



# basic education

Department:  
Basic Education  
**REPUBLIC OF SOUTH AFRICA**

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**CONSUMER STUDIES**

**FEBRUARY/MARCH 2016**

**MEMORANDUM**

**MARKS: 200**

**This memorandum consists of 13 pages.**

**SECTION A: SHORT QUESTIONS****QUESTION 1**

- |     |        |           |  |     |
|-----|--------|-----------|--|-----|
| 1.1 | 1.1.1  | B ✓       | <i>Remembering, easy (Focus, p. 165; Successful, p. 181)</i>     | (1) |
|     | 1.1.2  | A ✓       | <i>Remembering, easy (Focus, p. 163; Successful, p. 180)</i>     | (1) |
|     | 1.1.3  | D ✓       | <i>Remembering, easy (Focus, p. 161; Successful, p. 177)</i>     | (1) |
|     | 1.1.4  | C ✓       | <i>Understanding, easy (Focus, p. 77; Successful, p. 91)</i>     | (1) |
|     | 1.1.5  | B ✓       | <i>Remembering, easy (Focus, p. 73; Successful, p. 82)</i>       | (1) |
|     | 1.1.6  | D ✓       | <i>Remembering, easy (Focus, p. 94; Successful, p. 114)</i>      | (1) |
|     | 1.1.7  | A ✓       | <i>Remembering, easy (Focus, p. 90; Successful, p. 106)</i>      | (1) |
|     | 1.1.8  | D ✓       | <i>Remembering, easy (Focus, p. 106; Successful, p.128)</i>      | (1) |
|     | 1.1.9  | C ✓       | <i>Remembering, easy (Focus, p. 57; Successful, p. 61)</i>       | (1) |
|     | 1.1.10 | B ✓       | <i>Applying, moderate (Focus, p. 59; Successful, p. 62)</i>      | (1) |
|     | 1.1.11 | A ✓       | <i>Remembering, easy (Focus, p. 126; Successful, p. 144)</i>     | (1) |
|     | 1.1.12 | C ✓       | <i>Understanding, moderate (Focus, p.136; Successful, p.151)</i> | (1) |
|     | 1.1.13 | D ✓       | <i>Understanding, moderate (Focus, p.148; Successful, p.163)</i> | (1) |
|     | 1.1.14 | B ✓       | <i>Understanding, easy (Focus, p.134; Successful, p. 155)</i>    | (1) |
|     | 1.1.15 | C ✓       | <i>Remembering, easy (Focus, p. 167; Successful, p. 184)</i>     | (1) |
|     | 1.1.16 | A ✓       | <i>Understanding, moderate (Focus, p. 13; Successful, p. 19)</i> | (1) |
|     | 1.1.17 | B ✓       | <i>Understanding, moderate (Focus, p. 21; Successful, p. 24)</i> | (1) |
|     | 1.1.18 | C ✓       | <i>Understanding, easy (Focus, p. 25; Successful, p. 25)</i>     | (1) |
|     | 1.1.19 | D ✓       | <i>Understanding, moderate (Focus, p. 25; Successful, p.25)</i>  | (1) |
|     | 1.1.20 | B ✓       | <i>Understanding, moderate (Focus, p. 35; Successful, p.35)</i>  | (1) |
| 1.2 | 1.2.1  | C ✓ vii ✓ | <i>(Focus, p. 76; Successful, p. 90)</i>                         | (2) |
|     | 1.2.2  | B ✓ v ✓   | <i>(Focus, p. 72; Successful, p. 81)</i>                         | (2) |
|     | 1.2.3  | D ✓ i ✓   | <i>(Focus, p. 79; Successful, p. 93)</i>                         | (2) |
|     | 1.2.4  | E ✓ vi ✓  | <i>(Focus, p. 79; Successful, p. 92)</i>                         | (2) |

