BERGVLIET HIGH SCHOOL

GRADE 10

17 NOVEMBER 2025

BUSINESS STUDIES

PAPER 2 EXAM

MARKS:	**150**
TIME:	**2 HOURS**
EXAMINER:	**F. CHIRINDA**
MODERATOR:	**L. KRIEL, D. PETERS, J MURPHY**

This question paper consists of 9 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 Market research is carried out by New Age Technologies to …

A ensure that it is unable to differentiate products.
B remain competitive and relevant in the industry.
C prioritise the needs of employees.
D reduce its competitive advantage.

1.1.2 Feldman Clothing Designers utilize distinctive patterns by using special devices to uncover fake goods as an initiative to address … as a socio-economic issue.

A HIV/AIDS
B strikes
C counterfeiting
D crime

1.1.3 Legal entity means that …

A taxation is a requirement for all registered businesses.
B there is a distinction between the business and the owners.
C taxation is not a requirement for unregistered businesses.
D the business and their owners are regarded as one.

1.1.4 Posters are used as a/an … aid to present business information.

A Audio
B Audio – visual
C Electronic
D Visual

1.1.5 Teamwork is required at Katlego Distributors to ensure that …

A overall business objectives can be achieved.
B individualism must be encouraged.
C employees need to benefit at the expense of the business.
D managers can allocate tasks unfairly.

(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.

State-owned companies ; SWOT ; video conferencing ; gambling
data projectors ; Force – Field Analysis ; PESTLE
inclusivity. ; Delphi Technique ; closed corporations

1.2.1 Grasso Catering Services used…as part of the business plan to analyse the challenges of the macro environment.

1.2.2 The government is the major shareholder in …

1.2.3 Atkins Maguga Transport uses … as it enables face-to-face communication between two or more people in different geographic locations.

1.2.4 The supporting and restraining forces of the change are evaluated by using … analysis.

1.2.5 Jagger Architecture addresses … by ensuring that no one is discriminated against in the workplace.

(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 I.

Column A		Column B	
1.3.1	Unlimited Liability	A	transferring of information through business reports with the support of visual aids.
1.3.2	Corporate Social Responsibility	B	using diagrams to represent ideas that are connected to a central theme.
1.3.3	Verbal Presentation	C	established for public benefit purpose.
1.3.4	Infrastructure	D	Owners are personally liable for all debts and claims against the business.
1.3.5	Mind-mapping	E	Considering the impact of operations on human, financial and environmental resources.
		F	Shareholders receive annual dividends.
		G	Presentations delivered through speech.
		H	All the built facilities that allows for business activity to occur
		I	Shares and bonds issued by a company.
		J	A picture or a drawing.

(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 VENTURES

2.1 List TWO types of co-operatives. (2)

2.2 Elaborate on the meaning of business opportunities. (2)

2.3 Differentiate between internal market research and external market research. (4)

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

SAMKELISIWE SOLAR SPECIALIST (SSS)

Samkelisiwe Solar Specialist is a business that installs solar panels. SSS suffered a financial loss during the stage five hard lockdown in 2020, but did not give up on their business. SSS has considered researching to assess the needs of the market in 2025

2.4.1 Discuss the importance of assessing needs and desires in identifying a business opportunity. (6)

2.4.2 Outline the ethical elements for conducting research. (6)

2.5 Discuss the characteristics of a sole trader as a form of ownership. (6)

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

NOMVELO NATIONAL RETAILERS (NNR)

Nomvelo National Retailers uses diagrams in their presentations. Diagrams play an important role in statistical data presentation. They also help to attract the audience's interest during the presentation. NNR received positive feedback from stakeholders after the presentation.

2.6.1 Quote TWO ways in which the importance of diagrams is illustrated by NNR. (2)

2.6.2 The discuss the importance of diagrams other than those mentioned in the above scenario. (6)

2.7 Advise businesses on the strategies to overcome competition in the market. (6)

[40]

QUESTION 3: BUSINESS ROLES.

3.1 Name any THREE steps in the problem-solving. (3)

3.2 Distinguish between decision-making and problem-solving. (4)

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

GRILLENZONI SOFTWARE DEVELOPERS (GSD)

Grillenzoni Software Developers has raised extensive awareness of the negative effects of piracy. GSD registered their software name with CIPC to protect their product from piracy.

