2026.M56

2026L033G1EL

Coimisiún na Scrúduithe Stáit
State Examinations Commission

Leaving Certificate Examination 2026

Business

Section 1 and Answerbook

Ordinary Level

Thursday 11 June Morning 9:30 - 12:00

400 marks

Examination Number

Date of Birth / /

For example, 3rd February 2005 is entered as 03 02 05

Centre Stamp

Instructions

Write your Examination Number and your Date of Birth in the boxes on the front cover.

Write your answers to all parts of the examination into this Answerbook. This Answerbook will be scanned and your work will be presented to an examiner on screen. Anything that you write outside of the answer areas may not be seen by the examiner.

Write your answers in blue or black pen. You may use pencil for sketches, graphs and diagrams only.

There are two sections in this examination. Questions for **Section 2** are supplied separately but your answers must be written in this Answerbook.

Candidates are required to answer:

(A) **Ten** questions from **Section 1 and**

(B) **Four** questions from **Section 2** as follows:

One question from **Part 1**

One question from **Part 2**

and any other **Two** questions.

All questions in Section 2 carry equal marks.

Make and Model of calculator used:

Section 1	Short Answer Questions	100 marks

Answer 10 questions. Each question carries 10 marks.

1. What do the following letters stand for? Write answers in spaces provided.

USP	
BIK	
USC	

2. Indicate **True or False** after each of the following statements.

Statement	True or False
A strategic plan is a long-term plan of the overall goal of the business.	
A contingency plan is a plan put in place should something expected happen.	
A tactical plan is for 5 to 10 years.	
A mission statement is a summary of the vison, aims and values of a business.	

3. Identify the **three** other elements of the marketing mix.

Product	______________
______________	______________

Marketing Mix

4. Indicate, by placing a tick (✓) in the correct box, the **European Institution** that each statement best describes.

Statement		**European Parliament**	**European Commission**	**Council of the EU**
(i)	Manage the day to day running of the EU			
(ii)	Debate and approve EU law			
(iii)	Adopt EU Law and co-ordinates EU Policy			

5. Match the example in the table with the most relevant **type of international trade** from the list below:

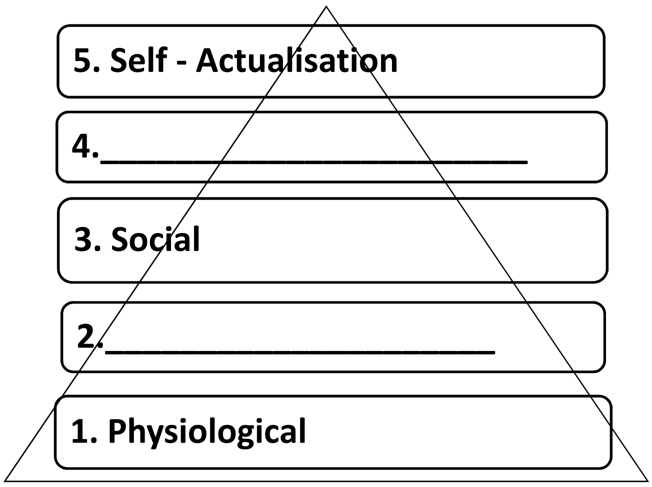
- **Visible import**
- **Invisible import**
- **Visible export**
- **Invisible export.**

			
Spanish student studying in Ireland	Kerrygold butter sold in France	Bananas sold in Ireland	Irish citizen travelling to New York
(i)	**(ii)**	**(iii)**	**(iv)**

6. Explain the difference between an **Intrapreneur** and an **Entrepreneur.**

An Intrapreneur is:
An Entrepreneur is:

7. Complete levels 2 and 4 of **Maslow's Hierarchy of Needs** pyramid.



8. Outline the purpose of the following insurance forms.

1. Proposal Form:
2. Claims Form:

9. Choose the appropriate words to complete the sentences below. (One word does not apply)

Matrix **Narrow** **Wide**

(i) A team-based organisational structure is called a ______________________ organisational structure.

(ii) Directly supervising a large number of employees means a manager has a ________________ span of control.

10. Indicate whether **each** of the following is an example of **Direct or Indirect Tax** by placing direct or indirect into the box.

Tax	**Direct or Indirect**
PAYE (Pay as you earn)	
Local Property Tax	
VAT (Value Added Tax)	
Excise Duty	

11. List **two** responsibilities a data controller has in relation to their 'customers data' under General Data Protection Regulation (GDPR).

1.
2.

12. **Circle** the correct option in **each** of the following statements:

