

Centre Number	Candidate Number	Candidate Name
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**NAMIBIA SENIOR SECONDARY CERTIFICATE**

**ENTREPRENEURSHIP ADVANCED SUBSIDIARY LEVEL 8247/1**

PAPER 1

1 hour 30 minutes

Marks 50

**2022**

Additional materials: Non-programmable calculator  
Ruler

**INSTRUCTIONS AND INFORMATION TO CANDIDATES**

- Candidates answer on the Question Paper in the spaces provided.
- Write your Centre Number, Candidate Number and Name in the spaces at the top of this page.
- Write in dark blue or black pen.
- You may use a soft pencil for any diagrams, graphs or rough working.
- Do not use correction fluid.
- Do not write in the margin *For Examiner's Use*.

• Answer **all** questions.

• **Your answers must be based on the case studies and your own enterprise experience and knowledge.**

- The number of marks is given in brackets [ ] at the end of each question or part question.
- The enterprises mentioned in this question paper are entirely fictitious unless an acknowledgement is given.
- You may use a non-programmable calculator.
- Blank pages may be used for workings.

<i>For Examiner's Use</i>		
<b>Section A</b>		
<b>Section B</b>		
<b>Question 7</b>		
<b>Question 8</b>		
<b>TOTAL</b>		
<i>Marker</i>		
<i>Checker</i>		

This document consists of **7** printed pages and **1** blank page.



Republic of Namibia  
**MINISTRY OF EDUCATION, ARTS AND CULTURE**

**Section A**

Read the following extract and answer the questions that follow.

**Woody CC**

Woody CC is a socially responsible Namibian enterprise, which manufactures and sells school desks locally. They also export desks to Botswana and Lesotho. Export earnings make up a large part of their income. To keep cost relatively low they import wood from South Africa. The costs of these imports are fixed at a reasonable level. The selling price of each desk is N\$80. The variable cost per desk, including materials and direct labour, is N\$30 and weekly fixed costs amount to N\$8 000. The employees include people living with physical disabilities.

The market for school desks is large, but as a specialised product there are few competitors. However, there is rising demand for school desks as the number of schools is increasing each year. Woody CC also offers a service to repair desks. As a result, the enterprise earns large profits and has a particularly good record with the credit bureau.

1 Define *credit bureau*.

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[2]

2 Explain what is meant by *the break-even point*.

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[2]

3 Calculate the monthly break-even point using the information in the case study.

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[4]

4 Explain **two** benefits for Woody CC of Namibia being a SACU member.

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5 Apply **two** components of the triple bottom-line to Woody CC.

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6 Explain **two** pieces of information from the case study, that show Woody CC is a viable enterprise.

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[4]

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**Section B**

Study the information and answer the questions that follow.

Established businesses in Namibia, which meet a certain set of criteria, can register to be members of Team Namibia. These criteria include that the enterprise should have a quality assurance certificate and products must be made in Namibia. 30% of Namibian enterprises are not members of Team Namibia, because they do not meet the set criteria.

<b>BENEFITS OF JOINING TEAM NAMIBIA (TN)</b>	
<b>Marketing for members including:</b>	
<ul style="list-style-type: none"> <li>- use of TN brand and logo</li> <li>- listing of their enterprise in TN Directory</li> <li>- use of the TN social media/digital marketing platform</li> <li>- entry into an exhibition</li> <li>- negotiated lower advertising rates in the media</li> </ul>	
<b>Information sharing/networking opportunity:</b>	<b>Research:</b>
<ul style="list-style-type: none"> <li>- newsletter for TN members</li> <li>- arrange network meetings between enterprises</li> <li>- invitation to attend public events</li> </ul>	<ul style="list-style-type: none"> <li>- assistance with conducting research</li> <li>- access to market research results from surveys</li> </ul>

Enterprises who do not meet the set criteria to become a member of Team Namibia lose all the above benefits. The government has identified 50 enterprises that include the Team Namibia logo on their adverts but who sell only imported goods. There have also been 20 complaints that goods sold by Team Namibia members are being delivered late. Team Namibia says that these items are not coming from enterprises who are members.

**7 (a)** Assess the impact on consumers of enterprises falsely claiming to be part of Team Namibia.

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