

tomjjok

today

How To Get A H1 in Leaving Cert Business

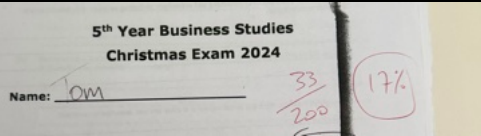
An in Depth Guide of Knowledge & Tips + H1 Script Review

tomjjok today

5th Year Business Studies
Christmas Exam 2025
Name: Tom
33/200
17%
H7

Leaving Certificate Examination 2026
Business
Answerbook
Level
ony 11 B
forming 9:30 - 12:15
H1

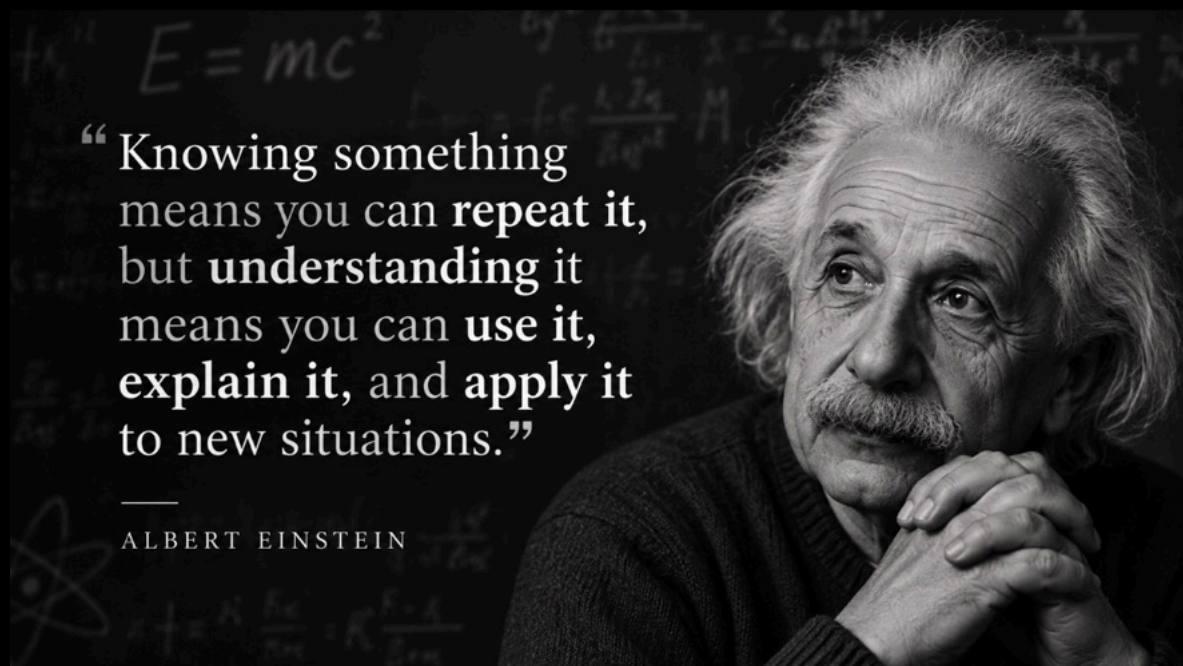
TRANSFORM YOUR BUSINESS GRADE:
H7 → H1



Ábhair / Subjects	Leibhéal / Level	Grád / Grade
Gnó Business	Ard Leibhéal Higher Level	1

One big misconception about Leaving Cert Business is that it is a subject you can rote learn. This caught a lot of students off guard in the 2026 exam as the SEC is moving towards a more applicable form of learning forcing students to apply their theory to situations.

This aim of this guide is to show you how I achieved a H1 in Business by understanding the subject not learning it.



“Knowing something means you can repeat it, but **understanding** it means you can **use** it, **explain** it, and **apply** it to new situations.”

