# An Roinn Oideachais agus Eolaíochta
# Department of Education and Science

AN ROINN OIDEACHAIS AGUS EOLAÍOCHTA | DEPARTMENT OF EDUCATION AND SCIENCE

# Leaving Certificate Vocational Programme

# Links Modules

# Examination 2001

## WEDNESDAY, 9 MAY, 2001: 10.00 A.M. – 12.30 P.M.

### INSTRUCTIONS TO CANDIDATES

| Examination Number |
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**Write your Examination Number in the box.**

Write all answers into this Answer Book.

There are **three** Sections in this Examination.

### Section A – Audio Visual

There are **eight** questions.

All questions must be answered. **(30 marks)**

### Section B – Case Study

There are **three** questions.

All questions must be answered. **(30 marks)**

### Section C – General Questions

There are **six** questions.

**Four** questions must be answered. **(100 marks)**

- You will have three minutes to read the questions in Section A.
- You will be shown a video sequence of a Charity organisation.
- You will see the sequence 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 the answers in the answer booklet.
- You will then see the whole video sequence again.

This page may be used for notes.

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**Answer all questions.**

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**Part 1**

**Q1.**     Why was Trocaire founded?

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**1 mark**

**Q2.**     Describe **two** important aspects of Trocaire's work.

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**4 marks**

**Q3.**     State **two** types of project which Trocaire supports.

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**2 marks**

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**Part 2**

**Q4.** Why, in your opinion, does Trocaire provide training for local organisations?

**3 marks**

**Q5.** Describe how Trocaire has expanded the focus of its fundraising activities?

**4 marks**

**Q6.** Outline **two** benefits to Trocaire of introducing the 'Donors Charter'.

**4 marks**

**Part 3**

**Q7.** Do you consider Trocaire to be an efficient and socially responsible organisation? Give **three** reasons to support your answer.

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**6 marks**

**Q8.** Describe in detail why the Director might be regarded as effective.

**6 marks**

# Futura Systems Ltd.

Six years ago Una and Frank set up their own small business, Futura Systems Ltd. Both had worked in the computer industry for 10 years prior to setting up the business. Frank had worked in the Marketing/Public Relations area and Una had worked as a computer programmer. They both had worked for companies that were rapidly expanding. As a result of the expansion of the computer industry, their roles in their respective companies were changing. Both were unhappy with these changes so they decided to set up a business together.

Throughout the 10-year period when they worked for other companies Una and Frank were very aware of the changes taking place in the computer industry. During this time they also built up many contacts in the industry in their own respective specialist areas. They noted the growth in the industry and the changing needs of all those conducting business in the different sectors. In particular, they were aware of the need for Information Technology development by sole traders, businesses of all sizes and other organisations. Una and Frank decided to meet the technology needs of these customers by setting up a business to supply computer systems and customised software packages. These objectives encouraged them to set up Futura Systems Ltd.

Futura Systems Ltd. operates out of a Business Park in the suburbs of a city. The company now employs 25 people and each member of staff is a college graduate. The staff are organised into Project Groups each consisting of five employees. Each group has a technical, software, marketing and financial specialist. Each group totally manages its own orders. Satisfying the customer is seen as being of prime importance.

Over the past few months' the business has had problems meeting deadlines for a number of projects. These problems are particularly associated with two of the Project Groups. This has resulted in frustration for some of the employees and the management.

A number of employees have made complaints to the management, as they are frustrated at not being able to do their own work satisfactorily. Frank is particularly worried as he feels that these issues will have an effect on customer service that will have both short-term and long-term implications for the business.

Futura Systems Ltd. operates in an ever-changing environment where it must keep up to date with developments in both the hardware and software areas. At present the top management team are preparing a long-term plan for the business. Survival in the future is crucial.

Una and Frank are aware that the economy is thriving at present and that constant research and development must take place if the business is to stay competitive. Una has researched the state agencies that can be of assistance to them in the future and has identified the type of assistance each can offer to the business. Una and Frank as the top management team are reviewing how their business has developed and how it might proceed in the future.

**Answer all questions.**

**Q1.** Describe in detail **three** benefits of organising the workplace into Project Groups?

**6 marks**

**Q2.** Identify **three** possible problems which Una and Frank face in the short-term and/or long-term. Suggest a possible way to deal with each problem.

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| **12 marks** |

**Q3.** Identify and explain **three** issues which Una and Frank should consider when preparing their long-term plan.

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| **12 marks** |

There are six questions. Answer any **four** questions. All questions carry equal marks.

**Q1.** Your class are planning to set up a mini enterprise to sell printed T-Shirts.

    **(a)** Design the questionnaire you would use to carry out market research for this class project. Your questionnaire should contain at least **five** separate questions.