- |     |       |  |                            |     |
|-----|-------|--|----------------------------|-----|
| 1.3 | 1.3.1 | Full title/freehold ownership ✓          | (Foc, p. 121; Suc, p. 139) | (1) |
|     | 1.3.2 | Transfer duties/duty ✓                   | (Foc, p. 128; Suc, p. 146) | (1) |
|     | 1.3.3 | Title deed ✓                             | (Foc, p. 128; Suc, p.146)  | (1) |
|     | 1.3.4 | Initiation fees ✓                        | (Foc, p. 127; Suc, p.146)  | (1) |
|     | 1.3.5 | Bond/mortgage protection (insurance) ✓   | (Foc, p. 128; Suc, p. 145) | (1) |
|     | 1.3.6 | Home owner's (comprehensive) insurance ✓ | (Foc, p. 127; Suc, p. 145) | (1) |
|     | 1.3.7 | Fixed interest rate ✓                    | (Foc, p. 127; Suc, p 145)  | (1) |
- Remembering, easy*

- 1.4    B ✓  
        D ✓  
        E ✓  
        F ✓  
        I ✓

(5)  
**[40]**

*Understanding, moderate (Successful, page 49–50, Focus, page 50–51)*

## QUESTION 2: THE CONSUMER

- 2.1    2.1.1    • The consumer price index (CPI) shows/measures a change in the price/cost ✓ of a group of products and services ✓ over a specific period. ✓ (Any 2) (2)
- Remembering, easy (Focus, page 167; Successful, page 185)*
- 2.1.2    • The price of bread and cereals increased as a result of the drought in the second half of 2013. ✓  
 • The price of poultry increased as a result of the increase in the price of maize. ✓/Chickens eat maize/mealies and that lead to an increase in the price of poultry. ✓  
 • The price of fruit and vegetables increased because the abnormal high rainfall/floods lead to shortages and therefore sharp price increases. ✓  
 • Transport costs influence delivery charges ✓ to rural areas which contributed to the increased prices of the three food categories (bread and cereals, vegetables, poultry). (Any 4) (4)

*Understanding, moderate (From extract, Focus, page 167; Successful, page 185)*

- 2.2 2.2.1 Toilet flushing
- Place a plastic bottle filled with water or a brick into the cistern✓ to reduce the amount of water per flush.
  - Install a dual-flush toilet that uses less water to flush liquids.✓
  - Make sure the toilet doesn't leak.✓
  - After flushing, lift the handle to stop unnecessary flushing.✓
  - Use grey water to flush toilet. ✓ (Any 2) (2)
- 2.2.2 Gardening
- Plant indigenous and water-wise plants✓ which require less water.
  - Install a rainwater tank✓ and use the water for watering the garden.
  - Recycle grey water✓ from the washing machine/basins/shower/bath to water the garden/plants. (Any 2) (2)

*Understanding, moderate (Focus, page 180–181; Successful page 199)*

2.3

Criteria	Pyramid scheme	Multilevel marketing scheme
Source of income	Payments for enrolling other people into the scheme ✓	Supply real investment/sells products/services to the public.✓
Status in South Africa	Pyramid schemes are illegal.✓	Multilevel schemes are legal.✓

(4)

*Understanding, moderate (Focus, page 162; Successful, page 178, 179)*

**NOTE:** Learners must make a comparison. TWO marks for illegal pyramid scheme and TWO marks for a legal tiered-level/multilevel marketing scheme.

