

KZN – DEPT. OF EDUCATION
GREENBURY SECONDARY SCHOOL
FIRST QUARTERLY TEST – 2016
BUSINESS STUDIES - GR. 11

EXAMINERS : R NAIDOO/A RAJOO**MODERATOR** : R GOVENDER**GRADE** : 11**DATE** : 10/03/16**DURATION** : 1 HR**MARKS** : 100**NAME** : _____**GR./DIV.** : _____**Instructions** :

1. This paper consists of 3 printed pages.
2. All answers should be clearly numbered.
3. Candidates should write neatly and manage their time properly.
4. There are 3 sections :

SECTION A : Compulsory**SECTION B** : Consists of 3 questions. CHOOSE ANY TWO QUESTIONS.**SECTION C**: ESSAY question. Consists of 2 questions. CHOOSE ANY ONE QUESTION.

5. Use the SPECIAL ANSWER SHEET for Section A.

SECTION A : COMPULSORY**QUESTION ONE** : (20 marks)

1.1 STATE WHETHER THE FOLLOWING STATEMENTS ARE TRUE OR FALSE. IF FALSE, CORRECT THE UNDEDLINED WORD (10 marks)

1.1.1 The components of the market environment include customers, suppliers and competitors.

1.1.2 As a lessee, it is not your responsibility to do maintenance on the asset.

1.1.3 A lease is payment for the use of a business idea.

1.1.4 If the government increases taxes, consumers have more money to spend.

1.1.5 The deliberate copying or reproduction of another person's product without permission is known as patents.

1.2 PROVIDE A TERM FOR EACH OF THE FOLLOWING DEFINITIONS BY CHOOSING THE CORRECT WORD FROM THE TEXTBOX BELOW. (10 marks)

ROYALTIES**FRANCHISOR****LESSOR****NETWORKING****POWER RELATIONS****GOODWILL****COPYRIGHT****TRADEMARKS****LESSEE**

1.2.1 The amount of money a business owner wants for the good trade name he/she has built up, the customer base and branding.

1.2.2 A group of individuals/organisations that voluntarily exchange information.

1.2.3 Legal rights to original artists for recordings.

1.2.4 A percentage of sales that is paid to the owner of the business idea.

1.2.5 The person who owns the asset.

SECTION B : CHOOSE ANY TWO QUESTIONS**QUESTION TWO : BUSINESS ENVIRONMENTS (20 marks)**

2.1 Read the case study below and answer the questions that follow

WASHESHA BUS SERVICES

In January 2015, Ben and Mandy established Washesha Bus Services. They obtained a loan from Wesbank to finance their newly established business.

During February 2016, the Governor of the Reserve Bank announced an increase of 2% in the interest rate.

The petrol price increased by 39 cents per litre in April 2016. Washesha bus services had to increase the transport rate they charge by R5 per kilometre.

The Department of Sports and Recreation prefers to use Johnny's Bus Services due to their lower prices. Washesha Bus Services employees are frequently absent from work and always late for work.

2.1.1 Identify ONE challenge for Washesha Bus Services from EACH of the THREE business environment from the case study.

Use the table below to present your answer.

(6)

ENVIRONMENT	CHALLENGE

2.2 Identify the PESTLE elements illustrated in each scenario below :

2.2.1 The South African Reserve Bank decided to keep the repo rate unchanged.

2.2.2 The government introduced the affirmative action policy to address past imbalances.

2.2.3 Government incentives given to companies that sponsor nature conservation programmes.

2.2.4 Businesses are promoting online trading to reduce paperwork.

2.2.5 The introduction of the Consumer Protection Act, 2008 eliminates consumer exploitation by businesses.

(10)

2.3 List any FOUR(4) challenges in the MICRO Environment.

(4)

QUESTION THREE : BUSINESS VENTURES (20 marks)

3.1 "Thuli is not good at marketing and has decided to get a company that specialises in marketing to handle the advertising."

3.1.1 What is the above process known as? (2)

3.1.2 Tabulate TWO(2) advantages and TWO(2) disadvantages of this process for Thuli. (8)

P.T.O/3.1.3.....

