

MARKING COMMENTARY

UNIT 5 - BASIC BUSINESS AND FINANCIAL PRINCIPLES FOR THE HOSPITALITY INDUSTRY



**Level 2 Unit 5: Moderator's Marking Commentary
Candidate 1**

Page number	Content	Learning outcome
1	<p>No title page or general introduction to the work. Expected costs: Clearly displayed in tabular form. Correct calculation of the net profit percentages but no evidence of "working out" The tasks set are in a logical order but the learner's work is not sequential No mention of gross and net profits or income and expenditure components No mention of fixed, variable or semi-variable costs identified as types of costs incurred. No mention about the purchase of raffle prizes, the cost of room hire, disco or decoration. Controlling costs – correct identification of ways of controlling costs, but in very brief details. Additional marks could have been gained by stating ways of controlling staffing costs, such as varying hourly rate, number of hours, event schedule, customer and client requirements. There is a mismatch between what the learner understands as a variable cost and the need for the Head Chef to find the lowest cost available. Very brief mention of portion size and waste control. No mention of how fixed costs can be controlled</p>	LO1a LO1b LO2a
2	<p>Very clear but simple explanation of a budget without providing detail of different types of budget eg budgets compared to actual, cash flow, profit and loss and staffing.</p>	LO2b LO2c
3/4	<p>Factors affecting profit: Brief explanation of volume, costs and income. Good explanation of the purpose of a breakeven chart: Evidence of the purpose of 'breakeven' through 3 graphs but variable costs not highlighted separately or explained. Changes clearly identified that affect the 'breakeven point'. No additional supporting documentation e.g. trading, profit and loss account, income and expenditure account, balance sheet, ratios, simple budgets, forecasts</p>	LO3a LO3b LO4a
5	<p>Conclusion: Limited terminology and brief reasoning</p>	LO4b LO4c
6	<p>Letter to hotel manager. The teacher's witness testimony gives evidence that the review was checked with a team mate, albeit very briefly. Limited use of correct terminology.</p>	LO4b
7	<p>Bibliography</p>	

Comments

LO1	The work lacks substantial detail using limited terminology. No identification of gross profit. No introduction to the topic in support of the required tasks. Some identification of basic types of costs with a description of some basic business and financial principles that relate to gross and net profit. This work has evidence of learning at the lowest end of the band 2 range.
LO2	Described the basic principles and basic components of break even and explained a simple 'breakeven'. There is little depth to this work with very brief reference to methods of control and the purpose of a budget without including portion control, portion size, yield, wastage, stock control, internal audit. This work has evidence of learning at the top end of the band 1 range.
LO3	Explanation of some aspects of costs, volume and income. Three alternative break even charts but all fail to display variable costs separately. Attempted to identify opportunities and offer changes after drawing some conclusions. This work has evidence of learning towards the higher end of the band 2 range.
LO4	Only provided evidence through 'breakeven' and did not construct additional documentation. Some evidence of communicating to an "external" client. Communicating the ideas with other group members was a very brief discussion and so did not provide sufficient evidence of communication business financial information to another audience, needed for LO4b. This work has evidence of learning at the mid range of the band 1.