



**education**

**MPUMALANGA PROVINCE  
REPUBLIC OF SOUTH AFRICA**

**GENERAL  
EDUCATION AND TRAINING**

**GRADE 7**

**ECONOMIC AND MANAGEMENT SCIENCES**

**NOVEMBER 2023**

**MARKING GUIDELINES**

**MARKS: 100**

**This Marking Guidelines consists of 06 pages including the cover page**

**SECTION A**

| QUESTION 1      |     | QUESTION 2               |                  | QUESTION 3    |     | QUESTION 4    |        |
|-----------------|-----|--------------------------|------------------|---------------|-----|---------------|--------|
| Multiple choice |     | Fill in the missing word |                  | Match columns |     | True or False |        |
| 1.1             | E✓✓ | 2.1                      | Market research✓ | 3.1           | C✓✓ | 4.1           | True✓  |
| 1.2             | D✓✓ | 2.2                      | inputs✓          | 3.2           | B✓✓ | 4.2           | False✓ |
| 1.3             | A✓✓ | 2.3                      | cost price✓      | 3.3           | B✓✓ | 4.3           | False✓ |
| 1.4             | B✓✓ |                          | Profit✓          | 3.4           | D✓✓ | 4.4           | False✓ |
| 1.5             | F✓✓ | 2.4                      | interest         | 3.5           | B✓✓ | 4.5           | True✓  |
| (10)            |     | (5)                      |                  | (10)          |     | (5)           |        |

**TOTAL SECTION A: 30****SECTION B: ENTREPRENEURSHIP****QUESTION 5 The entrepreneur**

5.1

5.1.1 Yes✓ (1)

5.1.2 Mention a sentence from the scenario supporting your answer in **5.1.1** (2)

- John Dube recently opened a bakery business✓✓/
- He risked✓✓
- Allocate two marks to ONE sentence mentioned

5.1.3 (1)

- Action of producing and making profit through manufacturing✓

5.2

(6)

|  |                           | Characteristic | Skill       |
|--|---------------------------|----------------|-------------|
|  | 5.2.1 being resourceful   |                | ✓           |
|  | 5.2.2 tries out new ideas | ✓              |             |
|  | 5.2.3 is energetic        | ✓              |             |
|  | 5.2.4 Creative thinking   |                | ✓           |
|  | 5.1.5 Critical thinking   |                | ✓           |
|  | 5.2.6 never gives up      |                | ✓           |
|  |                           |                | <b>[10]</b> |

**QUESTION 6**

6.1 6.1.1 Classify his business as a formal or informal business. (2)

- Informal business✓

6.1.2 Write down a sentence from the case study above that supports your answer to **6.1.1** above.

- He plans to register his business (business not registered)✓✓
- *The answer must come directly from the case study* (2)

6.2 6.2.1

|                                     | Strength | Weakness | Opportunity | Threats |
|-------------------------------------|----------|----------|-------------|---------|
| Increase in crime                   |          |          |             | ✓       |
| Poor planning                       |          | ✓        |             |         |
| Money won from the national lottery | ✓        |          |             |         |
| Reasonable and affordable prices    |          |          | ✓           |         |

(4)

- ONE mark for each correctly matched element of the SWOT analysis.

6.2.2 What type of business can the friend start?

- Security business✓
- Alarm systems✓
- Burglar proofing✓
- *Any valid, relevant answer should be accepted* (1)

6.3

6.3.1 Advertising – bringing attention to a product or a service✓✓ (2)

- *Any valid definition of the concept*

6.3.2

- Print media✓✓
- Digital media✓✓
- Broadcast media✓✓
- Outdoor media✓✓
- *Accept if learners mention television, radio, newspaper, social media, etc.* (4)

6.4

6.4.1 Example of a fixed cost (2)

- Rent of stall✓✓
- *This is the only answer*

6.4.2 Examples of variable costs (3)

- Mince✓
- Oil and spices✓
- Ingredients✓
- Packaging✓
- *Allocate a mark to any THREE of the above mentioned*

[20]

**TOTAL SECTION B 30**

## **SECTION C: FINANCIAL LITERACY**

### **QUESTION 7**

7.1 Saving – refer to money that is not spent, but rather put aside for future usage✓✓ (2)

It is all the money that an individual/business put aside for a specific occasion or item.