- 2.4 **Pay off high-interest bearing debt:**
- Consumers will not have to pay the high interest if debt is paid off.✓  
Consumers will then have more disposable income.✓
  - An increase in the interest rate✓ can result in more money to be paid if money is borrowed in January.✓
- Pay next year's school fees:**
- When paying off school fees in advance, most schools give a discount.✓  
This leaves consumers with extra money that can be used for other necessities.✓
- Pay extra on your home loans:**
- Paying extra on your home loan reduces the number of instalments to be paid✓ and the amount of interest that must be paid on the outstanding home loan balance.✓
- Share holidays accommodation and food expenses with family or friends:**
- If every family contributes when holiday accommodation is shared, it reduces every family's cost for accommodation✓ and water and electricity.✓
  - If families buy food together when on holiday, they can buy in bulk and this is normally cheaper✓which leaves each family with more money for January.✓ (Any 3 x 2) (6)

[20]

*Analysing, difficult (Focus, page 167–168; Successful, page 184–186)*

**QUESTION 3: FOOD AND NUTRITION**

- 3.1 3.1.1
- Bacillary dysentery is spread through contact with faeces of an infected person.✓ This can happen through food, water.
  - Flies may also play a role in transmitting the bacteria.✓
  - It could be contracted by swimming in infected water.✓
  - Amoebic dysentery is passed on if hygiene/sanitation is poor✓ and when contaminated food and drinks are consumed without adequate cooking or boiling.✓
  - Can spread through salad washed with contaminated water.✓
  - Not washing hands after using public toilets.✓ (Any 5) (5)

*Remembering, easy (Focus, page 90; Successful, page 107)*

- 3.1.2
- Stay hydrated/drink safe chlorinated/boiled water.✓
  - Oral rehydration fluids must be taken to replace loss of fluid and electrolytes.✓
  - Dysentery caused by Shigella bacteria can be treated with antibiotics.✓
  - Medication can be taken for amoebic dysentery. (Any 3) (3)

*Remembering, easy (Focus, page 90; Successful, page 10)*

- 3.2 3.2.1
- Excessive/too much salt intake✓
  - Consuming too much fat/refined carbohydrates/over indulgence leads to overweight or obesity✓
  - Excessive/too much alcohol✓
  - Insufficient intake of dairy, fruit and vegetables (calcium, potassium and magnesium)✓ (Any 3) (3)

*Remembering, easy (Focus, page 77; Successful, page 87)*

- 3.2.2
- High blood pressure is known as the silent killer✓ as there are no warning signs or symptoms.✓ Uncontrolled high blood pressure can lead to a heart attack/ stroke/kidney failure/damage to the eyesight.✓ If people do not test their blood pressure, they will not know that they have the condition and may suffer the consequences.✓ If people test their blood pressure, they will know if they have high blood pressure and can then make lifestyle changes/exercise more/stop smoking/make dietary changes.✓ (Any 3) (3)

*Understanding, easy (Focus, page 77; Successful, page 87)*

NOTE: If a paragraph format is not used, ONE mark will be deducted.

- 3.3
- Anorexia✓
  - She thinks her son is starving✓
  - He has become thin/comes home so thin/constantly lose weight✓
- OR
- Starving✓ and being very thin✓ are characteristics of the disorder. (3)
- (NOTE: ONE mark must be allocated for anorexia and TWO marks for reasons.)  
*Understanding, moderate (Focus, page 82; Successful, page 94)*
- 3.4
- Asthma✓
  - Skin rashes✓
  - Swelling✓
  - Itching/running nose✓
  - It can possibly cause hyperactivity in some children.✓ (Any 3) (3)
- Understanding, moderate (Focus, page 95; Successful, page 113)*
- 3.5      3.5.1      • Allergens are food proteins/substances✓ that cause/trigger an allergic reaction/response if consumed.✓ (2)
- Remembering, easy, (Focus, page 79, Successful, page 92)*
- 3.5.2      • There is gluten in the crumbs (contain wheat flour)✓ and in the batter (contains wheat starch).✓ (2)
- Understanding, easy (Focus, page 81; Successful, page 93)*
- 3.5.3      • The herbs and spices were irradiated as they may contain an unacceptably/very high bacterial load.✓
- They must be irradiated to prevent them from contaminating the fishcakes/foods to which they are added. OR If the herbs and spices are not treated, the fish cakes/all food to which they are added also become contaminated.✓ (2)
- Understanding, easy (Focus, page 105; Successful, p 128)*
- 3.5.4      • The preservative/potassium sorbate prolongs/lengthens the shelf-life✓ of the crème fraiche by protecting it against deterioration caused by micro-organisms/inhibiting/retarding/preventing/slowing down growth of micro-organisms/spoilage caused by micro-organisms.✓ (2)
- Understanding, moderate (Focus, page 113; Successful, page 94)*
- 3.5.5      • Baking is beneficial for an obese person as no extra fat/oil✓ is added.
- This means that no extra energy/kilojoules✓ are added.
  - Reducing/restricting the intake of fat/energy/kilojoules assist with weight loss.✓ (Any 2) (2)
- Applying, moderate (Focus, page 83; Successful, page 98)*

