Coimisiún na Scrúduithe Stáit

State Examinations Commission

Leaving Certificate Vocational Programme

Link Modules Examination 2018

Wednesday, 2 May 2018, 10.00 – 12.30

Examination Number

For examiner use only

Written paper		mark
Section A		
Section B		
Section C	Q.1	
	Q.2	
	Q.3	
	Q.4	
	Q.5	
	Q.6	
Total		

Portfolio	mark
1	
2	
3	
4	
5	
6	
7	
8	
Total	

Cumulative tot check – written	
1. Final end-of-page total	
2. Sum of disallowed questions	
3. Total awarded (1 minus 2)	

Cumulative tot check – portfolio	
1. Total marks	
2. Sum of disallowed items	
3. Total awarded (1 minus 2)	

INSTRUCTIONS TO CANDIDATES

Write your Examination Number in the box on the front cover.

Write all answers into this booklet. There is space for extra work at the end of the booklet. If you need to use it, make sure to label the work clearly with the question number and part.

There are **three** sections in this examination, as follows.

Section A – Audio Visual

There are eight questions. Answer **all eight** of them.   **(30 marks)**

Section B – Case Study

There are three questions. Answer **all three** of them.   **(30 marks)**

Section C – General Questions

There are six questions. Answer **any four** of them.   **(100 marks)**

Section A   Audio Visual   30 marks

- You will have **three** minutes to read the questions in Section A.
- You will be shown a DVD with a Business Location theme.
- You will see the DVD **three** times.
  - The first showing will include the whole sequence.
  - It will then be shown in **three** parts. After each part is shown, you will be given time to write your answers in the appropriate section of the answer book.
  - You will then see the entire DVD sequence again.

Answer all **eight** questions on the pages that follow. This page may be used for notes.

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PART 1

Q.1 What is the name of Evan's business?   **(1 mark)**

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Q.2 As well as product, what other elements does Evan consider important in becoming a
successful business?   **(2 marks)**

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Q.3 What influenced Evan in his decision on where to set up his workshop?   **(3 marks)**

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PART 2

Q.4 What reasons does Evan give for sponsoring the local gaelic football team? **(4 marks)**

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Q.5 List the benefits of doing a feasibility study? **(4 marks)**

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Q.6 Evan is an innovative business person. What evidence is there to support this
statement? **(4 marks)**

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PART 3

Q.7   What has Evan learned from his self-evaluation of the business?   **(6 marks)**

PART 3

Q.8 What evidence is there that Evan is aware of the positive impact of IT on a business. How can he ensure that IT development continues to be beneficial? **(6 marks)**

Section B   **Case Study**   **30 marks**

VOLUNTEERING

Many communities rely on volunteers to help deliver services and programmes that enhance the life of the people living in the area. Local Volunteer Centres were set up to help match those who needed volunteer workers with individuals offering their services. The Volunteer Centres offer advice, placement and support services to individuals and organisations who are interested in volunteering in Ireland.

Opportunities also exist for those who wish to have the experience of volunteering abroad. Tailored volunteer projects are offered by many agencies.

People volunteer for a variety of reasons. In Tommy's case, having spent most of his working life in the construction industry, he found himself unemployed for a long period of time after his employer went out of business. He was becoming increasingly concerned about the challenges of gaining new employment. During a visit to his local Intreo Office he learned that he could volunteer and his jobseekers allowance would not be affected. Tommy decided to contact his local Volunteer Centre to explore some volunteering opportunities. This would give him the opportunity to develop new skills and gain valuable experience for his CV.

Sarah is a Placement Officer in the Volunteer Centre; she matches organisations that need help with people who wish to volunteer. Tommy had a face-to-face meeting with Sarah during which she pointed out a number of things Tommy should consider if he wishes to volunteer while searching for a job. Volunteering is a great way to improve his chances of finding work but it is important not to let it interfere with his job search. Tommy discovered there are a number of aspects he should consider before committing to volunteering if his experience of being a volunteer is to be a positive one.

Having registered with the Volunteer Centre, Tommy applied for work and secured a placement volunteering at a local care home for the elderly. His decision to accept this placement is due to his personal engagement with care homes. His elderly father has been living in a state-of-the-art facility for the last 6 months. Through his experience in the care home Tommy realised that this type of work really suited him. He researched the qualifications that are required for this career and he applied to do a course in Care Skills at a Further Education College.

Many organisations depend greatly on the positive impact of volunteering. Companies give back to society through their Corporate Social Responsibility strategy. Given the differences between commercial and volunteer organisations, it is important to ensure effective structures exist. Larger companies appoint Volunteer Co-ordinators who play a vital and varied role for both the individual and the organisation. Experience has shown that involving all parties in decision-making is vital to the success of volunteer agencies in Ireland.

Answer **all three** questions.

Q.1 Explain **three** of the following terms
  (i) Volunteer
  (ii) Construction Industry
  (iii) Placement Officer
  (iv) Corporate Social Responsibility.

(6 marks)

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Q.2

(i)   What might have influenced Tommy when choosing where to volunteer? What might Tommy gain from volunteering?

(ii)   Outline the steps in the recruitment process when an organisation is looking for a volunteer. **(12 marks)**

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Q.3

(i) Compare and contrast a voluntary body with a commercial business.

(ii) What challenges exist for a new voluntary body setting up in your area.   **(12 marks)**

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Examiner
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Section C   General Questions   100 marks

This section has six questions. Each question carries 25 marks. Answer **any four** questions.

To help you decide which questions to answer and to help you find them in the booklet, here are all the questions with the page range for each. Answer your four chosen questions in the appropriate pages in this booklet.

Q.1   **Pages 16 to 18**

Enterprise is essential for growth in the economy.