—
ALBERT EINSTEIN

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Coimisiún na Scrúduithe Stáit
State Examinations Commission

Leaving Certificate Examination 2026

Business

Section 1 and Answerbook

Higher Level

Thursday 11 June Morning 9:30 - 12:30

400 marks

Examination Number

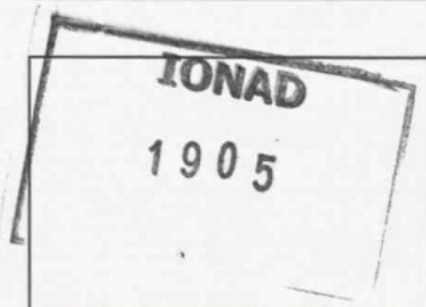
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For example, 3rd February
2005 is entered as 03 02 05

Centre Stamp



1. Exam Assessment Breakdown

2026 Exam Breakdown + My Results.

Section	Marks	Available	%
Section 1 – Short Questions	80	80	100%
Section 2 – ABQ	68	80	85%
Section 3 – Long Questions	223	240	92.9%
TOTAL	371	400	92.75%
Final Result + PMA	+11	Final Result:	95.50%

Leaving Cert Business 2027 will not have the same layout, It will be as followed:

- **Compulsory - Question 1: Worth 90 marks.**
- **Choice - Questions 2,3,4 or 5: Worth 70 marks each.** You must do 3 out of the 4.
- **Project - An Investigative Study: Worth 200 marks.**

2027 Exam Breakdown.

Section		Marks	Total
Written Exam (60%)	Question 1	90	90 (18%)
	Questions 2,3,4,5	70	210 (42%)
Project (40%)		200	200 (40%)
Marks			500 (100%)

You can only afford to loose 50 marks of the 500 in order to achieve a H1. This makes maximising your effort into the project super important for confidence on the day.

2. 2027 Business Alive Investigative Study

Mark Allocation

Section	Marks
Introduction	20
Investigation, Findings, Analysis and Evaluation	100
Conclusion	30
Overall Coherence	50
Total	200

Project Question

5. Topic for the Business Alive Investigative Study

Complete a Business Alive Investigative Study and Report based on the following:

 gov.ie

‘Digitalisation is a major driver of productivity growth through the improvement of process efficiency and the quality of products and services. The growing adoption of technologies is disrupting traditional roles and transforming the world of work.’

Department of Enterprise, Tourism and Employment
Adapted from www.gov.ie

You are required to investigate how a work practice that uses digital technology is impacting either employers or employees.

Support your investigation with appropriate primary and/or secondary data.

How I would approach this.

Remember: I am not your teacher, You should also familiarise yourself with the brief and cover page before taking any advice. (Oide — Business Alive Investigative Study – Leaving Certificate Examination 2027).

1.The Investigation, Findings, Analysis and Evaluation part of the project is the most important part of your assessment (even the exam) worth 20% of your full subject result. It will also provide the best return on investment if you do it properly. The question states you must support your investigation with ‘primary and/or secondary data’. I would focus more on primary sources of data as this will impress the examiner more and show a clear level of effort in your project, e.g. Email a survey to every Business you can, interview your Mum or Dad if they work a cooperate job.

2. AI will be what most people who read the statement will base their project around. Leaving Cert Business remains to be one of the most popular choice subjects and examiners will see hundreds if not thousands of projects putting AI as your main thesis leaves a risk of just being “another AI project” this is an important factor for all other projects too you want to stand out especially if you want top grades.

3. The examiners are looking to see if you answered all parts of the question. Make sure you did so they have nothing to penalise you on.

Tip:

Read over the question and break it down, use the question as a shopping list and make sure you have everything in your trolley.

Example:

- Productivity growth
- Improved process efficiency
- Improved quality of products/services
- Disruption of traditional roles
- Transformation of the world of work

✓ / X
✓ / X
✓ / X
✓ / X
✓ / X

The deadline for submission is the 12th of March 2027. Personally I would primarily work on the project until then and then focus on theory for June.

