## Questions / instructions:

Some people who make and sell lots of pies want to invent a new kind of pie. Before they make lots of a new kind of pie, there are lots of things to think about and find out about.
I. Think about each thing they would need to do, before they start to make the pies.
2. Write each thing on a sticker - but don't stick them down yet.
3. Put your stickers into the order that things will be done.
4. Now stick the stickers onto the answer page.
5. Draw arrows to show the order that things will be done.

Developing prototypes for new kind of pie:
brainstorming ideas
surveying/seeking ideas from other people trying out different recipes and processes considering appearance issues
testing taste and appearance
modifying/refining recipe and processes
deciding on new type of pie
following this process
developing packaging $\begin{aligned} & \text { Planning large scale production and } \\ & \text { marketing for new pie: }\end{aligned}$ marketing for new pie:

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\begin{array}{r}
\text { planning quantities and } \\
\text { specific ingredients } \\
\text { identifying appropriate suppliers } \\
\text { making sure that you have the } \\
\text { required equipment and staff } \\
\text { finding out the cost of production, } \\
\text { setting the price } \\
\text { planning advertising, } \\
\text { marketing activities }
\end{array}
$$



Order of stickers: all stickers in appropriate order
one sticker not in appropriate order

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55(58)
$$

$$
11 \text { (12) }
$$

$$
3 \text { (1) }
$$

$$
3 \text { (2) }
$$

$$
28(27)
$$

$$
2 \text { (3) }
$$

$$
15 \text { (28) }
$$

$$
37 \text { (26) }
$$

$$
19(16)
$$

## Commentary:

Most of the students focused mainly on making the pie, rather than on the design, mass production and marketing elements. There was a moderate decline in the higher scores between 2000 and 2004.