(a)   Explain what you understand by the term 'enterprise'.

(b)   Describe **two** examples of enterprise in action in each of the following.

(i) Household   (ii) Local Community.

(c)   Identify **two** agencies which provide support for business start-ups. Outline the type of support offered by each of these agencies.

(d)   **Planning**, **good managerial skills** and **product development** are among the essential elements to ensure continued success for any enterprise. Outline the importance of each.

Q.2   **Pages 19 to 21**

As part of your LCVP course you are required to undertake work experience/work shadowing which will help you make informed career choices.

(a)   Name **one** career you might be interested in and identify **two** skills/qualities required to pursue it.

(b)   (i)   State **two** methods of finding work experience/work shadowing.

(ii)   Outline **two** advantages for one of the methods you have listed.

(c)   Explain **three** reasons why it is helpful for an employee to have a clearly defined role in the workplace.

(d)   Describe how your work experience/shadowing has influenced you in your choice of career. Refer to **two** possible career paths, evaluating each.

Q.3   **Pages 22 to 24**

Your local area has decided to enter the Tidy Towns competition.

(a)   List **two** sources of employment in your local area.

(b)   Present the SWOT analysis the organising committee would draw-up for your local area.

(c)   Outline the steps that should be taken by the local community in preparation for entry to the competition.

(d)   Discuss **three** ways the local community will benefit from participation in the Tidy Towns competition.

Q.4 **Pages 25 to 27**

A positive workplace atmosphere is of benefit to all.

(a) (i) Name **two** Trade Unions.

(ii) What is a shop steward?

(b) Outline **four** reasons why an individual might join a trade union?

(c) Explain the benefits to a business of a good industrial relations climate. How might poor industrial relations affect the business?

(d) Describe **three** obligations an employee has regarding health and safety at work.

Q.5 **Pages 28 to 30**

You are part of your LCVP class committee to plan upcoming activities.

(a) What is the role of the chairperson of a committee?

(b) What skills should a good chairperson have? Explain each of your answers.

(c) Consider a committee in which you have taken part. What might cause it to be less successful?

(d) What recommendations would you give to students planning their first LCVP class activity.

Q.6 **Pages 31 to 33**

Your LCVP class has been involved in carrying out an enterprise activity.

(a) List **three** methods of generating an idea for a class project.

(b) Explain what is meant by the term 'marketing mix'.

(c) Draft the marketing section you would have included in your report on this activity.

(d) Outline **four** ways your partipication in this activity will benefit you in future employment.

Q.1   **(25 marks)**

Enterprise is essential for growth in the economy.

(a)   Explain what you understand by the term 'enterprise'.

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(b)   Describe **two** examples of enterprise in action in each of the following.
       (i) Household   (ii) Local Community.   **(4 marks)**

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(c) Identify **two** agencies which provide support for business start-ups. Outline the type of support offered by each of these agencies. **(8 marks)**

(d) **Planning**, **good managerial skills** and **product development** are among the essential factors to ensuring continued success for any enterprise. Outline the importance of each.

(9 marks)

Q.2 **(25 marks)**

As part of your LCVP course you are required to undertake work experience/work shadowing which will help you make informed career choices.

(a) Name **one** career you might be interested in and identify **two** skills/qualities required to pursue it. **(3 marks)**

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(b) (i) State **two** methods of finding work experience/work shadowing.
   (ii) Outline **two** advantages for one of the methods you have listed. **(5 marks)**

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(c) Explain **three** reasons why it is helpful for an employee to have a clearly defined role in the workplace. **(9 marks)**

(d) Describe how your work experience/shadowing has influenced you in your choice of career. Refer to **two** possible career paths evaluating each. **(8 marks)**

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Q.3   **(25 marks)**

Your local area has decided to enter the Tidy Towns competition.

(a)   List **two** sources of employment in your local area.   **(2 marks)**

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(b)   Present the SWOT analysis the organising committee would draw-up for your local area.

(8 marks)

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(c) Outline the steps that should be taken by the local community in preparation for entry to the competition. **(6 marks)**

(d) Discuss **three** ways the local community will benefit from participation in the Tidy
Towns competition. **(9 marks)**

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Q.4 **(25 marks)**

A positive workplace atmosphere is of benefit to all.

(a) (i) Name **two** Trade Unions. **(5 marks)**

(ii) What is a shop steward?

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(b) Outline **four** reasons why an individual might join a trade union? **(8 marks)**

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(c) Explain the benefits to a business of a good industrial relations climate. How might poor industrial relations affect the business? **(6 marks)**

(d) Describe **three** obligations an employee has regarding health and safety at work.

(6 marks)

Q.5 **(25 marks)**

You are part of your LCVP class committee to plan upcoming activities.

(a) What is the role of the chairperson of a committee?

(4 marks)

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(b) What skills should a good chairperson have? Explain each of your answers. **(6 marks)**

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(c) Consider a committee in which you have taken part. What might cause it to be less successful? **(6 marks)**

(d) What recommendations would you give to students planning their first LCVP class
activity. **(9 marks)**

Q.6 **(25 marks)**

Your LCVP class has been involved in carrying out an enterprise activity.

(a) List **three** methods of generating an idea for a class project. **(3 marks)**

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(b) Explain what is meant by the term 'marketing mix'. **(6 marks)**

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(c) Draft the marketing section you would have included in your report on this activity.

(8 marks)

(d) Outline **four** ways your partipication in this activity will benefit you in future employment. **(8 marks)**

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You may use this page for extra work.
Make sure to label extra work clearly with the question number and part.

You may use this page for extra work.
Make sure to label extra work clearly with the question number and part.

Leaving Certificate Vocational Programme – Common Level

Link Modules

Wednesday 2 May
Morning 10.00 – 12.30