



**higher education
& training**

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

MARKING GUIDELINE

NATIONAL CERTIFICATE

NOVEMBER EXAMINATION

**ENTREPRENEURSHIP AND BUSINESS
MANAGEMENT N5
(First Paper)**

15 NOVEMBER 2016

This marking guideline consists of 2 pages.

SECTION A**QUESTION 1**

1.1	1.1.1	C		
	1.1.2	D		
	1.1.3	A		
	1.1.4	B		
	1.1.5	D		
			(5 × 2)	(10)
1.2	• Knowledge			
	• Skill			
	• Desire		(3 × 2)	(6)
1.3	1.3.1	Technical skill		
	1.3.2	Human skill		
	1.3.3	Conceptual skill		
	1.3.4	Human skill		
	1.3.5	Technical skill		
			(5 × 2)	(10)
1.4	1.4.1	Ethics		
	1.4.2	Inventory		
	1.4.3	Job description		
	1.4.4	Workmen's compensation		
	1.4.5	Technology		
	1.4.6	Delegation		
	1.4.7	Authority		
	1.4.8	Break-even point		
	1.4.9	Remuneration		
	1.4.10	Economies of scale		
			(10 × 2)	(20)
1.5	• Reasonable prices			
	• Delivery			
	• Quality of raw materials/goods			
	• Good customer service			
	• Choose a supplier with a good reputation/reputable supplier			
	• Credit policy		(Any 4 × 1)	(4)
				[50]

TOTAL SECTION A: 50