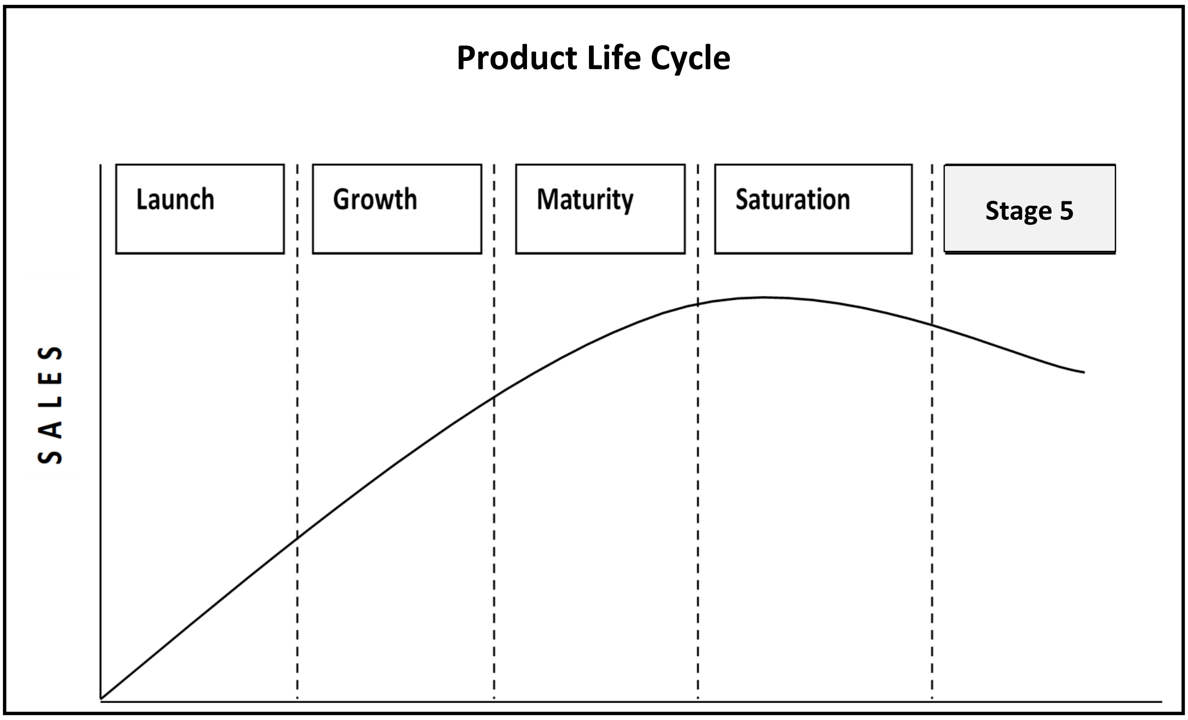
(i) An increase in the cost of goods from one year to the next is called **inflation/deflation**.

(ii) Higher employment rates lead to an **increase/decrease** in government spending on social welfare.

(iii) Higher interest rates mean the total cost of borrowing will be **higher/lower** for consumers.

(iv) A recession will lead to an **increase/decrease** in spending amongst consumers.

13. The diagram below illustrates the product life cycle. Answer the questions which follow.



(i) Identify the stage above, labelled stage 5.

____

(ii) Identify a stage of the product life cycle where sales increase.

____

14. The following information is available from the final accounts of Deacy Ltd on the 31/12/25. Calculate the **Acid Test Ratio.**

Current Assets €110,000
(includes closing stock of €42,000)

Current Liabilities €136,000

Formula:	
Workings:	
Answer:	

15. In the following table, Column 1 is a list of stakeholders. Column 2 is a list of explanations.

Column 1: Stakeholders	**Column 2: Explanations**
1. Government	**A.** Has the idea and the initiative to take the risk of setting up a business.
2. Consumer	**B.** Plan and control business activities to achieve organisational goals efficiently.
3. Investor	**C.** Provide necessary materials or services required for business production.
4. Manager	**D.** Provide funds to businesses with the expectation of earning returns on their investment.
5. Supplier	**E.** They regulate businesses through laws, taxes, and policies to ensure fair and legal operations.
	F. Purchase goods and services and influence business decisions through their needs and choices.

Match the two lists by placing the letter of the correct explanation under the number of the relevant stakeholders below. One explanation has no match.

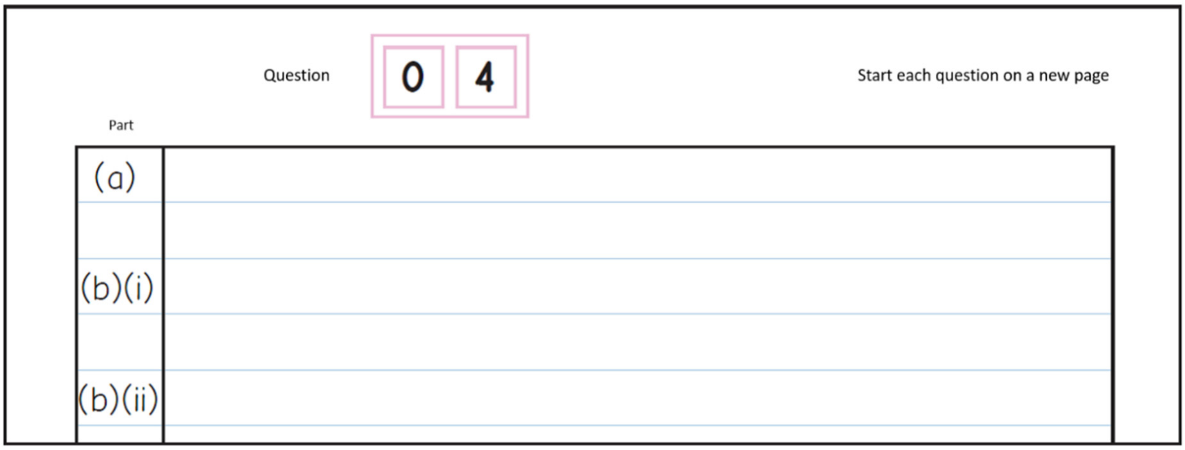
Stakeholders	**1**	**2**	**3**	**4**	**5**
Explanation					

Answerbook for Section 2

Instructions

Questions for **Section 2** are supplied separately.

Start each question on a new page. Write the question number in the box at the top of each page. Use the left-hand column to label each part, as shown below.



Two pages of graph paper are provided in this answerbook. On pages with graph paper, the box for the question number is at the bottom of the page.

You do not need to use all of the pages in this answerbook. If you run out of space in this answerbook, you may ask the superintendent for more paper or graph paper.

Write your answers in blue or black pen. You may use pencil for sketches, graphs and diagrams only.

Question

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Question

Start each question on a new page

Part

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