Market Kurly*. The business delivers premium quality groceries to people's homes.

Sophie Kim studied at university and worked in banking and management consultancy before her love for food gave her the idea for a start-up business. She created South Korea's first billion-dollar online grocery app. The app is called Morning Star and guarantees delivery of fruits, vegetables and fresh foods to customers by 07:00 the next morning for orders placed before 23:00 the previous evening. 5

*Market Kurly* now sells a range of high quality ready-to-cook and ready-to-eat meals made in partnership with award-winning chefs and restaurants in South Korea. Every new meal offered by the business is first tasted by Sophie Kim and her team, then test marketing is carried out. The product portfolio has also recently been expanded to include cosmetics and other non-food items. 10

In South Korea, Sophie Kim is regarded as one of the country's most successful female entrepreneurs and she hopes to inspire other women to start their own businesses. 15

The range of products delivered by *Market Kurly* includes:

- premium quality fruit and vegetables
- ready-to-eat meals
- traditional Korean ingredients
- international and western style snacks and beverages 20
- cosmetics
- a range of non-food items.



## Sources for use with Section C

### Extract D

#### ***Adidas* versus *Nike***

There has been intense rivalry between global sporting goods businesses *Nike* and *Adidas* for over 60 years. The businesses compete through innovation, product design and promotion in order to dominate the \$310bn global sporting goods market. Currently *Nike* has a larger global market share than *Adidas*.

5

Both *Nike* and *Adidas* invest large amounts of money to build their brands. They do this by promoting the performance of their goods and by attempting to show a trendy and cool image to their target market. *Nike* typically spends a larger proportion of its marketing budget on TV and other advertisements, while *Adidas* tends to favour sponsorship of athletes and sporting events.

10

### Extract E

#### **Sponsorship**

*Adidas* and *Nike* sponsor a range of individuals and teams that includes:

<b><i>Adidas</i></b>	<b><i>Nike</i></b>
Lionel Messi, Argentine footballer	Cristiano Ronaldo, Portuguese footballer
Manchester United, UK football team	Liverpool, UK football team
New Zealand national rugby team	US athletics team
South Korean national tennis team	Tiger Woods, US golf player
FIFA World Cup football mens	Rafael Nadal, Spanish tennis player
FIFA World Cup football womens	Serena Williams, US tennis player
Olympic Games	South African rugby team

## Extract F

### Social media

*Adidas* and *Nike* primarily use the following social media sites to post product information and receive customer feedback:

- Facebook
- Twitter
- Instagram
- TikTok
- YouTube.

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