Bergvliet High School

GRADE 10

07 NOVEMBER 2024

BUSINESS STUDIES

November P1 Exam

MARKS: **150**

TIME: **2 hours**

EXAMINER: **L KRIEL**

MODERATOR: **T ABRAHAMS, M FORTUNE, M VENTER**

This question paper consists of 09 pages.

INSTRUCTIONS AND INFORMATION

Read the following instructions carefully before answering the questions.

1. This question paper consists of THREE sections.

   SECTION A: **COMPULSORY**
   SECTION B: Consists of three questions.
   Answer any **TWO** of the three questions in this section.
   SECTION C: Consists of two questions.
   Answer any **ONE** of the two questions in this section.

2. Read the instructions for each question carefully and take particular note of what is required.

3. Number the answers carefully according to the numbering system used in this question paper. NO marks will be awarded for answers that are numbered incorrectly.

4. Except where other instructions are given, answers must be written in full sentences.

5. Use the mark allocation and nature of each question to determine the length and depth of an answer.

6. Use the table below as guide a for mark and time allocation when answering each question.

SECTION		QUESTION	MARKS	TIME (minutes)
A:	Objective-type questions COMPULSORY	1	30	20
B:	THREE direct/indirect type questions CHOICE: Answer any TWO.	2	40	35
		3	40	35
		4	40	35
C:	TWO essay-type questions CHOICE: Answer any ONE.	5	40	30
		6	40	30
TOTAL			150	120

7. Begin the answer to EACH question on a NEW page, e.g. QUESTION 1 – new page, QUESTION 2 – new page, etc.

8. You may use a non-programmable calculator.

9. Write neatly and legibly.

SECTION A: COMPULSORY

QUESTION 1

1.1 Various options are provided as possible answers to the following questions. Write down the question number (1.1.1 – 1.1.5), choose the correct answer and write the letter (A-D) next to the number on your answer sheet, e.g.1.1.6 A

1.1.1 The employees of David's Diamonds ABC were unhappy at work and decided to participate in a strike. This affected the … environment.

A Market
B Micro
C Economic
D Macro

1.1.2 The function that is responsible for filling all available vacancies within the business.

A Human resources
B General management
C Public relations
D Marketing

1.1.3 The measurement of the country's output.

A Gross Domestic Product
B Gross Value Added
C Gross Domestic Income
D Gross Domestic Expense

1.1.4 Changes in the South African tax policy that would affect the amount of tax paid by companies, belong to which component of PESTLE.

A Social, Cultural, Demographic
B Economic
C Political
D Legal

1.1.5 The process by which unlawful profits from crimes are invested in valid businesses to cover up wrongdoing.

A Money laundering
B Gambling
C Pyramid schemes
D Economic crime

(5X2) (10)

1.2 Complete the following statements by using the word(s) in the list below. Write only the word(s) next to the question number (1.2.1–1.2.5) in the ANSWER BOOK.

Legal; Informal; Cash; Public relations; Intermediaries Political; Purchasing; Formal; Suppliers; Capital

1.2.1 Businesses are affected by the … factor of the macro environment when the government passes laws and regulations.

1.2.2 The … function ensures that existing customers remain loyal.

1.2.3 Wholesalers and retailers serve as … to bridge the gap between producers and consumers.

1.2.4 The financial manager at McGee Stores presented a … budget that estimates the working capital.

1.2.5 Businesses operating in the … sector are registered and pay taxes.

(5X2) (10)

1.3 Choose a description from COLUMN B that matches a term in COLUMN A. Write only the letter (A–J) next to the question number (1.3.1–1.3.5) in the ANSWER BOOK, for example 1.3.6 K.

COLUMN A		COLUMN B	
1.3.1	Non-governmental organisations	A	The ability of products to satisfy the needs of customers.
1.3.2	Piracy	B	Responsible for tactical decision making.
1.3.3	Quality	C	Short-term plans to reach set goals.
1.3.4	Middle management	D	Provides social grants to South African citizens.
1.3.5	Objectives	E	Non-profit organisations that operate separately from the government.
		F	Long-term plans of what the business wants to achieve.
		G	Reproducing work of other businesses after permission was granted.
		H	Unauthorised reproduction of the work of another business.
		I	Oversees the entire organisation and all operations.
		J	Displaying customer dissatisfaction with services.

(5X2) (10)

TOTAL SECTION A: [30]

SECTION B

Answer **ANY TWO** questions in this section.

NOTE: Clearly indicate the QUESTION NUMBER of each question that you choose. The answer to EACH question must start on a NEW page, for example QUESTION 2 on a NEW page, QUESTION 3 on a NEW page, et cetera.

