

Mark Scheme (Results)

Summer 2023

Pearson Edexcel GCE A Level In Economics A (9EC0) Paper 01: Market and Business Behaviour

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General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

Question Number	Answer	Mark						
1(a)	Knowledge 2, Application 1, Analysis1 K + An up to 3 marks e.g.:							
	 More choice (1) because of consumer sovereignty (1) and profit motive / greater incentive (1) More efficient allocation of resources (1) because of allocative efficiency / productive efficiency / dynamic efficiency / lack of X-inefficiency (1) because of profit motive / greater incentive (1) Lower prices (1) because of more competition (1) and greater incentive (1) Better quality products (1) because of competition (1) and profit motive (1) More innovation (1) because of competition (1) and profit motive (1) 							
	 Application 1 mark for e.g. Cuban government allow small private businesses 'Jump-start the economy' Create jobs Role of small business Reform of command economy 							
		(4)						

Question Number	Answer	Mark
1(b)	Knowledge 1	
	The only correct answer is D	
	A is not correct because Adam Smith supported the free market	
	B is not correct because Friedrich Hayek supported the free market	
	<i>C</i> is not correct because John Maynard Keynes did not advocate a command economy, rather higher borrowing to provide an injection of demand into the economy	(1)

Question Number	Answer	Mark
2(a)	Application 2	
	 Application 2 marks for e.g. The opportunity cost is 1 unit of oats (2) 2 more units of wheat to be produced (1) 	(2)

Question Number	Answer	Mark
Number 2(b)	Knowledge 1, Analysis 1 Knowledge 1 mark for understanding, e.g. • Efficiency will decrease • Inefficient allocation of resources • Not productively efficient Analysis 1 mark for e.g. • Not producing at maximum potential output • Potentially produce more wheat and oats • Spare capacity • Unemployed resources • Lower output the next year • No opportunity cost from moving from W towards PPF	
		(2)

Question Number	Answer	Mark
2(c)	Knowledge 1	
	The only correct answer is B	
	A is not correct because the PPF shows the production of oats and wheat, not milk	
	C is not correct because a PPF does not show demand for a product	
	D is not correct because a PPF does not consider the price of the product once sold	(1)

Question Number	Answer	Mark
3(a)	Application 1	
	The only correct answer is D	
	A is not correct because -3.4 suggests an inferior good	
	B is not correct because -0.74 suggests and inferior good	
	C is not correct because +0.74 suggests a normal good which is a necessity	(1)



Question Number	Answer	Mark
4(a)	Application 2	
	Application 2 marks for e.g. • (5 664 - 5 044)/5 044 x 100 (1) • 12.3% (1)	
	NB Allow 2 marks for correct answer (12.29, 12.3 or 12)	(2)

Question Number	Answer	Mark				
4(b)	Knowledge 1, Analysis 1					
	 Knowledge 1 mark for understanding e.g. Understanding of consumer surplus (1) OR Recognition that consumer surplus will fall (1) 					
	 Analysis 1 mark for e.g. Understanding of <i>why</i> consumer surplus will fall (1) 					
	NB Can be shown via written or diagrammatic explanation	(2)				

Question Number	Answer	Mark
4(c)	Application 1	
	The only correct answer is C	
	A is not correct because this is the change is consumer surplus	
	B is not correct because this is the new area of consumer surplus	
	D is not correct because this is the new area of producer surplus	(1)

Question Number	Answer	Mark				
5(a)	Application 1					
	The only correct answer is B					
	A is not correct because this is the ratio of private sector pay to public sector pay					
	C is not correct because 4.0 is the difference in the pay index in 2022					
	D is not correct because 14 is the % increase in public sector pay since 2018 (base year)	(1)				

Question Number	Answer	Mark					
5(b)	Knowledge 2, Application 1, Analysis 1						
	 Knowledge 2 marks for understanding e.g. Understanding of monopsony (1) Understanding of public sector <i>OR</i> understanding of wage determination <i>OR</i> other relevant knowledge (1) Understanding of private sector (1) 						
	 Application 1 mark for e.g. Public sector have experienced wage rises lower than those in the private sector over the past 10 years Reference to the pay gap from the chart (1) Over 90% of nurses work in the public sector (1) 						
	 Analysis 1 mark for a linked development e.g. Lack of alternative employers (1) Must accept a national pay scale (1) Very few jobs available in private hospitals (1) Government objective to balance the budget/cut spending (1) Pay freezes (1) Reasons for higher pay in private sector (1) 						
		(4)					