3. How to answer like a H1 Student

First things first in order to get full marks in a question you must understand what the question is asking you. This factor of Leaving Cert Business separates the H1 students from the H2 and H3 students and shows a clear understanding of the subject and terminology. During my study of the subject I printed out a sheet that tells me this so when answering past paper questions I could look at and apply. Screenshot or copy the one I made to do the same.

MUST GIVE AN EXAMPLE

Illustrate: Explain it and give an example.

Demonstrate: Show how it works, with an example or evidence.

Using examples: Give the point and examples.

MUST COMPARE / CONTRAST “where as”

Contrast: Show the difference.

Distinguish: Clearly show the difference.

Compare: Talk about both and show similarities and differences.

EXPLAIN / DEVELOP

Explain: What + why/how.

Describe: Say what it is and its main features.

Outline: Main point + short explanation.

Analyse: Break it down and explain why/how it affects things.

Examine: Look closely at the different factors involved.

JUDGEMENT / EVIDENCE

Discuss: Give both sides and support your points.

Evaluate: Weigh up the evidence and give an evaluation: “e.v” at the end.

SHORT / DIRECT

Identify: Just name it.

Define: Say exactly what it means.

Suggest: Give a possible solution and why.

Apply: Use your knowledge on the business/case given.

I will be using my 2026 exam script for this part, I understand that the 2027 exam will not follow the same exam structure. Despite the change the questions share pretty much the same answering structure of previous years.

This guide will show you how to answer like a H1 student not how to answer the 2027

I got full marks in the following short questions and will be discussing why as well as giving tips.

- Q3: 10/10
- Q4: 10/10
- Q7: 10/10
- Q8: 10/10
- Q9: 10/10
- Q10: 10/10
- Q11: 10/10
- Q12: 10/10

Q3.

3. Explain two differences between ad hoc meetings and Annual General Meetings.

1. ~~Whereas~~ Ad Hoc Meetings are urgent and not timed for when they take place ^{✓₃} whereas ^{✓₂} AGMs are set timed for every Annum.
2. ^{✓₂} AGMs discuss the vision for the business over the next year. ^{✓₃} Where ADHoc meetings discuss urgent problems faced recently.

Ad Hoc Meetings are urgent and not timed for when they take place whereas AGMs are set timed for every annum.

AGMs discuss the vision for the business over the next year. Whereas Ad Hoc meetings discuss urgent problems faced recently.

Tips

Explain two differences = Use “Whereas” this shows to the examiner you know your differentiating between the two and forces you to not just talk about them.

When asked for ‘two’ anything try have the knowledge to make two points that don’t overlap each other, e.g. If asked for two reasons why an multinational company would locate in Ireland if you said EU membership for one and free movement of goods for the other you might not get full marks for your second point due to the overlap.

Q4.

4. (i) Explain the term privatisation.

Is when state owned ^{✓3} Enterprises are sold off to the private market. By the Government
E.g The privatisation ^{✓2} of Telefís Ireland's phone service

- (ii) Outline one benefit of privatisation to the Irish economy.

Increased ^{✓3} Government Revenue - As the government gets paid a lump sum for the company and no longer has to pay for the running of the business. ^{✓2}

(i) Is when state owned Enterprises are sold off to the private market. By the Government E.g The privatisation of Telefís Ireland's phone service.

(ii) Increased Government Revenue – As the government gets paid a lump sum from the company and no longer has to pay for the running of the business.

Tips

You might think why did you use an example on an explain keyword?. My answer is to try use examples were possible/necessary. Some terms require an example no matter what because that is how you explain them. e.g. if asked to explain the term trade barriers using an example like tariff, embargo etc is needed as this is how you explain what a trade barrier is.

I ran out of room in part (ii) but the benefit should have been expanded on more adding something like “they can use this extra money to fund ...”. I still got full marks but this is important to include.

Q7.