- 3.5.6
- The saturated fat content in the fishcakes is low ✓ (2,5 g/100 g or 2 g/80 g). Fat, especially saturated fat, should be decreased/restricted/used sparingly ✓ as it causes an increase in low-density lipoprotein (LDL). ✓
  - The fish cakes have a low trans fat content ✓ (0,1 g/100 g or 0,1 g/80 g). The intake of trans fat should be restricted ✓ as they raise the low-density lipoprotein (LDL)-cholesterol levels ✓ which increase the risk of coronary heart disease. ✓
  - The fish cakes have a high unsaturated fat content ✓ (mono-unsaturated fat: 5,8 g/100 g or 4,6 g/80 g and polyunsaturated fat: 2,2 g/100 g or 1,8 g/80 g) that will increase high-density lipoprotein (HDL) and lower the blood-cholesterol levels. ✓
  - The fish cakes are high in omega 3 fatty acids (578 mg/100 g or 462 mg/80 g). ✓ Omega 3 fatty acids will help to reduce blood cholesterol levels/protect the heart and blood vessels ✓.
  - The fish cakes have a low cholesterol content ✓ (36 g/100 g or 29 mg/80 g). The intake of foods high in cholesterol should be limited. ✓
  - The fish cakes contain a moderate amount of fibre ✓ (2,9 g/100 g or 2,3 g/80 g). Fibre has a cholesterol-lowering effect. ✓
  - Obesity is a risk factor for coronary heart disease. ✓ A reduced intake of fat will assist with weight loss ✓ and an increased intake of fibre will assist with weight loss. ✓
  - The fish cakes contain no sugar, ✓ which will help with weight loss. ✓
  - The fish cakes contain a moderate amount of sodium (338 mg/100 g or 270 mg/80 g). ✓ High blood pressure is a risk factor for coronary heart disease. ✓ Salt/Sodium must be restricted/used sparingly to manage high blood pressure. ✓
- (Any 9)
- Conclusion: The fish cakes are suitable for the management of coronary heart disease because they are baked and not fried/have nutrients that will benefit a person with coronary heart disease. ✓

(1)

(10)  
[40]

*Evaluating, difficult (Focus, page 73–75, page 77; Successful, page 83–85)*

NOTE: The conclusion could also be at the start of the learner's response.

**QUESTION 4: CLOTHING**

- 4.1
- The original manufacturers lose income/sales.✓
  - The image of the brand is harmed/negatively affected.✓
  - Consumers may lose faith in brands.✓
  - It prevents the registered trademark owners from entering the markets where pirate brands are popular.✓
  - It disadvantages retailers selling legitimate products, resulting in lower income/sales, ✓ which may lead to actual job losses.✓
  - It deprives national economies of custom duties and tax revenues.✓
  - There is no competition in the market.✓
- (Any 3)

*Remembering, moderate (Focus, page 64; Successful, page 72)*

(3)

- 4.2
- The fashion is introduced.✓
  - The fashion leaders either accept or reject the style.✓

*Remembering, easy (Focus, page 49; Successful, page 50)*

(2)