3.1.3 Identify any TWO(2) aspects that may be included in a contract for the above process (2)

3.2 Tabulate FOUR(4) differences between a PARTNERSHIP and a CLOSE CORPORATION (8)

QUESTION FOUR : MISCELLANEOUS (20 marks)

4.1 Study the following table and answer the questions that follow

A PINKU'S DAIRY FARM CC	B BAMBAM'S FREIGHT (PTY)LTD	C MAN OF STEEL LTD
*Fresh milk daily	*We transport the nation	*Makers of steel support

4.1.1 Identify the business sector that each of the above businesses can be classified under (i.e. Primary; Secondary; Tertiary) (3)

4.1.2 Identify the forms of ownership for A; B; C (3)

4.2 Identify FOUR(4) reasons for NETWORKING (8)

4.3 Discuss the following Ethical Misconduct :

4.3.1 Sexual Harassment

4.3.2 Corruption

4.3.3 Mismanagement of funds

(6)

SECTION C

ANSWER ANY ONE QUESTION FROM THIS SECTION

QUESTION FIVE : BUSINESS ENVIRONMENT (40 marks)

"Trade unions in SA play a vital role in ensuring that stability exists in the workplace for employees."

Discuss Trade Unions under the following headings :

- Roles of a Trade Union
- Functions of a Trade Union
- Procedure to be followed before a strike

(40)

QUESTION SIX : BUSINESS VENTURES (40 marks)

Nolwazi and Siya are qualified lawyers who completed their studies last year. They wish to start their own practice/business. They are considering a partnership as a possible form of ownership and need your advice.

Advise Nolwazi and Siya by preparing a detailed presentation that covers the following aspects :

- Characteristics of a Partnership
- Advantages of a Partnership
- Disadvantages of a Partnership

(40)

TOTAL : 100



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GREENBURY SECONDARY SCHOOL FIRST CONTROL TEST - 2016 SPECIAL ANSWER SHEET BUSINESS STUDIES – GRADE 11	 100
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NAME/SURNAME :
GR./DIV :

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QUESTION	(✓) QUESTION CHOSEN	MARK	LEARNER'S MARK
ONE		20	
TWO		20	
THREE		20	
FOUR		20	
FIVE		40	
SIX		40	

SECTION A

QUESTION ONE

1.1
1.1.1 TRUE ✓✓
1.1.2 TRUE ✓✓
1.1.3 FALSE. ✓FRANCHISE ✓
1.1.4 FALSE. ✓LESS ✓
1.1.5 FALSE. ✓PIRACY ✓

10

1.2
1.2.1 GOODWILL ✓✓
1.2.2 NETWORKING ✓✓
1.2.3 COPYRIGHTS ✓✓
1.2.4 ROYALTIES ✓✓
1.2.5 LESSOR ✓✓

10

20
20

GREENBURY SECONDARY SCHOOL



DEPARTMENT OF COMMERCE
H.O.D. MRS C MAHARAJ

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SECTION B

QUESTION TWO

2.1.1

ENVIRONMENT		CHALLENGES	
Micro	✓	Employees are absent and late for work	✓
Market	✓	Competitor - Johnny's Bus Service	✓
Macro	✓	Increase in petrol price / Increase in interest rate	✓

6

2.2

2.2.1 Economic ✓✓

2.2.2 Political ✓✓

2.2.3 Environmental ✓✓

2.2.4 Technological ✓✓

2.2.5 Legal ✓✓

10

2.3 CHALLENGES IN THE MICRO ENVIRONMENT

- Difficult employees ✓
- Lack of vision and mission ✓
- Lack of managerial skill ✓
- Unions, strikes and go-slows ✓

4

20

QUESTION THREE

3.1

3.1.1 Outsourcing ✓✓

2

3.1.2

ADVANTAGES	DISADVANTAGES
<ul style="list-style-type: none"> • Outsourcing allows you to focus on important business activities ✓✓ • Staffing flexibility is possible ✓✓ • Provides continuity during periods of high staff turnover. ✓ 	<ul style="list-style-type: none"> • Management and control become more complex. ✓✓ • The outsourcing company will dictate the terms of the contract. ✓✓ • Confidential information may be at risk. ✓

8

3.1.3 CONTRACTUAL OBLIGATIONS

- An exact description of the service ✓✓
- The duration of the contract ✓
- The detailed account of the duties and responsibilities of both parties.
- Confidentiality
- Payment terms and conditions

2

3.2

PARTNERSHIP	CLOSE CORPORATION
<ul style="list-style-type: none"> • No name restriction ✓ • Min. 1 and max. unlimited ✓ • Unlimited liability ✓ • No continuity ✓ • Partnership agreement 	<ul style="list-style-type: none"> • Name ends with CC ✓ • Min. 1 and max. 10 ✓ • Limited liability ✓✓ • Has continuity ✓ • Founding statement