7. Circle the **correct option** in the case of **each** of the following statements.

- (i) A Co-operative business is owned by members / shareholders. ✓₃
- (ii) In general, a Partnership business continues / ceases to exist if a partner leaves. ✓₂
- (iii) A Private Limited Company has limited / unlimited liability. ✓₂
- (iv) A State-owned Enterprise is known as a Public / Statutory company. ✓₂
- (v) A Strategic Alliance is a permanent / temporary business arrangement. ✓₁

- (i) Members
- (ii) Ceases
- (iii) Limited
- (iv) Statutory
- (v) Temporary

These questions were pretty much 10 free marks if you had a good decent knowledge of the subject but have been removed. It will look like this for you.

2027 sample paper 2 Q2 (a)

Question 2

(a) Fill in the missing term in the case of **each** of the following statements.

- (i) Visible exports minus visible imports is known as the Balance of _____.
- (ii) During primary research, using a select number of participants discussing a product or service is known as a _____.
- (iii) Costs that remain constant regardless of a business' output are known as _____ costs.
- (iv) A model of production and consumption which extends the life cycle of products, reduces waste, and creates further value is known as the _____.
- (v) The workers union representative in the workplace is known as the _____.

These style of questions are still very easy to score in and with constant practice become repetitive there's no tip I can give other than maybe practise the ones from older papers like above but remove the 50/50 answers.

Q8.

8. Outline **two** factors a business should consider before choosing to set up in a local community.

1. **Market Size** ^{✓₃} - local communities may not have a large market size for ~~that~~ certain businesses increasing risk ^{✓₂} of failure.
2. **Employment** ^{✓₃} - Businesses in local communities may struggle to find employees that suit the business. Increasing stress for managers ^{✓₂}.

Market Size – local communities may not have a large market size for the certain businesses, increasing risk of failure.

Employment – Businesses in local communities may struggle to find employees that suit the business, increasing stress for managers.

Tips

This type of question is a very likely one to come up as it can be fitted to a lot of long questions around globalisation etc.

It is important to use the State, Explain, Expand / Evidence (S.E.E) approach to answering this type of question. Outlining the factor saying how said factor relates to choosing to set up in a local community and explaining impact of the factor is how to get full marks.

When asked to outline factors especially more than two it is important to give at least one good and one bad it does depend on the wording on the question and normally they will tell you to give advantages and disadvantages but do be careful as listing only positives or only negatives can lead to overlap losing you marks.

Q9.

9. Column 1 is a list of business terms.
Column 2 is a list of possible explanations for these terms.
(One explanation does not refer to any of these terms)

Column 1	Column 2
1. Risk Management	A. A person or business who sells insurance on behalf of several different insurance companies.
2. Indemnity	B. Used by insurance firms to calculate compensation when an item is insured for less than its actual value.
3. Contribution	C. A planned approach used by businesses to identify potential risks that might occur.
4. Insurance Broker	D. You cannot be better off after a loss has occurred than you were before the loss happened.
5. Actuary	E. The insured cannot insure an item with more than one insurance company.
	F. Calculates the premium to be paid by the insured.

Match the two lists by placing the letter of the correct explanation under the relevant number below.

1.	2.	3.	4.	5.
C	D	E	A	F

Similar to Q7, these style of questions were a free 10 marks. Sadly from looking at the higher level sample papers and with the removal of short questions, I don't think these are no longer going to be on the exam.

If they are it is not hard you are given both the term and the answer you just have to apply your knowledge

Q10.

10. The Finance Manager of Delectable Delights Ltd. has produced the following figures:

Forecast Output (Sales)	50,000 units
Selling Price per unit	€ 20
Fixed Costs	€ 300,000
Variable Cost per unit	€ 10

Using the information provided calculate the:

- Break-Even Point in units
- Profit at Forecast Output
- Margin of Safety in units.