**12 marks**

**(b)** Why is it important to carry out Market Research?

**3 marks**

**(c)** Why is it important to plan for your mini enterprise?

**2 marks**

**(d)** Describe **four** benefits to your future employer of your participation in the class mini enterprise project.

**8 marks**

**Q2. (a)** You have been asked to complete a career investigation on a job of your choice. You must present your findings as a one-page poster. Set out your findings below giving at least **five** items of information.

**Career Title:** _____

**10 marks**

**(b)** Describe **three** changes that have taken place in employment in Ireland in recent years.

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| **6 marks** |

**(c)** List **three** characteristics that employers might look for in potential employees. Explain why you think employers consider each of these characteristics to be important.

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| **9 marks** |

**Q3. (a)** You are required to write a letter of thanks to your employer after you return from work experience. Your letter should include reference to how you benefited from the work experience and how the experience will help you in the future.

**10 marks**

**(b)** List **four** activities an Entrepreneur is required to engage in.

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| **4 marks** |

**(c)** What personal skills must the entrepreneur possess to carry out those activities mentioned in part (b) above?

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| **4 marks** |

**(d)** Consider the location of an enterprise/organisation you are familiar with. Name the enterprise and outline **three** reasons why it is located in this place.

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| **7 marks** |

**Q4.** Your class has organised two visiting speakers to come and give a presentation to the class.

**(a)** List the organisations each speaker would represent. State the position each might hold within the organisation.

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| **Organisation:** |
| **Position:** |
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| **Organisation:** |
| **Position:** |
| **4 marks** |

**(b)** Outline **two** reasons why these speakers would be invited to the class?

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| **4 marks** |

**(c)** Explain why it is important to evaluate the visits?

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| **4 marks** |

**(d)** State how you would evaluate the visit to the class by the speakers. Describe in detail **three** reasons why you chose this method of evaluation.

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| **13 marks** |

**Q5**.  Consider a local enterprise with which you are familiar.

**(a)**  Describe the product/service offered by this enterprise.

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| **2 marks** |

**(b)**  'Coping with uncertainty' is a characteristic associated with enterprising people. Consider the enterprise described in (a) above. Outline **three** uncertainties that the people who run this enterprise might face.

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| **6 marks** |

**(c)**  In the case of each uncertainty described in part (b) above, set out in detail how each can be planned for.

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| **9 marks** |

**(d)** You have been asked to investigate the services available in your locality for individuals and for business. You must write a report.

(i) List **six** separate headings/sections that would appear in the report.

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(ii) Who would benefit from this report? Explain why they would benefit?

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| **8 marks** |

**Q6.** **(a)** Your LCVP class has been asked to fund-raise for a charity of your choice. This activity can be undertaken either individually or as a whole class project.

    (i) What are the advantages of doing a whole class project rather than an individual project?

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    (ii) What are the advantages of doing an individual project rather than a whole class project?

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| **8 marks** |

**(b)** Set out the Body of the Plan that would be drawn up for this class project under at least **three** separate headings.

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| **10 marks** |

**(c)** List **three** benefits of completing work experience as part of the Leaving Certificate Vocational Programme (LCVP).

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| **3 marks** |

**(d)** Consider the work placement/work shadowing you completed. Describe **two** legal responsibilities the employer has towards his/her employees.

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| **4 marks** |

These pages may be used if required.

# For Examiner's use only

| | Marks Awarded |
|---|---|
| **Section A** | |
| **Section B** | |
| **Section C** | |
| **Q1** | |
| **Q2** | |
| **Q3** | |
| **Q4** | |
| **Q5** | |
| **Q6** | |
| **Total** | |

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|---|---|
| 1. Suim na n-iomlán ó bhun na leathnaigh.<br>Total of end of page totals. | |
| 2. Mór-iomlán na ceiste/gceisteanna nár ceadaíodh.<br>Aggregate total of all disallowed Question(s) | |
| 3. An t-ollmharc cruinn a bronnadh (1 lúide 2)<br>Total mark awarded (1 minus 2) | |
| 4. Breismharc do fhreagairt trí mhéan na Gaeilge<br>(má tá i gceist).<br>Bonus mark for answering through Irish<br>(if applicable). | |
| 5. Marc iomlán má bronnadh breismarc do fhreagairt<br>trí ghaeilge (3 + 4).<br>Total mark awarded if Irish Bonus (3 + 4). | |
| **Nóta:** Caithfidh an marc i líne 3 (nó líne 5 má bronnadh breismharc do fhreagairt trí mheán na Gaeilge) a bheith cothrom leis an marc sa **bhosca Mór Iomlán** ar an script.<br>**Note:** The mark in row 3 (or row 5 if an Irish Bonus is awarded) must equal the mark in the **TOTAL box** on the script. | |