Question Number	Answer						Mark	
6(a)	Kn	Knowledge 1, Application 2, Analysis 2						
	 Knowledge 1 mark for identification of market structure oligopoly (1) monopoly/legal monopoly (1) Application up to 2 marks for calculation of the concentration ratio using any e.g. 							
		Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022		
	2-firm	53.9	58.8	64.3	41.2	47.4		
	3-firm	68.9	70	71.6	52.2	58.5		
	4-firm	80.2	80.5	77.3	61.6	68.4		
	5-firm	84.2	86	82.9	70.8	74.3		
	6-firm 88.2 89 87.9 76.8 78.8							
	 Prime Video (1) in Q2 2022 was 25.9% (1) Analysis 2 marks for a linked explanation (1+1) e.g. Market dominated by a few large firms (1) Interdependence (1) High barriers to entry (1) Non-price competition (1) Large price setting power (1) Market share in excess of 25% (1) 							

Question Number	Indicative content	Mark
6(b)	 Knowledge 2, Application 2, Analysis 2 Understanding of rational behaviour e.g. utility maximisation Consumers prioritising low prices (e.g. 'free trials') and better service Consumers cancelling subscriptions due to decline in 'value for money and satisfaction with the quality of shows' Consumers cancelling subscriptions due to cost of living concerns Reported 200,000 cancelled subscriptions in the first quarter and another 2 million forecast to leave Subscribers switching to Disney who has higher customer satisfaction rankings e.g. more original content and new release films. Subscribers joining new streaming services during the global health crisis when less alternative forms of entertainment were available e.g. closed cinemas and restaurants 	
	NB: For Level 3 candidates must refer to Netflix subscribers NB: Netflix subscribers acting irrationally may be seen as KAA and then rational behaviour as EV	(6)

Level	Mark	Descriptor
	0	A completely inaccurate response.
Level 1	1-2	Displays isolated or imprecise knowledge and understanding of terms, concepts, theories and models. Use of generic or irrelevant information or examples. Descriptive approach which has no link between causes and consequences.
Level 2	3-4	Displays elements of knowledge and understanding of economic principles, concepts and theories. Applies economic ideas and relates them to economic problems in context, although does not focus on the broad elements of the question. A narrow response or the answer may lack balance.
Level 3	5–6	Demonstrates accurate knowledge and understanding of the concepts, principles and models. Ability to link knowledge and understanding in context using relevant and focused examples which are fully integrated.

Economic ideas are applied appropriately to the broad
elements of the question.

	Indicative	e content	Mark
6(b) continued	e.g.	Evaluation 4	
	 Pursserv Corund Pursserv Corund Price Hat regulation Hat regulation For Infl feat Bing 	getful subscribers' uencing by nudges e.g. `next-up' and `auto-play'	(4)
Level	Mark	Descriptor	
	0	No evaluative comments.	
Level 1	1-2	1–2 Identification of generic evaluative comments without supporting evidence/ reference to context. No evidence of a logical chain of reasoning.	
Level 2	3-4	Evaluative comments supported by relevant reason appropriate reference to context. Evaluation recognises different viewpoints and/or is the evidence.	-

Question Number	Answer	Mark
6(c)	Knowledge 2, Application 2, Analysis 2, Evaluation 2	
	 Knowledge/implicit understanding: (1+1) e.g. Cross elasticity of demand shows the responsiveness of demand for one good to a change in the price of another / XED formula (1) Value greater than 0 (1) 	
	 Application: (1+1) e.g. Declining market share of Netflix in figure 1 (1) Rising market share of Disney+ in figure 1 (1) Planned cancellations at Disney+ are lower than Netflix (1+1) Subscribers rethinking their commitment to multiple subscriptions (1) Example calculation of price changes e.g. Netflix price rise £1 leads to a greater percentage change at Disney+ (1+1) Figure 1 shows the range of online streaming services providing similar service/growth of competition in the market/use of 'other' market share (1+1) Netflix cutting its prices in India to compete with Disney+ and Prime (1) 	
	 Analysis: 2 marks for linked explanation (1+1) Explanation of substitutes, e.g. increase in the price of one streaming service will lead to an increase in the demand for other streaming services. (1+1) Explanation of substitutes, e.g. declining satisfaction, cancellation and demand at one provider will lead to an increase in demand at an alternative (1+1) Diagrammatic representation of positive correlation between substitutes (up to 2 marks) 	
	 Evaluation: 2 marks for two evaluative comments, OR 2 marks for identification and linked development of one evaluative comment e.g. Strength of substitutes Each provider offers subscribers different shows that could be original and unique to them e.g. Stranger Things, so XED may be low causing them to be weak substitutes (positive XED less than 1) XED can vary over time (1) - they were not viewed as substitutes during lockdown, they were viewed as complements, so many consumers had multiple subscriptions (1) XED can vary over time with changes in real income (1) - they are viewed as stronger substitutes due to 	