(i) Break-Even Point	(ii) Profit at forecast output	(iii) Margin of Safety
$\frac{300,000}{20 - 10}$ ✓₄ Answer: 30,000 units	$50,000 \times 20 = 1,000,000$ $- 300,000 + 50,000 \times 10$ $= 200,000$ ✓₃ Answer: €200,000	$\frac{200,000}{20}$ ✓₃ Answer: 20,000 units

(i) Break-Even Point
 $300,000 \div (20 - 10) = 30,000$ units

(ii) Profit at forecast output
 $50,000 \times 20 = 1,000,000 - 300,000 + (50,000 \times 10) = €200,000$

(iii) Margin of Safety
 $50,000 - 30,000 = 20,000$ units

Break-Even Point is not shown on the sample papers either.

Confirm with your teacher or course work if you will need it for the exam.

Q11.

11. Explain, using examples, the difference between Organic and Inorganic Growth.

Organic Growth - Is internally within the business allowing the business to keep control but is a slower process. E.g. Franchising your açaí bowl business. Whereas Inorganic growth is growth using external ways of expansion allows for fast but expensive growth. E.g. Ryanair purchasing 51% of EasyJet's stock for an acquisition.

Organic Growth – is internally, within the business allowing the business to keep control but is a slower process. E.g. franchising your açai bowl business.

“Whereas”

Inorganic growth is growth using external ways of expansion, allows for fast but expensive growth. E.g. Ryanair purchasing 51% of EasyJet's stock for acquisition.

Tips

This is a prime example of a H1 answer.

Show keywords like Internally, Keep Control and Fast But Expensive. That force the examiner to give you full marks.

The question states 'Explain, using examples, the difference' and my answer nails all parts.

Here's how: Short explanation with key words implemented, examples relevant to the terms e.g. Organic - Franchising, Inorganic - Acquisition, Correct use of “whereas” to show the obvious difference rather than trying to explain it.

The only thing I will say is try use real life examples e.g. Facebook acquiring Instagram. In my case it doesn't matter as much as the question wasn't about what an acquisition is so making up a theoretical example that is not blatantly fake won't lose you marks.

Q12.

12. Explain **two** implications for a business of a manager adopting a McGregor Theory X approach to management.

- ✓₃ 1. **Type of Work** - If the work being completed requires a tight span of control a manager may adopt a theory X style to reduce inefficiencies. ✓₂
- ✓₃ 2. **Skill of Employees** - If employees are unskilled at the work required. Managers may need to keep a close eye to motivate them. ~~to become more~~ ✓₂

Type of Work – If the work being completed requires a tight span of control a manager may adopt a Theory X style to reduce inefficiencies.

2. Skills of Employees – If employees are unskilled at the work required. Managers may need to keep a close eye to motivate them.

Green: State
Blue: Explain
Purple: Evidence

Too be honest this is a bare minimum 10/10 answer, but this shows how much you only need know once you follow the answering structure, you can get away with an almost common sense answer once you show you did enough to achieve the full marks

Tips

For the evidence in 2. skill of employees, you can see I did overlap with the tight span of control brought up in the previous point, saying 'motivate them' ultimately saved me from not being rewarded full marks and you can see that it is the part where I gained full marks. This is a good example of how overlap will hurt your grade. A better alternative would have been something like "managers may need to use types external motivators to set clear expectations of what's required".

Using the S.E.E acronym across your answers during study will make it almost muscle memory in exams and also allow you to learn key words and keep answers concise.

4. My Answers Applied To The 2027 Exam

This section is what you came for I will be showing you how to apply the knowledge in section 3 to long questions. I have taken long style questions from the 2027 sample papers that correlate with answers from my 2026 script to show you what is being asked, what is required of you to answer and how to approach the questions. There is no marking schemes for the sample papers from the SEC so I cannot provide a 100% accurate breakdown but Leaving Cert Business isn't a subject that is subjective so answers should be the same.

Managing Change

2027 Sample 2 - Q3 (b)

(b)



JPMorgan Chase & Co's move to ask employees who are on hybrid work schedules to return to the office full time has prompted hundreds of staff comments, including complaints. The issue came to a head after the company told staff it wanted them in the office five days a week from March.

Outline **two** ways companies like JPMorgan Chase & Co can overcome resistance to change.