QUESTION 2: BUSINESS ENVIRONMENTS

2.1 Define intermediaries. (4)

2.2 Outline the purpose of trade unions. (4)

2.3 Name the THREE business environments and state the extent of control that businesses have over EACH business environment. (6)

Use the table below as a GUIDE to answer QUESTION 2.3

BUSINESS ENVIRONMENTS	EXTENT OF CONTROL

2.4 Explain why NGO's and CBO's are part of the market environment. (4)

2.5 Identify which socio-economic issue is mentioned below:

2.5.1 The process of fraudulently manufacturing, altering, or distributing a product that is of lesser value than the original product. (2)

2.5.2 The illegal production of counterfeit goods for sale. (2)

2.5.3 The lack of resources to meet basic human needs. (2)

2.6 Analyse how HIV/Aids may impact the business. (4)

2.7 Discuss the interrelationship between the three business sectors. (4)

2.8 Advise businesses on the importance of the informal sector. (4)

2.9 Suggest TWO reasons why the technological component in the macro environment can be challenging for businesses. (4)

[40]

QUESTION 3: BUSINESS OPERATIONS

3.1 List FOUR management tasks. (4)

3.2 Outline the purpose of the purchasing function (6)

3.3 Identify the source of funding in every statement below.

3.3.1 Money borrowed from the bank. (2)

3.3.2 Funding provided by the state for small developing businesses. (2)

3.3.3 An account holder applies for a certain amount to exceed the balance in the current account when making payments. (2)

3.4 Differentiate between leadership and management. (4)

3.5 Read the scenario below and answer the questions that follow.

DEER CARE FOUNDATION (DCF)
Deer Care Foundation (DCF) has a department that handles the media and press releases. Another department is responsible for fund raising and financial care of the people in need.

(6)

Identify the TWO business functions applicable to DCF. Motivate your answer by quoting from the scenario above.

Use the table below as a GUIDE to answer QUESTION 3.5.

BUSINESS FUNCTION	MOTIVATIONS

3.6 Read the scenario below and answer the questions that follow.

ANDERSON BUILDERS LTD. (ABL)
Anderson Builders Ltd. allows their customers to buy their products on credit. The management of ABL does not discriminate against customers. They also ensure that all contracts are written in plain and understandable language. They also give customers reasons why a credit application is refused.

3.6.1 Name any TWO consumer rights according to the National Credit Act from the scenario above. (2)

3.6.2 Outline TWO responsibilities of credit providers. (4)

3.7 Discuss THREE reasons why a business may need financing. (6)

3.8 Suggest ONE advantage of quality control in the business. (2)

[40]

QUESTION 4: MISCELLANEOUS

BUSINESS ENVIRONMENTS

4.1 Define the legal environment. (2)

4.2 Outline why socio-economic issues pose a challenge to businesses. (4)

4.3 Identify the business sector applicable to EACH statement below:

4.3.1 Gary bought a truck to start a removal and delivery service. (2)

4.3.2 Laura turned her home into a mini factory to manufacture uniforms for the schools in the area. (2)

4.4 Elaborate on the different types of gambling. (6)

4.5 Analyse the impact of inequality and poverty on businesses. (4)

BUSINESS OPERATIONS

4.6 List TWO types of organisational structures. (2)

4.7 Differentiate between quality control and quality assurance. (4)

4.8 Explain the type of decisions made by each management level below:

4.8.1 Top Level Management (2)

4.8.2 Lower Level Management (2)

4.9 Read the scenario below and answer the questions that follow.

PRECISION ENTREPRENEURIAL DEVELOPERS (PED)

Precision Entrepreneurial Developers (PED) have significantly improved the entrepreneurship landscape in South Africa. Information is handled correctly by the administrative staff of PED to prevent incorrect decisions based on incorrect information.

4.9.1 Define the term public relations. (2)

4.9.2 Identify the activity of the administration function applied by PED. Motivate your answer by quoting the scenario above. (4)

4.9.3 Suggest other activities of the administration function to PED. (4)

[40]

TOTAL SECTION B: [80]

SECTION C

Answer ANY ONE questions in this section**.**

NOTE: Clearly indicate the QUESTION NUMBER of the chosen question. The answer to EACH question must start on a NEW page, for example QUESTION 5 on a NEW page, QUESTION 6 on a NEW page, et cetera.

QUESTION 5: BUSINESS ENVIRONMENTS

Businesses should have a sound understanding of the market environment and its components. An interrelation exists between the micro and market environment. Businesses must be aware that competition poses a challenge to businesses.

With reference to the statement above, write an essay on the following aspects:

- Elaborate on the meaning of the market environment.
- Explain FOUR components of the market environment.
- Discuss the interrelation between the micro, market and macro environments
- Advise businesses on reasons why competition poses a challenge to businesses.

[40]

QUESTION 6: BUSINESS OPERATIONS

The financial function and purchasing function have specific responsibilities. Cash and credit payments need to be considered by businesses for their purchasing requirements. Businesses should follow the correct steps in the purchasing procedure. There are different sources of financing available for businesses. Businesses must be aware of the purpose of the financial function.

With reference to the statement above, write an essay on the following aspects:

- Outline the differences between cash and credit payments.
- Explain the correct purchasing procedure.
- Discuss the following sources of financing:
    - Bank loans
    - Angel funding
    - Venture capital
- Advise businesses on the quality indicators of the financial function.

[40]

TOTAL SECTION C: [40]

GRAND TOTAL: [150]