consumers' cost of living rising. Consumers are now forced to make a choice due to a lack of affordability. (1)	(8)
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Question Number	Indicative content	Mark
6(d)	Knowledge 2, Application 2, Analysis 4	
	 Understanding of private benefits and external benefits (may be implicit) Explanation of private benefits gained from watching educational programmes: satisfaction from watching, improved progress at school, GCSE and SATs success, career development, higher earnings potential, less need to buy expensive revision guides, less requirement for private tutors, and increased consumer surplus Two million weekly unique browsers Peak use of 3.3million in GCSE exam period £43 million to fund the Oak National Academy Written by subject experts Explanation of external benefits: skilled workforce, higher productivity, increased potential output, greater innovation, and wider third party effects 	
	 Diagram depicting private and external benefits e.g. Costs and benefits W P2 P1 P2 P1 P2 P1 P2 P3 P4 	
	 Identification of market equilibrium (Q1) and social optimum (Q2) Identification of triangle of welfare gain RXU Identification of the external benefit (UT) Equation showing MPB + MEB = MSB 	
	NB: For KAA L3 candidates must refer to a private and an external benefit	(8)

Level	Mark	Descriptor
	0	A completely inaccurate response.
Level 1	1-2	Displays isolated or imprecise knowledge and understanding of terms, concepts, theories and models. Use of generic or irrelevant information or examples. Descriptive approach which has no chains of reasoning or links between causes and consequences.
Level 2	3–5	Displays elements of knowledge and understanding of economic principles, concepts and theories. Applies economic ideas and relates them to economic problems in context, although does not focus on the broad elements of the question. A narrow response; chains of reasoning are developed but the answer may lack balance.
Level 3	6-8	Demonstrates accurate knowledge and understanding of the concepts, principles and models. Ability to link knowledge and understanding in context using relevant and focused examples which are fully integrated. Economic ideas are carefully selected and applied appropriately to economic issues and problems. The answer demonstrates logical and coherent chains of reasoning.

Question	Indicative content	Mark
Number		
6(d)	Evaluation 4	
continued		
	 Difficulty in measuring any monetary value to private benefit and external benefits 	
	 Time lag before both private and external benefits are 	
	seen	
	 Cause and effect - many other factors influence the 	
	state of the UK workforce, competitiveness etc.	
	 Government policy change/funding changes could offset any benefits 	
	 The production of television programmes could cause 	
	negative production externalities which offset the benefits,	
	e.g. power consumption, manufacturing of devices	
	 Wider social problems by encouraging children to spend more time on electronic devices e.g. 	
	obesity and addiction to online activity	
	 Oak National Academy was created as an alternative 	
	to face to face education - so no additional	
	education was necessarily consumed	
	 Cost and opportunity cost issues e.g. £43 million expenditure 	
	 Greater significance during home schooling/ online provisions 	
	 Questioning effectiveness of online learning 	(4)

Level	Mark	Descriptor

	0	No evaluative comments.
Level 1	1-2	Identification of generic evaluative comments without supporting evidence/ reference to context. No evidence of a logical chain of reasoning.
Level 2	3-4	Evaluative comments supported by relevant reasoning and appropriate reference to context. Evaluation recognises different viewpoints and/or is critical of the evidence.