3.3.1 Identify the method of dealing with piracy applied by GSD. Motivate your answer by quoting from the scenario. (3)
Use the table below as a GUIDE to answer QUESTION 3.3.1.

METHOD	MOTIVATION

3.3.2 Explain other TWO methods of dealing with piracy. (6)

3.4 Explain how businesses can apply the Nominal Group Technique to solve business problems. (6)

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

VISSER PROPERTY RENTALS (VPR)

The CEO of Visser Property Rentals (VPR) is in the process of reviewing the salary packages of employees. VPR has always set clearly defined goals for all team members to know exactly what should be accomplished. A culture exists at VPR where there are open discussions that lead to effective solutions for existing problems.

3.5.1 Identify TWO criteria for successful team performance applied by VPR. Motivate your answer by quoting from the scenario above.
Use the table below as a GUIDE to answering QUESTION 3.5.1. (6)

CRITERIA	MOTIVATION

3.5.2 Discuss TWO other criteria for a successful team performance that could be applied by VPR as a business (6)

3.6 Recommend how businesses can use creative thinking to generate entrepreneurial opportunities. (6)

[40]

QUESTION 4: MISCELLANEOUS

BUSINESS VENTURES

4.1 Identify the component of the SWOT Analysis applicable to Mahlangu Dealers (MD) in EACH statement below.

4.1.1 A new competitor is offering discounts on all items in their store.

4.1.2 Sound financial planning is not evident at MD.

4.1.3 MD understands the needs of its customers. (6)

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

MARCO FRANK PAINTERS (MFP)

Marco Frank would like to expand his business with his friend Levi. He believes they will be good in business together. Marco does not want to create a big company just yet, as he is nervous about expanding his business too quickly. He is considering other business options.

4.2.1 Name the new form of ownership considered by MFP from the scenario above. (2)

4.2.2 Explain THREE characteristics of the form of ownership named in QUESTION 4.2.1 above. (6)

4.3 Outline factors that should be considered when choosing a form of ownership. (6)

BUSINESS ROLES

4.4 Outline the benefits of creative thinking in the workplace. (4)

4.5 Discuss how businesses can apply the Delphi Technique as a problem-solving technique. (4)

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

RUSSON ENGINEERING OPERATIONS (REO)

Russon Engineering Operations (REO) is involved in various social responsibility initiatives. A donation of R2 000 000 was provided to a local charity by REO. REO makes a concerted effort to reduce its carbon footprint. Neo is concerned about the high rate of HIV/Aids infection in the community.

4.6.1 Quote TWO examples of social responsibility applied by REO. (2)

4.6.2 Explain initiatives business can take to address HIV/Aids. (2)

4.7 Recommend initiatives businesses can take to address the following socio-economic issues:

4.7.1 crime (4)

4.7.2 inequality and poverty (4)

[40]

TOTAL SECTION B: [80]

SECTION C

Answer **ANY ONE** question 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 VENTURES (PRESENTATION OF INFORMATION)

SATSUMA SALES ENTERPRISES (SSE)

Satsuma Sales Enterprises added a new product to their range. Mr Hermanus, the CEO of the company, was requested to compile a flyer and do a presentation of their new product to various stakeholders. Even though he used different visual aids he could not respond to questions and answer in a professional manner. Mr Hermanus is expected to write a report on his presentation.

Write an essay in which you include the following aspects:

- Outline FOUR types of visual aids
- Discuss factors that must be considered when designing a presentation
- Explain the steps that must be followed when writing a report
- Analyse the impact of visual aids **[40]**

QUESTION 6: BUSINESS ROLES (RELATIONSHIPS AND TEAM PERFORMANCE)

The success of a business depends on how teams can work together successfully despite influences that can affect team relations. Businesses can use criteria to assess successful team performance.

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

- Explain the benefits of a good team
- Discuss factors that can influence team relations
- Advise businesses on the following criteria for successful team performance:
    - Clear objective and agreed goals
    - Communication
    - Co-operation/Collaboration
    - Interpersonal attitudes and behaviour
    - Shared values and mutual respect **[40]**
- Suggest ways in which businesses can create an environment that enables teams to work effectively.

SECTION C: [40]

GRAND TOTAL: [150]