1

2

2027 Sample 1 - Q5 (d)

(d)

Employees are losing patience with change initiatives, according to Harvard Business Review.

Analyse **four** reasons for resistance to change in an organisation.

1

Continued answer space on next page →

2

3

4

Enterprise Ireland: In a world of change, reinvention gives you the edge

Irish Independent

(C) Discuss the strategies used to manage change in a business.

(20)

My Answer: (20/20)

Question

Q 6

Start each question on a new page

Part

- ✓₁ Rewarding Employees is a key strategy for managing change. As it motivates employees to accept and implement change.
- ✓₂ It can be done with bonuses or wage increases.
- ✓₂ Providing training to staff is another strategy as it allows a business to show staff the change in person and let them get used to it. E.g. an AI course.
- ✓₂ Consult change with staff is always a great strategy to manage change. As it allows for Democratic decision making and Employees feel heard boosting I.R in the business.
- ✓₂ Leading by example is ~~always~~ another great strategy for managing change. It shows employees that its not hard and motivates them.

C)

Rewarding employees is a key strategy for managing change. As it motivates employees to accept and implement change. It can be done with bonuses or wage increases.

Providing training to staff is another strategy as it allows a business to show staff the change in person and let them get used to it. E.g. an AI course.

Consult change with staff is always a great strategy to manage change. As it allows for democratic decision making and employees feel heard boosting I.R (Industrial Relations) in the business.

Leading by example is another great strategy for managing change. It shows employees that its not hard and motivates them.

Managing Change came up in both sample papers and is a popular question on the course. In the 2027 Sample 2 - Q3 (b) question any 2 of my answers would've gotten you the marks.

But in the 2027 Sample 1 - Q5 (d) the wording of the question is different and asks for reasons for resistance of change, the same type of answers apply but you will need to word them differently

e.g. Providing Training → Lack of Training
Rewarding Employees → Lack of Rewards/Incentives.

Tips

The term in the question was 'Discuss', This is one of the harder terms as its not so straight forward. Your headings shouldn't be statements like 'Reward Employees' but rather sentence starters like "Rewarding employees is a key strategy for managing change".

Another good takeaway from this answer is you can see where to use examples when not explicitly asked or when the term in the question doesn't mean you have to.

My point on Providing Training is followed by an example as an example further makes the point of providing training but my point on Consulting Change isn't as I already stated Democratic Decision making and Employees feel heard adding an example like "e.g. Having a staff meeting to discuss change" would just be saying the same kinda thing

Sustainability

2027 - Sample 2 - Q1 (c)

(c) Discuss **four** ways The Local Table has planned to operate sustainably.

1	
2	
3	
4	

2026 - Q2 (a) + Answer (20/20)

Question 2

Domestic Environment

(A) Describe the characteristics of an environmentally responsible business.

(20)

Question Q 2 Start each question on a new page

Part Q2 Long

A) Waste management
 Environmentally Responsible (E.R) businesses
 ✓₃ put measures in place to reduce and ensure correct disposal of waste.

✓₄ Energy Consumption
 E.R businesses use methods to clean energy (solar, windmills) to reduce fossil fuels. They also ensure they don't use unnecessary amounts.

✓₃ Compliance with Law / Legislation
 E.R businesses put measures and practices in place to comply with Irish and EU law on environmentally friendly practice.

A)

Waste Management

Environmentally Responsible (E.R) businesses put measures in place to reduce and ensure correct disposal of waste.

Energy Consumption

E.R businesses use methods to clean energy (Solar, Windmills) to reduce fossil fuels. They also ensure they don't use unnecessary amounts.

Compliance with Law / Legislation

E.R businesses put measures and practices in place to comply with Irish and EU law on environmentally friendly practice.

Tips

Sustainability is a big and growing trend in business meaning its likely to be assessed in your exam know it well as coming up with 3/4 points on sustainability without repeating yourself is hard.