Question Number	Indicative Content	Mark
6(e)	Knowledge 3, Application 3, Analysis 3	
	 Understanding of price discrimination Use of data - same online streaming service but at a different price Student v Adult prices at Amazon Different countries charged different prices at Netflix e.g. India (lower prices) v UK (higher prices) Conditions necessary for price discrimination to operate Explanation of increased revenue following identification of different PED given same cost structure leads to higher profit Adults/UK - demand is more inelastic so willing to pay more and respond less to price rises Students/India - demand is elastic and more responsive to change in prices/will pay a lower price Netflix became a 100 billion dollar company in 20 years Identification of firm's total SNP with and without price discrimination 	
	is acceptable) Price Price P1 P1 P2 P2 P3 P3 P3 P3 P3 P3 P3 P3 P3 P3	
	NB Other correct diagrams accepted e.g. with kink	(9)

for combined market AR and MR	

Level Mark Descriptor	Level	Mark	
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	0	A completely inaccurate response.
Level 1	1-3	Displays isolated or imprecise knowledge and understanding of terms, concepts, theories and models. Use of generic or irrelevant information or examples. Descriptive approach which has no chains of reasoning or links between causes and consequences.
Level 2	4–6	Displays elements of knowledge and understanding of economic principles, concepts and theories. Applies economic ideas and relates them to economic problems in context, although does not focus on the broad elements of the question. A narrow response; chains of reasoning are developed but the answer may lack balance.
Level 3	7–9	Demonstrates accurate knowledge and understanding of the concepts, principles and models. Ability to link knowledge and understanding in context using relevant and focused examples which are fully integrated. Economic ideas are carefully selected and applied appropriately to economic issues and problems. The answer demonstrates logical and coherent chains of reasoning.

Question Number	Indicative content Mark		
6(e) continued	 from Could corrected reveloption Lossimon to p lessimon to p and discontinue profile Que and Mag Mar price and Profile Profile Arb 	enues. s of market share has provided consumers with re choice - demand is less inelastic now/willing bay est in new content may be more beneficial as a v to raise declining market share and therefore fits arge amount of price plan variation is not price crimination as the product offered is different e.g. a HD n with these broad subgroups there can be very erent markets with different sensitivities to price o other forms of price discrimination could further rease	(6)
Level	Mark	Descriptor	
	0	No evaluative comments.	
Level 1	1-2	Identification of generic evaluative comments with supporting evidence/reference to context. No evide logical chain of reasoning.	
Level 2	3-4	3–4 Evidence of evaluation of alternative approaches which is unbalanced. Evaluative comments with supporting evidence/reference to context and a partially-developed chain of reasoning.	
Level 3	5–6 Evaluative comments supported by relevant chain of reasoning and appropriate reference to context. Evaluation recognises different viewpoints and/or is critical of the evidence.		

Question Number	Indicative content	Mark
7	Knowledge 4, Application 4, Analysis 8	
	 Explanation of methods of government intervention may include: price regulation e.g. energy price cap direct support from government to households grants/subsidies enhancing competition through promotion of small business/ breaking up large energy suppliers state ownership arguments threat of windfall tax which forces companies to pass on falls in wholesale costs to households separate retail and wholesale divisions education/information campaigns to help households reduce energy usage CMA investigation into price fixing/collusive behaviour Legislation to decouple gas and electric prices Encouragement of smart meters to reduce information gap 	
	NB - for Level 4 KAA candidates must refer to the energy market NB – Must be at least TWO METHODS FOR KL4 as "methods"	
	Evaluation 9	
	 Asymmetric information Regulatory capture Time lags Prioritisation arguments Short run v long run arguments Combination of policies required Government failure Unintended consequence e.g. energy retailers leave market Cost and opportunity cost arguments Scale of support needed could change Other sources of gas supply Depends on type of tariff e.g. pre-payment meters are more expensive Depends on type of household 	(25)

Knowledg	Knowledge, application and analysis		
Level	Mark	Descriptor	
	0	A completely inaccurate response.	
Level 1	1-4	Displays isolated or imprecise knowledge and understanding of terms, concepts, theories and models. Use of generic or irrelevant information or examples. Descriptive approach which has no chains of reasoning or links between causes and consequences.	
Level 2	5-8	Displays elements of knowledge and understanding of economic principles, concepts and theories. Applies economic ideas and relates them to economic problems in context, although does not focus on the broad elements of the question. A narrow response or superficial, two stage chains of reasoning only.	
Level 3	9-12	 Demonstrates accurate knowledge and understanding of the concepts, principles and models. Ability to apply economic concepts and relate them directly to the broad elements of the question with evidence integrated into the answer. Analysis is clear and coherent, although it may lack balance. Chains of reasoning are developed but the answer may lack balance. 	
Level 4	13-16	Demonstrates precise knowledge and understanding of the concepts, principles and models. Ability to link knowledge and understanding in context using appropriate examples. Analysis is relevant and focused with evidence fully and reliably integrated. Economic ideas are carefully selected and applied appropriately to economic issues and problems. The answer demonstrates logical and coherent chains of reasoning.	