- 4.3
- Fashion cycles overlap because consumers are bored with the old trend/less consumers wear the old trend as interest is decreasing. ✓ A new trend/fashion is introduced/begins/launched/celebrities are photographed wearing the trend.✓ Fewer consumers wear the old trend, until no one wears it any more.✓ While the old trend declines, interest in the new trend increases.✓ Clothing stores advertise the new trend in magazines and in window displays and is produced in growing numbers. ✓ By this time a new fashion trend has established itself and is well on its way to its peak.✓

(Any 2)

(2)

*Understanding, easy (Focus, page 50; Successful, page 50)*

- 4.4      4.4.1
- The vertical stripes will create the illusion that the person wearing the shirt is taller ✓ and slimmer ✓ as the eye will move up and down.✓

*Applying, easy (Clothing Grade 11)*

(3)

- 4.4.2
- It is a classic style ✓ and can be worn for many years/will not date easily/timeless.✓
  - It has neutral colours ✓ that make it versatile/can mix and match ✓ easily with other clothing items.
  - It looks formal/professional.✓
  - 100% cotton is comfortable to wear ✓ in winter and summer/all seasons.✓
  - The easy-iron finish makes it easy to care for.✓

(Any 4)

(4)

*Analysing, moderate (Focus, page 56–58; Successful, p 61–63)*



- 4.5
- Fashion fad:  
The floral bow tie is blue and white and will outdate quickly/normally lasts for one season. ✓ (1)
  - Classic style:  
The white shirt/dark blue jacket are classic styles ✓ and will be timeless/last for many seasons/remain popular for a long time. ✓ White is a neutral colour/dark blue is a shade of blue. ✓ (Any 2) (2)
  - Contemporary style:  
The skinny pants is modern/in fashion ✓ and light blue/tint of blue. ✓ (2)

Conclusion:

The floral blue and white bow tie, white shirt, dark blue jacket and light blue skinny pants create a harmonious blue and white colour combination. ✓ (1)

(6)  
[20]

*Analysing, difficult (Grade 11/Focus, page 56–59; Successful, page 61–65)*

**QUESTION 5: HOUSING**

- 5.1
- The applicant should be a South African citizen or have a permanent residence permit. ✓
  - The applicant should be at least 21 years old/legally competent to enter into a contract. ✓
  - The applicant's monthly income cannot exceed R3 500.00./Proof of income must be submitted. ✓
  - Nobody in the household may have received a housing subsidy from the government previously, except for disabled people and people who qualify for the consolidation subsidy. ✓
  - The applicant must be a first-time home owner/must not have previously owned a house, except for disabled people and people who qualify for the consolidation subsidy. ✓
  - The applicant must be married or must live with a long-term partner. A single or divorced person with financial dependants such as children and family members may also apply. ✓ (Any 4) (4)

*Remembering, easy (Focus, page 130; Successful, page 149)*

- 5.2
- Electricity/energy consumption. ✓
  - Water consumption. ✓
  - Impact on the environment/carbon footprint. ✓ (3)