You can see my use of abbreviations too Environmentally Responsible (E.R), this is a big tip as it saves you from having to write out the same words over and over as-well as space and time other uses can be Industrial Relations (I.R) etc. Just make sure you first write out the full word.

Industrial Relations

	A13Q
A✓ ₂	Bonuses
✓ ₁	One of payment as reward for completion of a project or season of business. To thank employees for their work.
L2	"She gives ^a staff an additional payment at the end of the year"
[	Benefit in kind (non taxable)
0	Offering employees rewards that fulfill their physiological needs. e.g free food, gym membership.
[	"Staff can eat for free"
[	Wage Increase
0	Paying employees more than the legal requirement of minimum wage. Allows Employees to feel appreciated for their work
[	"Martina pays above minimum wage to all her staff"
✓ ₈	Commission
✓ ₂	A percentage of profits made on sales done by an employee. Motivates employees to make more sales "Plus extra is Revenue is
L5	Particularly high"



5. What Comes Up? Business Sample Paper Topic Breakdown

Use this table to see which topics were most examined in the two 2027 Business sample papers. I've organised them under the four strands of the official NCCA Business specification but broken them into specific topics so you can see the trends used.

A tick means the topic was assessed, including in a shorter question. A dash means it was not.

Remember: There are only two papers to go off. Use this to guide your practice, not to decide what to skip.

Strand	Topic	Sample 1	Sample 2
1. Exploring the Business Environment	Stakeholder interests	✓	✓
	Stakeholder mapping	—	✓
	EU regulations	✓	—
	EU directives	—	✓
	Economic indicators	✓	✓
	International trade	✓	✓
	Globalisation	—	✓
	ESG reporting	✓	—
	Foreign Direct Investment	✓	—
	Competencies of innovators	✓	—
2. Understanding Enterprise	Design thinking	✓	—
	Challenges of introducing new products	—	✓
	Ethics in marketing	✓	—
	Planning for sustainable business practices	—	✓
	Market research	—	✓
	Business costs	✓	✓
	Crowdfunding	✓	—
	Technology-driven business models	✓	✓
	Porter's Five Forces	✓	—
	STEEPLE analysis	✓	—
	Cost-benefit analysis	—	✓
	Risk management	✓	✓
	Government support for enterprise	—	✓
	Leadership styles	—	✓
	Distinguishing leadership from management	—	✓
	Organisational culture	✓	—
	Digital recruitment and selection	✓	—
	Employee appraisal	—	✓
	Corporate wellness and motivation	✓	—
3. Leading in Business	Digital technology in the workplace	✓	✓
	Effective communication	—	✓
	Managing change	✓	✓
	Force-field analysis	—	✓
	Digital technology and consumer behaviour	✓	✓
	Personal credit ratings	✓	—
	Factors to consider before borrowing	—	✓
	Gig economy	✓	—
	Employment equality	—	✓
	Trade union representation	—	✓
4. Being Informed and Making Informed Decisions	Central Bank Digital Currency	—	✓
	Consumer participation in the circular economy	—	✓

Exam Strategy & Time Management

My Recommendations on Exam Strategy:

If nervous before the exam or when you get it, I wouldn't read the choice the questions before completing Q1 the compulsory question. If your calm and believe in yourself do skim over them and get a sense of what ones your going to choose answer question 1 first and answer every question even if you don't know what to write write something its worth 90 marks 20 marks more than 2,3,4,5.

Time Management:

Question	Marks	Recommended Time
Question 1 (Compulsory)	90	40 minutes
Questions 2–5 (Choose 3 of 4)	70 each	35 minutes each
Final Review	—	5 minutes
Total	300	150 minutes

This is a somewhat estimate of what your time allocation should be I like to round them up as your not gonna be counting down the seconds but in my opinion whatever your most confident on spend more time on ex if you like Q3s questions don't rush it in 35 mins spend 40 minutes and perfect it then spend 30 minutes on the Q you don't like as much. Its almost subjective to where you should spend you're time its not like English but if you catch yourself going over board on one question do force yourself to move on.

