



# higher education & training

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

## **NATIONAL CERTIFICATE**

## **ENTREPRENEURSHIP AND BUSINESS MANAGEMENT N5**

(Second paper)

(4090315)

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

**09:30–12:00**

**OPEN-BOOK EXAMINATION**

**Calculators and FIVE reference works, including dictionaries, textbooks and student files containing lesson notes, may be used.**

**This question paper consists of 6 pages.**

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**DEPARTMENT OF HIGHER EDUCATION AND TRAINING**  
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ENTREPRENEURSHIP AND BUSINESS MANAGEMENT N5  
(Second paper)  
TIME: 2½ HOURS  
MARKS: 150

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**NOTE:** If you answer more than the required number of questions, only the required number will be marked. Clearly cross out all work you do not want to be marked.



**INSTRUCTIONS AND INFORMATION**

1. Answer any THREE questions.
  2. Read all the questions carefully.
  3. Number the answers according to the numbering system used in this question paper.
  4. Start each section on a new page.
  5. Use only a black or blue pen.
  6. All the questions must be answered in the ANSWER BOOK.
  7. Marks will NOT be allocated for copying directly from the textbooks.
  8. Write neatly and legibly.
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**SECTION B****QUESTION 2**

Read the scenario below and answer the questions.

Yellow Bone, an ex-footballer, decided to open a football academy for girls. The academy will train players between the ages of 10 and 15 years. He has recruited more than 30 players.

- 2.1 Explain FIVE ways in which the external environmental factors would have a negative impact on his academy.  (5 × 2) (10)
- 2.2 Yellow Bone wants to appoint a football manager who will train and guide the young girls and provide information on their fitness and availability. Assist Yellow Bone in drafting an advertisement to place in the local and national newspapers for the post of football manager. (5 × 2) (10)
- 2.3 Explain to Yellow Bone the methods or options he could use to motivate the players to make them more committed to the objective of the team, such as winning matches and preparing young players for the national teams. (5 × 2) (10)
- 2.4 Study the scenario below and answer the questions. 

John Bull Proudly South African Manufacturing Company has no organisational structure, with its staff operating independently in three cities. It has different divisions in all three cities, with a director that controls each city. John Bull Company operates in these three cities: Pretoria, Bloemfontein and Durban. And each division has a subdivision headed by a promoter.


- Draw up an organisational structure for John Bull Manufacturing Company. (8)
- 2.5 If Yellow Bone's total assets are R580 000 and its net profit is projected at R292 950, calculate the following and comment on them:
- 2.5.1 Return on asset  (5)
- 2.5.2 Tax payable to SARS, using R292 950 as net profit before tax and 25% for tax. (3)
- 2.5.3 Return on asset (making use of after tax figure) (4)

**[50]**

**QUESTION 3**

Study the scenario below and answer the questions.


The crime rate in the country, especially in the small community of Duduza on the West Coast of Western Cape Province has prompted the community to start up a community patrolling security company. The community engages 6 technicians, 20 fitted house and shop alarms, and 3 fitted cars alarms. Individual households are given whistles.

3.1 Explain the steps that the community would follow in order to appoint a suitable patrol coordinator.  (7 × 2) (14)

3.2 Job generalisation implies that the worker is given a wide range and variety of tasks to perform. Give TWO advantages of job generalisation in a motor industry. (2 × 2) (4)

3.3 Help the community to identify an appropriate name for the patrol company and give a reason for your answer. (2 × 2) (4)

3.4 Use the following information and draw up a basic income and expenditure statement for the community patrol company:

There are 1500 households in the community and each household is to contribute R200 per annum. 


Expenses:

Airtime and telephones	R 14 000.00	
Salary and wages	R 178 000.00	
Car expenses	R 51 000.00	
Petrol and oil	R 23 000.00	
Uniforms for workers	R 8 000.00	
Tools and whistles	R 1 280.00	
Staff benefit	R 25 000.00	(12)

3.5 Assist the community to understand the importance of the Compensation for Occupational Injuries and Diseases Act and Basic Conditions of Employment Act. (2 × 4) (8)

3.6 Read the statements below and answer the question.

The driving force behind the Aids campaign is the health minister Aaron Mokoetse, who had a hand in President Zuma's speech to the National Council of Provinces. Highlighting the devastating effects of HIV and Aids, he said that statistics show that nearly 6 out of 10 deaths in our country in 2006 were deaths of people younger than 50 years. 'More and more people are dying young, threatening even to outnumber in proportional terms those who die in old age. It is erroneously believed that people living with HIV and Aids are economically not useful to business, government and the larger community.'

State some of the negative comments made against those living with HIV and Aids in the workplace. 

(4 × 2) (8)

**QUESTION 4**

Study the scenario below and answer the questions.


'The time has come' said Lerato Bobo, a final year student in the hospitality department. Her dream of owning and managing a takeaway shop has finally been achieved. The shop offers a traditional African menu at an affordable price. The décor, food and staff uniforms depict different African cultures and backgrounds.

- 4.1 Explain to Lerato the THREE methods that she could use to attract customers. (6)
- 4.2 Explain to her the concept of ethics and give FOUR ethical principles she must use to operate her takeaway shop. (5 × 2) (10)
- 4.3 She want to promote a positive image for her business. By using practical examples, explain how Lerato can apply an effective control system to create a positive image and deliver quality service at the takeaway shop. (6 × 2) (12)
- 4.4 Dudu, the takeaway manager, plans to place an order for raw materials and other ingredients for the takeaway shop.
- 4.4.1 Explain FIVE factors Dudu should consider when choosing a supplier. (5 × 2) (10)
- 4.4.2 Assist Lerato to calculate the takeaway breakeven point in rand. (3)
- 4.4.3 Assist Lerato to calculate the breakeven point in units. (5)
- 4.4.4 Assist Lerato to calculate the breakeven point if Lerato wants to make a profit of R5 000. (4)



**NOTE:** (The business mark-up percentage is 48%, selling price R35 and cost price R18.)

**[50]**

**QUESTION 5**

- 5.1 Lerato Bobo and Yellow Bone could be described as entrepreneurs, who contribute to the economic growth of South Africa. Motivate this statement by stating THREE points of economic importance of an entrepreneur.  (3 × 2) (6)
- 5.2 Explain to Lerato and Yellow Bone how they can use their personal development to improve their businesses. (4 × 2) (8)
- 5.3 Which information is needed when applying for a business loan? (5 × 2) (10)
- 5.4 Use the information below to calculate the following:

Yearly demand	1 800 units
Daily demand	1 800/365
Ordering cost	R30 per order
Holding cost	R3 per unit per year
Delivery time	6 days
Cost per unit	R7

- 5.4.1 The economy ordering quantity. (6)
- 5.4.2 The re-ordering point  (4)
- 5.4.3 The total cost (4)
- 5.5 Physical fitness is becoming an important factor in the selection and appointment of candidates in an organisation and in government's own institutions. State any THREE possible reasons why physical examination may be of great important in the selection and appointment of candidates into the South African Police Service.  (3 × 2) (6)
- 5.6 Authority is a right, which may make use of the actions and skills of others. Suggest any THREE effective methods of delegating authority to a subordinate. (3 × 2) (6)

**[50]**

**TOTAL SECTION B: 150**  
**GRAND TOTAL: 200**