*Remembering, easy (Focus, pages 133–134; Successful, page 155)*

- 5.3 5.3.1 (a) • A lease/rental agreement✓  
 • Deon should adhere to the lease/rental period.✓  
 • Adhere to rental fee✓  
 • Adhere to rental conditions e.g. Having pets, maintenance, alterations to the unit.✓ (4)  
*Understanding, moderate (Focus, page 117 and 118; Successful, page 137)*
- (b) • Date on which Deon can move into the unit.✓  
 • Length/duration/expiry date of the lease.✓  
 • Deposit that should be paid (in addition to the first month's rent).✓  
 • Terms and conditions regarding the refund of the deposit.✓  
 • Conditions regarding the subletting✓ of the unit.  
 • Conditions regarding the inspection✓ of the property.  
 • Conditions regarding the entry to the unit by the owner.✓  
 • Who is responsible for the payment of water and electricity.✓  
 • Whether pets are allowed.✓  
 • The condition that the landlord must approve any changes Deon wants to make to the unit.✓ (Any 5) (5)  
*Remembering, easy (Focus, page 117–118; Successful, page 138)*
- 5.3.2 • Rental Housing Act✓ (1)  
*Remembering, easy (Focus, page 118; Successful, page 137)*
- 5.3.3 • It gives the landlord a sense of security and independence.✓  
 • The property can be used as security for a bank loan.✓  
 • It is a sound investment because the value of the property increases over time/can be sold for a profit.✓  
 • The landlord is renting the property out for an income.✓  
 • The landlord has less administration to do because the body corporate administers the complex.✓  
 • He/she saves on the costs for maintaining a larger property and garden.✓ (Any 4) (4)  
*Understanding, moderate (Focus, page 123; Successful, page 141)*
- 5.3.4 • Deon should have read the contract before signing it.✓ He should have done inspection of the property together with the landlord✓ and made a list of defects✓ before moving in. (3)  
*Applying, easy (Focus, page 118; Successful, page 137)*

- 5.3.5
- There was a problem with the light fittings and electrical connections/broken rubber seal of the oven could have led to the use of more electricity.✓ The oven loses energy ✓and could increase the cooking time.✓
  - The toilet kept on running after flushing, therefore water was wasted.✓
  - The kitchen tap was leaking, therefore water was wasted.✓
  - Deon had a barber business, using more electricity when the hair clipping machine was switched on/used.✓
  - Deon's customers could have washed their hair, resulting in more water usage.✓
  - Deon had a friend living with him, therefore more water and electricity was used.✓
  - They held many parties and this could have increased the water ✓and electricity usage✓ as music is played/food prepared.

(Any 5) (5)

*Applying, moderate (Scenario)*

- 5.3.6
- Deon had proof/took video clips/pictures✓ with the date✓ when he moved in.
  - This shows that he was not responsible for the tiles that were already broken/iron burn mark on the carpet/leaking kitchen tap/broken toilet flushing system/broken seal of the oven.✓

(3)

*Applying, moderate (Scenario)*

- 5.4
- Employers should know their employees housing circumstances and help them to improve their homes.✓
  - Employers can assist their employees by offering a monthly housing allowance/subsidy✓which will help in paying monthly instalments on a property/home improvements.✓
  - Subsidise part of the interest on an employee's home loan.✓This could lead to lowering bond expenses.
  - By paying a living wage/salary that will enable employees to pay rent✓and to save towards buying their own house/property/improve existing property.✓
  - Give employees an option of staying in company-owned houses✓ at a lower rent while employed by the company.✓
  - Arranging home loans✓and assisting in the purchasing of building materials.✓
  - Helping employees to use their pensions✓ as collateral security for loans/offer guarantees to lenders.✓
  - Help with relocation costs/providing transport for relocation resulting in more money available for possible home improvements.✓
  - Providing solar panels for employees' homes✓reducing electricity costs.✓This results in saving money which could be used for the purchasing of household appliances. ✓
  - Provide housing consumer education and advice to employees.✓

(8)  
[40]*Analysing, moderate (Focus page 132; Successful page 150)*

**QUESTION 6: ENTREPRENEURSHIP**

- 6.1
- Attract attention/colourful/legible.✓
  - Create awareness about a product or service.✓
  - Arouse/generate customer interest.✓
  - Creates desire for a product/service.✓
  - Persuade customers to buy/leads to buying action.✓
  - Expand the market to new customers.✓
  - Announces a modification or expansion of a business.✓
  - Gives customers a telephone number/e-mail address/information.✓
  - Announces the location of a business.✓
  - Maintains sales/reminding customers continuously about a business. ✓
- (Any 4) (4)

