higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

MARKING GUIDELINE

NATIONAL CERTIFICATE (VOCATIONAL)

ENTREPRENEURSHIP
NQF LEVEL 2

17 November 2022

This marking guideline consists of 5 pages.

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SECTION A

QUESTION 1

1.1 B
1.2 D
1.3 D
1.4 B
1.5 B
1.6 C
1.7 A
1.8 C
1.9 B
1.10 D
1.11 C
1.12 A
1.13 D
1.14 A
1.15 C

(15 × 1) **[15]**

QUESTION 2

2.1 False
2.2 False
2.3 True
2.4 True
2.5 False
2.6 False
2.7 True
2.8 False
2.9 False
2.10 True
2.11 True
2.12 False
2.13 True
2.14 True
2.15 True

(15 × 1) **[15]**

TOTAL SECTION A: 30

SECTION B

QUESTION 3

3.1
- It helps you to determine what you want.
- It simulates reality and helps you to anticipate pitfalls before they occur.
- It can identify mistakes in his business plan.
- It is a roadmap or guideline when your business is up and running.
- It will help you when applying for finance.
- It assesses whether your goals are achievable. (Any 4 × 2) (8)

3.2 Sole trader (1)

3.3
- Partnership is limited to twenty people.
- Individual partners bind each other by their actions.
- Large amounts of capital cannot be obtained unless new partners are brought in.
- Differences may arise between partners that could lead to lack of good faith and may negatively affect the partnership.
- There is no continuity of business if a partner dies or leaves. (Any 3 × 1) (3)

3.4 3.4.1
- When Covid-19 cases increase, the government imposes strict lockdown regulations.
- Non-essential businesses are affected by closure of businesses.
- Prices of materials increase.

3.4.2
- When people are not working; they will not be able to support his business.
- He will have less profit.

3.4.3
- This will force Bongani to increase his prices.
- Customers will buy less of his products because prices will be high.
- He will lose some customers.

(Accept any reasonable answer 3 × 2) (6)

3.5
- Machinery
- Equipment
- Furniture
- Vehicles
- Land and buildings (Any 3 × 1) (3)

3.6 3.6.1
- Any new development area
- His neighbourhood
- The whole of South Africa (Any 1 × 2)

3.6.2 His target market is from age 18 upwards.

(2 × 2) (4)

3.7
- Bongani can identify the needs of his customers.
- He can develop a good relationship with customers.
- He can explain the benefits of his products.
- He can give his customers undivided attention.
- He can complete the entire sales process at one time.

(Accept any reasonable answer 3 × 2) (6)

3.8
- Television
- Radio
- Social media (Facebook, Instagram)
- Flyers
- Magazines
- Newspapers
- Websites

(Any 4 × 1) (4)
[35]

QUESTION 4

4.1 4.1.1
R6 400✓ + R4 500 + R2 500 = R13 400✓
R13 400/50✓
R268✓ (4)

4.1.2
20 × R550 = R11 000
25 × R55 = R1 375
8 × R25 = R200
50 × R21 = R1 050
5 × R35 = R175✓
= R13 800✓
= R13 800/50✓
= R276✓ (4)

4.1.3
Total cost per cupboard
R268 + R276✓✓
R544✓ (3)

4.2 4.2.1 It is the profit after deduction of expenses.
4.2.2 It is all the costs that are incurred when starting a new business.
(2 × 2) (4)
[15]

QUESTION 5

5.1
- Confidence✓
- He believed in his idea to start his cupboard business.✓

- Desire to succeed✓
- Bongani has plans to expand his business.✓

- Desire for responsibility✓
- To save his business and pay his employees, he took left-over materials and used it to build headboards and chests of drawers.✓

(Accept any reasonable answer 3 × 2) (6)

5.2 5.2.1 A blank calendar that shows him the whole year at a glance, containing important dates that affect everyone for a whole year.

5.2.2 Diary remains open on his desk into which appointments and other work information are written.

5.2.3 Computer programs/cell phones offer a range of calendars, diary and task list options with functions to help him keep track of appointments, contact details, sent emails and tasks.

(3 × 2) (6)

5.3
- Load shedding
- Covid-19/Lockdown
- Looting
- Access to funding
- Crime

(Accept any reasonable answer) (3)

5.4
- Deliver orders
- Bank cash
- Place order for material
- Follow up on customers
- Marketing the business

(Accept any reasonable answer) (3)

5.5
- Poor or inadequate planning
- Poor cash flow
- Not enough research
- Poor costing
- Incorrect choice of location
- Impatience

(Accept any reasonable answer) (2)

[20]

TOTAL SECTION B: 70
GRAND TOTAL: 100

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