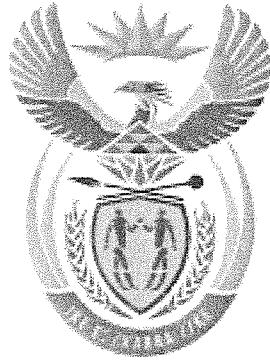


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higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

**N440(E)(M23)H
JUNE EXAMINATION**

NATIONAL CERTIFICATE

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

(4090315)

**23 May 2013 (X-Paper)
09:00–09:30**

CLOSED-BOOK EXAMINATION

This question paper consists of 4 pages (including 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

READ THE FOLLOWING INSTRUCTIONS CAREFULLY.

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 (COMPULSORY)

Answer the following questions on the attached ANSWER SHEET.

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 Delegation means ...

- A the encouragement to work harder.
- B the supervision of workers.
- C the ability to perform a specific job.
- D the ability to allocate responsibilities.

1.1.2 The habit of effective self management implying knowing where we are going, is called ...

- A synergy.
- B production.
- C begin with the end in mind.
- D priorities.

1.1.3 ... is the formulation of detained financial plans.

- A Balance sheet
- B Budget
- C Fixed assets
- D Break-even point

1.1.4 Power based on the ability to influence others because of your superior knowledge is called ... power.

- A legal
- B position
- C expert
- D reward

1.1.5 ONE of the characteristics of an efficient supplier is ...

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

(5 × 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 Authority is the right to make decisions that guide the actions of others.
- 1.2.2 Many businesses experience bad debts when customers pay their accounts.
- 1.2.3 Profit is the compensation that an employee receives for his/her labour.
- 1.2.4 By using case studies, managers experience and make decisions about real-life situations.
- 1.2.5 People with AIDS are entitled to the same rights and opportunities as people with other serious or life-threatening illnesses. (5 × 2) (10)
- 1.3 Define the following terms:
- 1.3.1 Management
- 1.3.2 Ethics
- 1.3.3 Collective bargaining
- 1.3.4 Controlling
- 1.3.5 Competitors (5 × 2) (10)
- 1.4 1.4.1 Name FOUR important functions that are designed to assist managers. (4 × 2) (8)
- 1.4.2 State THREE advantages of job specifications. (3 × 2) (6)
- 1.5 Choose ONE word from the list given below which best describes the following phrases or sentences:
- interview; recruitment; leader; entrepreneur
- 1.5.1 ... refers to the process in which a pool of candidates are identified by and attracted to a business.
- 1.5.2 The first physical introduction of the applicant to the business.
- 1.5.3 The person who creates a new business in the face of risk and with the purpose of achieving profit. (3 × 2) (6)

TOTAL SECTION A: 50

ANSWER BOOK

EXAMINATION NUMBER:

QUESTION 1

- 1.1 1.1.1 _____
- 1.1.2 _____
- 1.1.3 _____
- 1.1.4 _____
- 1.1.5 _____

(5 × 2) (10)

- 1.2 1.2.1 _____
- 1.2.2 _____
- 1.2.3 _____
- 1.2.4 _____
- 1.2.5 _____

(5 × 2) (10)

- 1.3 1.3.1 _____
- _____
- 1.3.2 _____
- _____
- 1.3.3 _____
- _____
- 1.3.4 _____
- _____
- 1.3.5 _____
- _____

(5 × 2) (10)

ANSWER BOOK

EXAMINATION NUMBER:

1.4

1.4.1

(a) _____

(b) _____

(c) _____

(d) _____

(4 × 2) (8)

1.4.2

(a) _____

(b) _____

(c) _____

(3 × 2) (6)

1.5

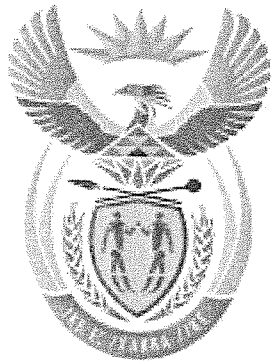
1.5.1

1.5.2

1.5.3

(3 × 2) (6)

TOTAL SECTION A: 50



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MARKING GUIDELINE

NATIONAL CERTIFICATE

JUNE EXAMINATION

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

23 MAY 2013

This marking guideline consists of 3 pages.

QUESTION 1

- | | | | | |
|-------|-------|---|---------|------|
| 1.1 | 1.1.1 | D√√ | | |
| | 1.1.2 | C√√ | | |
| | 1.1.3 | B√√ | | |
| | 1.1.4 | C√√ | | |
| | 1.1.5 | B√√ | | |
| | | | (5 × 2) | (10) |
| 1.2.1 | 1.2.1 | True√√ | | |
| | 1.2.2 | False√√ | | |
| | 1.2.3 | False√√ | | |
| | 1.2.4 | True√√ | | |
| | 1.2.5 | True√√ | | |
| | | | (5 × 2) | (10) |
| 1.3 | 1.3.1 | Management is a process of directing all resources and efforts of a business towards achievement of opportunities to generate profit.√√ | | |
| | 1.3.2 | Ethics refer to moral principles or a set of values held by an individual or group.√√ | | |
| | 1.3.3 | Collective bargaining is an important way of regulating labour relations and of determining employees' wages and benefits.√√ | | |
| | 1.3.4 | Controlling involves checking to determine whether or not your business is progressing towards its goals.√√ | | |
| | 1.3.5 | Competitor are those businesses who sere the same needs of the customers that your business is targeting.√√ | | |
| | | | (5 × 2) | (10) |
| 1.4 | 1.4.1 | A – Planning√√ | | |
| | | B – Organising√√ | | |
| | | C – Leadership√√ | | |
| | | D – Controlling√√ | | |
| | | | (4 × 2) | (8) |

	1.4.2	A – Development of expertise√√		
		B – Increased productive√√		
		C – Improve quality√√		
			(3 × 2)	(6)
1.5	1.5.1	Recruitment√√		
	1.5.2	Interview√√		
	1.5.3	Entrepreneur√√		
			(3 × 2)	(6)
			TOTAL SECTION A:	50