Evaluation		
Level	Mark	Descriptor
	0	No evaluative comments.
Level 1	1-3	Identification of generic evaluative comments without supporting evidence/reference to context. No evidence of a logical chain of reasoning.
Level 2	4–6	Evidence of evaluation of alternative approaches which is unbalanced leading to unsubstantiated judgements. Evaluative comments with supporting evidence/reference to context and a partially-developed chain of reasoning.
Level 3	7–9	Evaluative comments supported by relevant reasoning and appropriate reference to context. Evaluation recognises different viewpoints and is critical of the evidence provided and/or the assumptions underlying the analysis enabling informed judgements to be made.

Question Number	Indicative content	Mark
8	Knowledge 4, Application 4, Analysis 8	
	 Methods of government intervention may include: indirect taxation - e.g. tax on petrol & diesel or new car sales subsidies on public transport subsidies on the development on electric vehicles minimum prices e.g. on new petrol/diesel cars maximum prices e.g. on public transport or electric vehicles Emissions Trading Scheme on aviation but proposed extension to road transport regulation e.g. ban on sale of petrol & diesel vehicles, vehicle emission checks, ban cars in certain areas, new builds to have charging points road pricing schemes - congestion charges, low emission zones improved public transport infrastructure education & information schemes further deregulation of public transport/creation of greater competition in markets regulation by CMA of train operators to improve reliability of services/reduce prices increase road tax/road tax incentives for low carbon emission vehicles promotion of alternative forms of transport e.g. electric bikes, cycle lanes, car sharing, bus only lanes incentives for working from home e.g. tax breaks behavioural arguments NB: For Level 4 KAA candidates must refer to the transport market (cars, roads, public transport etc.)	
	Evaluation 9	
	 Criticisms of the likely effectiveness of policies Government failure Inelastic PED arguments Weak substitute/XED arguments Asymmetric information Regulatory capture Time lags Prioritisation arguments Short run v long run arguments 	
	 Combination of policies required Cost and opportunity cost arguments Measurement issues Administration & enforcement issues Arguments surrounding the manufacturing of electric vehicles/battery charging/poor infrastructure Behavioural arguments 	(25)

Knowledge, a	Knowledge, application and analysis			
Level	Mark	Descriptor		
	0	A completely inaccurate response.		
Level 1	1-4	Displays isolated or imprecise knowledge and understanding of terms, concepts, theories and models. Use of generic or irrelevant information or examples. Descriptive approach which has no chains of reasoning or links between causes and consequences.		
Level 2	5–8	Displays elements of knowledge and understanding of economic principles, concepts and theories. Applies economic ideas and relates them to economic problems in context, although does not focus on the broad elements of the question. A narrow response or superficial, two stage chains of reasoning only.		
Level 3	9–12	Demonstrates accurate knowledge and understanding of the concepts, principles and models. Ability to apply economic concepts and relate them directly to the broad elements of the question with evidence integrated into the answer. Analysis is clear and coherent, although it may lack balance. Chains of reasoning are developed but the answer may lack balance.		
Level 4	13-16	Demonstrates precise knowledge and understanding of the concepts, principles and models. Ability to link knowledge and understanding in context using appropriate examples. Analysis is relevant and focused with evidence fully and reliably integrated. Economic ideas are carefully selected and applied appropriately to economic issues and problems. The answer demonstrates logical and coherent chains of reasoning.		
Evaluation				
Level	Mark	Descriptor		
Level 1	0 1-3	No evaluative comments. Identification of generic evaluative comments without supporting evidence/reference to context. No evidence of a logical chain of reasoning.		
Level 2	4–6	Evidence of evaluation of alternative approaches which is unbalanced leading to unsubstantiated judgements. Evaluative comments with supporting evidence/reference to context and a partially developed chain of reasoning.		
Level 3	7–9	Evaluative comments supported by relevant reasoning and appropriate reference to context. Evaluation recognises different viewpoints and is critical of the evidence provided and/or the assumptions underlying the analysis enabling informed judgements to be made.		

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