*Remembering, easy (Focus, page 30; Successful, page 30)*

- 6.2      6.2.1      Sustainable profitability
- Sustainable profitability is the business's ability to maintain a stable level of production and sales✓ without depleting available cash.✓
- OR
- A profitable business is one that has a plan to ensure that it will grow✓ and still show a profit in the long run.✓
- (2)

*Remembering, easy (Focus, page 35; Successful, page 34)*

- 6.2.2      Mark-up
- The amount/percentage added to the cost price✓ of goods to cover overhead expenses✓ and still leave money for profit.✓
- (Any 2) (2)

*Remembering, easy (Focus, page 37; Successful, page 39)*

- 6.3
- To protect the product.✓
  - Keep the product safe and hygienic.✓
  - It could act as a 'silent salesman'/attract the attention of consumers.✓
  - Well-designed packaging can reflect well on a business image.✓
- (Any 3) (3)

*Remembering, moderate (Focus, page 30; Successful, page 29)*

- 6.4      6.4.1
- Regular maintenance prevents unexpected breakdowns during production✓and ensures continuous production flow.✓
  - It reduces repairs✓and unscheduled maintenance.✓
  - Corrective maintenance will result in a stop of production when sewing machines break down, ✓therefore time will be wasted✓and garments will not be delivered on time. ✓
  - Corrective maintenance will increase major repairs and unscheduled maintenance✓resulting in extra money spend
- (Any 4) (4)

*Understanding, moderate (Focus, page 25; Successful, page 25)*

- 6.4.2 Maya pays special attention to each customer. ✓ Customers do final fitting of the garments ✓ (and customers can give feedback after every fitting) ✓ which Maya uses to improve the garments/service/business. ✓ Maya therefore meets the needs of her customers. ✓ The garments are always ready on time/two weeks before the delivery date ✓ that can result in customer satisfaction. ✓ She serves refreshments to her customers which makes them feel important and thus ensures that they enjoy doing business with her. ✓ (Any 6) (6)

*Understanding, difficult (Focus, page 7–9; Successful, page 10–12)*

*NOTE: If it is not written in paragraph format ONE mark is deducted.*

- 6.4.3
- Maya has natural talent for sewing and will produce good quality items. ✓
  - Maya pays special attention/interest in her customers and ensures that their needs are met. ✓
  - She had capital/start-up money ✓ as she earned a salary. ✓ to buy sewing machines and an over locker. ✓
  - She had time ✓ as she is entitled to fourteen days off in a month ✓
  - She had a place for the business ✓ she converted a room into a sewing room. ✓
  - She produces garments for formal events. ✓ (Any 6) (6)

*Applying, moderate (Focus, page 13; Successful, page 25)*

- 6.5 Total cost of production = cost of raw materials + other expenses = R35,00 + R150,00 = R185,00 ✓

$$\begin{aligned}
 \text{Selling price} &= \text{total production costs} + \text{mark-up} \\
 &= R185,00 + (50/100)/50\% = R92,50 \checkmark \\
 &= R185,00 + R92,50 \checkmark \\
 &= R277,50 \checkmark \\
 &= R277,50 \div 100 \checkmark \\
 &= R2,78 \text{ rounded off} \\
 &= R3,00 \checkmark
 \end{aligned}$$

(6)

*Applying, moderate (Focus, page 37; Successful, page 39)*

- 6.6
- In January Peter spent R1 500,00 on ingredients as fewer doughnuts were produced and sold. ✓ There were only two weeks of school due to the December school holidays. ✓
  - Sales increased during February ✓ because the bakery closed down and Peter's business attracted more customers. ✓
  - March had the highest product sales ✓ because of the big order for the sports day. ✓
  - In April sales dropped ✓ due to school holidays. ✓
  - In May there was an increase in sales ✓ as a result of the wider variety of products Peter started selling. ✓ (Any 7) (7)

[40]

*Analysing, difficult (Scenario, Focus, page 40–41; Successful, page 42)*

**TOTAL: 200**