



# higher education & training

Department:  
Higher Education and Training  
**REPUBLIC OF SOUTH AFRICA**

## **NATIONAL CERTIFICATE**

### **ENTREPRENEURSHIP AND BUSINESS MANAGEMENT N4**

(First paper)

(4090304)

**26 May 2021 (X-paper)**

**09:00–09:30**

**CLOSED-BOOK EXAMINATION**

This question paper consists of 4 pages and an answer sheet of 2 pages.

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**(First paper)**

**TIME: 30 MINUTES**

**MARKS: 50**

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**INSTRUCTIONS AND INFORMATION**

1. Answer all the questions.
  2. Read all the questions carefully.
  3. Number the answers according to the numbering system used in this question paper.
  4. Answer all the questions on the ANSWER SHEET (attached).
  5. Use only a black or blue pen.
  6. Write neatly and legibly.
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**SECTION A****QUESTION 1**

Choose a/an word/item from COLUMN B that matches a description in COLUMN A. Write only the letter (A–G) next to the question number (1.1–1.7) on the ANSWER SHEET (attached).


COLUMN A		COLUMN B	
1.1	Scott Scott (Pty) Ltd bought land and buildings, payable over 20 years.	A	working capital
1.2	This type of financing is usually for a partnership or close corporation.	B	growth capital
1.3	Sipho rented photocopying machines and printers from Toshiba. The contract expires after six months.	C	hire purchase
1.4	Kiara opted in for a short-term source of finance designed to cover temporary shortages of cash.	D	mortgage bond
1.5	In December, Naledi will buy equipment for her bridal boutique. The deposit will be R5000 and the monthly instalments will be R650 thereafter.	E	leasing
1.6	All Clear Televisions bought 20 TVs at R800 each. They also paid for their operating expenses.	F	bank overdraft
1.7	Bokang intends to expand his business that has been running for the last six years.	G	equity shares


(7 × 2)

(14)

**QUESTION 2**


Indicate whether the following statements are TRUE or FALSE by writing only 'true' or 'false' next to the question number (2.1–2.6) on the ANSWER SHEET (attached).

- 2.1 Break-even point is a point where you have more profit in the business.
- 2.2 The cash flow indicates how much profit is expected. 
- 2.3 Leader pricing refers to dropping the prices of popular products in order to attract more customers to your shop.

- 2.4 A patent is a right that protects an innovation.
- 2.5 Private companies do NOT have shareholders. 
- 2.6 Multiple packaging is when products from various companies are packed together in a single container. (6 × 2) (12)

### QUESTION 3

Use the ANSWER SHEET (attached).

- 3.1 Business Plan: Product or Service Description
- Give the name of your business and a short description of your product or service. If you plan to sell a service or a product, give information about factors like size, shape and range of products. 
- Describe the product's or service's characteristics, qualities, uses and benefits, and explain whether the product/service is new or existing. (12)
- 3.2 Name FOUR expenses that will form part of the start-up costs of your specific business. (8)
- 3.3 Define the term *entrepreneurship*. (4)
- [24]**
- TOTAL SECTION A: 50**

EXAMINATION NUMBER:

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**ANSWER SHEET**

**QUESTION 1**

- 1.1 \_\_\_\_\_
- 1.2 \_\_\_\_\_
- 1.3 \_\_\_\_\_
- 1.4 \_\_\_\_\_
- 1.5 \_\_\_\_\_
- 1.6 \_\_\_\_\_
- 1.7 \_\_\_\_\_

(7 × 2) (14)

**QUESTION 2**

- 2.1 \_\_\_\_\_
- 2.2 \_\_\_\_\_
- 2.3 \_\_\_\_\_
- 2.4 \_\_\_\_\_
- 2.5 \_\_\_\_\_
- 2.6 \_\_\_\_\_

(6 × 2) (12)

EXAMINATION NUMBER:

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**QUESTION 3**

- 3.1 3.1.1 \_\_\_\_\_
  - 3.1.2 \_\_\_\_\_
  - 3.1.3 \_\_\_\_\_
  - 3.1.4 \_\_\_\_\_
  - 3.1.5 \_\_\_\_\_
  - 3.1.6 \_\_\_\_\_
- (6 × 2) (12)**

- 3.2 \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- (4 × 2) (8)**

- 3.3 \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- (4 × 1) (4)**
- [50]**

**TOTAL SECTION A: 50**