

higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

**N440(E)(J3)H
JUNE EXAMINATION**

NATIONAL CERTIFICATE

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

(4090315)

**3 June 2014 (X-Paper)
09:00–09:30**

CLOSED-BOOK EXAMINATION

This question paper consists of 5 pages and a 2-page answer sheet.

DEPARTMENT OF HIGHER EDUCATION AND TRAINING
REPUBLIC OF SOUTH AFRICA
NATIONAL CERTIFICATE
ENTREPRENEURSHIP AND BUSINESS MANAGEMENT N5
(First Paper)
TIME: 30 MINUTES
MARKS: 50

INSTRUCTIONS AND INFORMATION

1. Answer ALL the questions.
2. Read ALL the questions carefully.
3. Write your EXAMINATION NUMBER at the top of ALL the ANSWER SHEETS.
4. Write neatly and legibly.

INSTRUCTIONS AND INFORMATION TO INVIGILATORS

1. Ensure that ALL candidates understand the instructions and explain where necessary.
2. SECTION A (FIRST PAPER) must be answered on the attached ANSWER SHEETS.
3. At the end of the examination session the ANSWER SHEETS must be handed in. Make sure that the EXAMINATION NUMBER is correct.
4. The candidates are now allowed to collect FIVE sources that will be used during the examination session for SECTION B (SECOND PAPER). The sources may include a dictionary, a calculator, textbooks, as well as student file. (NO electronic dictionaries are allowed.)

**YOU MAY NOT TURN THE PAGE BEFORE THE
INVIGILATOR INSTRUCTS YOU TO DO SO.**

SECTION A**QUESTION 1**

1.1 Various options are given as possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question number (1.1.1–1.1.5) on the attached ANSWER SHEET.

1.1.1 Which of the following terms is NOT an element of habit formation?

- A Technology
- B Skill
- C Desire
- D Knowledge

1.1.2 ONE of the characteristics of good supplier is ...

- A good quality.
- B competition.
- C target market.
- D production differentiation.

1.1.3 Which financial statement helps determine the future cash needs of a business?

- A Income statement
- B Cash book
- C Cash flow statement
- D Balance sheet

1.1.4 What cost is deducted from total sales to determine gross profit?

- A Variable cost
- B Cost of sales
- C Production cost
- D Fixed cost

1.1.5 Mike identified a good business opportunity but never had guts to start his own business. This reflects a ... situation.

- A win/lose
- B lose/win
- C lose/los
- D win/win

(5 x 2) (10)

- 1.2 Indicate whether the following statements are TRUE or FALSE. Choose the answer and write only 'true' or 'false' next to the question number (1.2.1–1.2.5) on the attached ANSWER SHEET.
- 1.2.1 Social responsibility refers to an obligation that a person or business has towards others or community.
- 1.2.2 Organising refers to doing right thing and influencing others to perform at their best.
- 1.2.3 The environment is under pressure because of factors such as over population and poaching.
- 1.2.4 The government is one of the biggest customers in our country.
- 1.2.5 People with AIDS do not have the same rights and opportunities as people with other serious, life-threatening illnesses. (5 x 2) (10)
- 1.3 Define the following terms:
- 1.3.1 Synergy
- 1.3.2 Management
- 1.3.3 Marketing
- 1.3.4 Ethics
- 1.3.5 Delegation (5 x 2) (10)
- 1.4 1.4.1 State THREE advantages of job specifications. (3 x 2) (6)
- 1.4.2 Name TWO sources of personal power. (2 x 2) (4)

- 1.5 Choose an item from COLUMN B that matches a description in COLUMN A. Write only the letter (A–G) next to the question number (1.5.1–1.5.5) on the attached ANSWER SHEET.

COLUMN A		COLUMN B	
1.5.1	Comparing actual results with your business plan and to correct errors	A	human skills
		B	pro-activeness
1.5.2	Physical resources	C	prioritise
1.5.3	Your ability to work with others	D	reactive
1.5.4	Reach goals according to order of priority	E	control
		F	building, assets, stock
1.5.5	Influence situations rather than to be influenced by situations	G	planning

(5 x 2)

(10)
[50]**TOTAL SECTION A:****50**

ANSWER SHEET EXAMINATION NUMBER:

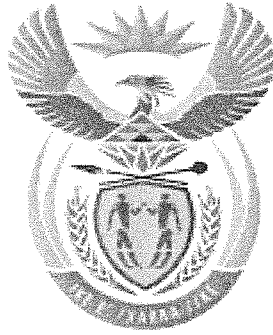
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QUESTION 1

- 1.1 1.1.1 _____
- 1.1.2 _____
- 1.1.3 _____
- 1.1.4 _____
- 1.1.5 _____
- (5 x 2) (10)
- 1.2 1.2.1 _____
- 1.2.2 _____
- 1.2.3 _____
- 1.2.4 _____
- 1.2.5 _____
- (5 x 2) (10)
- 1.3 1.3.1 _____
- _____
- 1.3.2 _____
- _____
- 1.3.3 _____
- _____
- 1.3.4 _____
- _____
- 1.3.5 _____
- _____
- (5 x 2) (10)

1.4	1.4.1	_____		

		_____	(3 x 2)	(6)
	1.4.2	_____		
		_____	(2 x 2)	(4)
1.5	1.5.1	_____		
	1.5.2	_____		
	1.5.3	_____		
	1.5.4	_____		
	1.5.5	_____	(5 x 2)	(10)
				[50]
			TOTAL SECTION A:	50



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MARKING GUIDELINE

NATIONAL CERTIFICATE

JUNE EXAMINATION

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

3 JUNE 2014

This marking guideline consists of 3 pages.

SECTION A**QUESTION 1**

- | | | | | |
|-----|--------|---|---------|------|
| 1.1 | 1.1.1 | A | | |
| | 1.1.2 | A | | |
| | 1.1.3 | C | | |
| | 1.1.4 | B | | |
| | 1.1.5 | C | | |
| | | | (5 x 2) | (10) |
| 1.2 | 1.2.1 | True | | |
| | 1.2.2 | False | | |
| | 1.2.3 | True | | |
| | 1.2.4 | True | | |
| | 1..2.5 | False | | |
| | | | (5 x 2) | (10) |
| 1.3 | 1.3.1 | Combined effort of individuals being better than sum of individual results. | | |
| | 1.3.2 | Management is a process of directing all resources and efforts of a business towards achievement of opportunities to generate profit. | | |
| | 1.3.3 | Process of planning and executing the conception, pricing, promotion and distributing of ideas, goods and services to create exchange that satisfy business objectives/any action that promotes sale, of a product or services. | | |
| | 1.3.4 | Ethics refer to moral principles or a set of values held by an individual or group. | | |
| | 1.3.5 | Delegation is transfer of authority, responsibility and power to subordinate. | | |
| | | | (5 x 2) | (10) |
| 1.4 | 1.4.1 | - Development of expertise.
- Increased production.
- Improved quality. | (3 x 2) | (6) |
| | 1.4.2 | -Expert power.
-Charismatic power. | (2 x 2) | (4) |

1.5	1.5.1	E
	1.5.2	F
	1.5.3	A
	1.5.4	C
	1.5.5	B

(5 x 2) (10)
[50]

TOTAL SECTION A: 50