Tips

Command Words: Practise reading questions and thinking what do I have to do in accordance to the command word to answer the question. This allows you to know when you must use examples and or when you must give evaluations it will save you time and gain you marks as you know for some questions you just get to the point while others you give more

Use the marks as a guide how much you give in your answer general rule of thumb is one point per 5 marks although this might vary by the command word of the question the 2027 exam seems to tell you this in questions though unlike previous years so you should be fine

Answer all of Q1 You have to, in Qs 2,3,4,5 whatever one you choose stick to it practise papers in exam time conditions get used to choosing questions when you have no choice but to answer everything on them, this is why if you like a certain part of a topic learn the whole topic so if it comes up you can do the part you like and the others without feeling like choosing that question is a mistake because you only like 1 or 2 of the questions, questions are also normally based around topics or similar theory

Remember a h1 student is a h1 student no matter what's on the paper there is bellcurve marking for a reason if you let a hard exam effect you it only goes against your grade give everything you got into the exam and you will get the result your worth

Only review your paper if your confident your done and don't just look of your answers first find anything you didn't answer or you answered poorly and re write them at the end of you'r paper with section question and part labeled I gained 12 marks at the end of my exam by doing this

Be nice to your examiners ;)

The image shows a handwritten exam paper snippet. At the top, 'Extras -' is circled in red. Below it, there are two empty boxes for 'Part' and 'Question'. The text 'Start each question on a new page' is printed. The questions and answers are as follows:

Q6 B) Employers PRSI ✓
✓ Is a tax paid on top of an Employees wage by an employer
✓ Ex - B.D LTD pays team members.

Q6 A) ✓ Performance Appraisal involves meeting with an employee to set goals, offer rewards and identify needs. Conducted by a HRM every period of time.

ADQ Q6 ii) ✓ Price Penetration
Setting a lower price at the launch of a product to gain market share fast to then bump up the price for profit.
"Martina changed a lower price for all products then increased her prices"

Your examiner might have had a long day reading h4 scripts, they may have had to search through unlabelled questions poor exam structure, and bad handwriting.

Be clear with what question your answering be over the top

Start new questions on new pages 2026 exam booklets had 40 pages you won't run out

If you go back to answer a question don't try cram it in just label it on a different page

Give them a reason to give you marks wherever possible

H1 scenarios

These are great to know so you can use this mindset in the exam. In 2026 I knew I could loose 40 marks overall and with 100% in the shorts only 8 per long question, In 2027 it is as followed:

Without project

Scenario	Q1 (/90)	Chosen Q (/70)	Chosen Q (/70)	Chosen Q (/70)	Total (/300)
1	90	60	60	60	270
2	90	70	60	50	270
3	90	70	70	40	270
4	85	60	60	65	270
5	80	60	65	65	270
6	75	65	65	65	270
7	70	65	65	70	270
8	65	65	70	70	270
9	60	70	70	70	270

Question 1 Result	Marks You Can Lose Across the Other 3 Questions
90/90	30
85/90	25
80/90	20
75/90	15
70/90	10
65/90	5
60/90	0

Scenario	Project (/200)	Q1 (/90)	Chosen Q (/70)	Chosen Q (/70)	Chosen Q (/70)	Total (/500)
1	200	90	55	55	50	450
2	200	70	60	60	60	450
3	195	75	60	60	60	450
4	190	80	60	60	60	450
5	185	85	60	60	60	450
6	180	90	60	60	60	450
7	175	80	65	65	65	450
8	170	85	65	65	65	450
9	165	90	65	65	65	450
10	160	90	70	65	65	450
11	155	85	70	70	70	450
12	150	90	70	70	70	450

Project Result	Minimum Written Exam Score
100% (200/200)	83.3% (250/300)
95% (190/200)	86.7% (260/300)
90% (180/200)	90% (270/300)
85% (170/200)	93.3% (280/300)
80% (160/200)	96.7% (290/300)
75% (150/200)	100% (300/300)
Below 75%	H1 mathematically impossible