- *Accept any valid description. Allocate the full two marks*

7.2 Give TWO reasons why do people save money. (4)

- Education✓✓
- Start a business✓✓
- For retirement✓✓
- For emergencies✓✓
- To purchase expensive items needed or wanted✓✓
- *Accept any TWO valid points*

7.3 Describe TWO services offered by of banks. (4)

- Savings✓✓
- Loans✓✓
- Credit cards✓✓
- Investments✓✓
- *Accept any valid services mentioned*

## 7.4 Who may open a savings account?

- Persons younger than 16 years may not open a bank account on their own; their parents/guardians should be present. ✓✓ OR
- Only when you are older than 16 you may open a bank account on your own. ✓✓
- *Accept any ONE valid answer*

(2)

7.5 What are the requirements when opening a savings account? Name **TWO**

- Identity document or birth certificate
- Proof of address – according to legislation you should provide proof of where you live. E.g., a bank statement, municipal account, or any other account in your name.
- Minimum deposit – Banks require a predetermined amount to be deposited into your account when you open a bank account.
- *Accept any valid TWO answers*

(2)

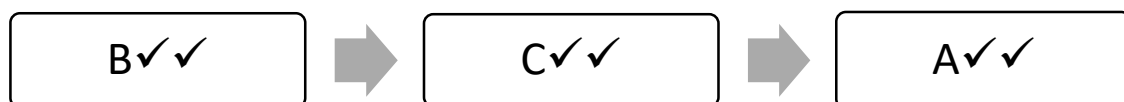
## 7.6

| Community savings scheme |     | Definition                                                                                                                                        |
|--------------------------|-----|---------------------------------------------------------------------------------------------------------------------------------------------------|
| Stokvel                  | C✓✓ | A. Refers to a club where members contribute a predetermined amount every month to receive food and other household items at the end of the year. |
| Grocery/Hamper club      | A✓✓ | B. The purpose is to make money available when someone dies                                                                                       |
| Funeral association      | B✓✓ | C. It is convenient because no fees are charged; it is built on trust.                                                                            |

(6)

**TOTAL SECTION C [20]****SECTION D: THE ECONOMY****QUESTION 8**

## 8.1



(6)

**8.2** The outputs to a production process can either be goods or services

8.2.1 Briefly describe the difference between goods and services.

| GOODS                                                                                                                                                          | SERVICES                                                                                                                                                 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>A <b>physical product</b> or object for which a demand exist.✓✓</li> <li><i>Accept any valid description</i></li> </ul> | <ul style="list-style-type: none"> <li>Action (non-physical) of doing work or helping someone.✓✓</li> <li><i>Accept any valid description</i></li> </ul> |

- Differences centers around tangible and intangible

(4)

8.2.2 Give ONE example of a good and of a service.

| GOODS                           | SERVICES                                         |
|---------------------------------|--------------------------------------------------|
| Computers; books; bread; chairs | Work done by barbers; doctors; lawyers; teachers |

- Accept any valid example*

(2)

**8.3**8.3.1 Recommend **ONE** strategy that she can use to improve productivity.

- Improve the motivation and morale of the workers✓✓
- Involve employees in decision making✓✓
- Improve the level of skill for all employees✓✓
- Introduce technology in the production process✓✓
- Adopt new ways of running a business✓✓
- Effectively and efficiently use resources✓✓
- Working hours to be managed properly ✓✓
- Accept any valid answer*

(2)

8.3.2

The sand she uses to make bricks is a (renewable/ **non-renewable**✓) resource. (2)**8.4**

- Makes it possible to produce more goods.✓✓
- It can help people to work more efficiently and effectively.✓✓
- No alternative answers*

(4)

**TOTAL MARKS SECTION D 20**  
**GRAND TOTAL 100**