8

20

QUESTION FOUR

4.1

4.1.1

- A - PRIMARY ✓
- B - TERTIARY ✓
- C - SECONDARY ✓

3

4.1.2

- A - CLOSE CORPORATION ✓
- B - PRIVATE COMPANY ✓
- C - PUBLIC COMPANY ✓

3

4.2 REASONS FOR NETWORKING

- Decreases duplication ✓✓
- Helps with the exchange of information, skills and knowledge ✓✓
- Helps people of different backgrounds and levels to interact ✓✓
- Serves as a source of encouragement and motivation ✓✓

8

4.3

SEXUAL HARASSMENT

- Occurs in a variety of ways and may be committed against either gender.
- Reduces employee motivation ✓✓

CORRUPTION

- Occurs when two parties enter into an illegal but mutually beneficial agreement. ✓✓
- Undermines business practice.

MISMANAGEMENT OF FUNDS

- Is a criminal offence and usually involves fraud ✓✓
- Can cause a business to lose a large amount of money through direct theft. ✓✓

6

20

SECTION C

QUESTION FIVE

INTRODUCTION

- Represents the best interests of the worker and will negotiate working conditions, wage increases and employment contracts through collective bargaining ✓✓

BODY

ROLES OF A TRADE UNION

- To influence labour relations ✓✓
- To use collective bargaining to ensure fair labour practices ✓✓
- Protect workers against inflation ✓✓
- Influence government policy and protect workers from unemployment ✓✓ $4 \times 2 = 8$

FUNCTIONS OF A TRADE UNION

- To enter into collective bargaining agreements on behalf of employees ✓✓
- To advise employers concerning their human resource policies and practices ✓✓
- To formulate and represent workers' rights at statutory level. ✓✓
- To promote a greater participation of workers in management decisions ✓✓
- To organise strikes and other industrial action to strengthen the demand of workers ✓✓
- To represent workers in disputes and grievances with their employers ✓✓ $6 \times 2 = 12$

4 PROCEDURE TO BE FOLLOWED BEFORE STRIKE

- Strikes and lockouts can only be used when an industrial dispute has not been resolved by the CCMA ✓✓
- The CCMA will issue a certificate confirming that a dispute remains unresolved ✓✓
- A strike may only be organised 30 days after the certificate has been issued ✓✓
- The union must provide 48 hours notice to the employer of the intended strike. ✓✓ $4 \times 2 = 8$

CONCLUSION

- More recently they have become important players in the political environment where they enforce laws. ✓✓

FACTS	32
LAYOUT	2
ANALYSIS	2
SYNTHESIS	2
ORIGINALITY	2
TOTAL	40

QUESTION SIX

INTRODUCTION

- A partnership is an association between 2 to unlimited people who intend to make a profit
- They must all contribute something to the partnership – be it capital, goods, labour, knowledge or skills
- They are jointly and severally liable for the debts of the business ✓✓ 2

BODY

1. CHARACTERISTICS

- 2 – 20 partners / unlimited ✓✓
- Partners can contribute money/assets/skills, etc. ✓✓
- Aim is to make a profit ✓✓
- It may be an oral or written agreement ✓✓
- Not a legal entity
- Partners are taxed on profits
- Limited continuity
- Unlimited liability
- Requires a partnership agreement

$$4 \times 2 = \underline{8}$$

2. ADVANTAGES

- Cheap and easy to start ✓✓
- Partners knowledge/skills are combined ✓✓
- Partners specialize on their area of expertise ✓✓
- Partners share costs and responsibilities ✓✓
- Partners can maintain personal contact with customers ✓✓

$$5 \times 2 = \underline{10}$$

3. DISADVANTAGES

- Partners have unlimited liability for the debts of the business ✓✓
- Changes to partners lead to an end to the partnership ✓✓
- Capital is limited to what partners can contribute ✓✓
- Partners bind each other with their actions ✓✓
- Is not a legal entity ✓✓
- Slow decision making – consultation
-

$$5 \times 2 = \underline{10}$$

CONCLUSION

- The partners take an active part in the management of the business. ✓✓ 2

FACTS	32
LAYOUT	2
ANALYSIS	2
SYNTHESIS	2
ORIGINALITY	2
TOTAL	40

