

Centre Number	Candidate Number	Candidate Name
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NAMIBIA SENIOR SECONDARY CERTIFICATE

ENTREPRENEURSHIP ORDINARY LEVEL

6146/1

PAPER 1

2 hours

Marks 100

2022

Additional materials: Pencil
Protractor
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 pencil for any rough work, diagrams or graphs.
- Do not use correction fluid.
- Do not write in the margin *For Examiner's Use*.
- You may use blank pages for calculations/when answers are crossed out and corrected.
- 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.
- You may use a non-programmable calculator.

<i>For Examiner's Use</i>		
Section A		
Section B		
2		
3		
TOTAL		
<i>Marker</i>		
<i>Checker</i>		

This document consists of **13** printed pages and **3** blank pages.



Republic of Namibia
MINISTRY OF EDUCATION, ARTS AND CULTURE

SECTION A

Answer **all** questions.

1 (a) Define *market feasibility study*.

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[2]

(b) (i) Explain what is meant by a belief about enterprise.

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[2]

(ii) State **two** examples of beliefs about enterprise.

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2.....
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[2]

(c) State **three** barriers to creativity.

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[3]

(d) Explain **three** ways that show unemployment is an opportunity for job creation.

1.....
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2.....
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3.....
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[6]

(e) Explain **two** aims of Team Namibia.

1.....

 2.....

[4]

(f) State **four** methods of primary research that could be used to identify potential customers.

1.....
 2.....
 3.....
 4.....

[4]

(g) Identify and explain **one** enterprise idea linked to:

(i) entrepreneurship as a subject

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[2]

(ii) agriculture as a subject

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[2]

(iii) German second language as a subject.

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[2]

(h) Study the Balance Sheet below.

ASSETS		OWNERS EQUITY and LIABILITIES	
Fixed assets:		Owner's equity:	
Equipment	N\$ 11 000	(B)	N\$ 9 600
		Plus Net profit	(C)
Non-fixed assets (current assets):		Liabilities:	
Stock	N\$ 5 500	Creditors	N\$ 11 000
Debtors	N\$ 1 000		
Cash	N\$ 1 000		
Bank	(A)		
	<u>N\$ 40 000</u>		<u>N\$ 40 000</u>

(i) Give the labelled sections **A**, **B** and **C**.

A..... [2]

B..... [1]

C..... [2]

(ii) Identify **one** example of a short-term expense, using the table above only.

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 [1]

(iii) Explain what is meant by the term *projected balance sheet*.

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 [2]

(i) Rachel has been operating her enterprise for four months now.

In September she started with N\$100 000 which she borrowed from Standard Bank. In December she received N\$27 300 from sales and N\$700 as interest on a business bank account. Her expenses for the month is N\$1 500 for water and electricity, N\$2 000 for fuel, N\$3 500 for rent and N\$200 for Super Aweh to advertise her products on social media.

Calculate Rachel's profit for the month of December. Show all your calculations.

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[3]

[40]

SECTION B

Answer **all** questions.

Read the case study and answer the questions that follow. Answers must be based on the case study and candidate's own enterprise experience and knowledge.

2 From civil servant to flourishing farmer

NKURENKURU – Siranda Haitewa quit his full-time job as a transport officer at the trade ministry for greener pastures and he is reaping the fruit of his sacrifice. Haitewa’s horticulture business journey started with the construction of some rental rooms for accommodation. He was later prompted to start a vegetable garden, as a lot of people in Nkurenkuru town started venturing into the business area of accommodation and the competition intensified as a result. “Venturing into horticulture was the only solution for the problem of hunger amongst local people, because everybody needs food to eat. Also, producing vegetables can take only three months then you get back the money you have invested,” he narrated. Haitewa conducted some market research to find out the demand for his vegetables. The table below shows the results of his market research using a sample of 50 people.

Product (Vegetable)	Percentage of potential customers
Tomatoes	45%
Carrots	10%
Cabbage	15%
Onion	12%
Potatoes	13%
Green peppers	5%

He also added that street vendors in Nkurenkuru used to travel long distances to buy vegetables for consumers, which prompted him to chip in by relieving them from spending a lot on transport costs. “Most of the street vendors used to travel to Tsumeb or Rundu, as there was not even a garden where they can easily get a tomato or cabbage. So, I decided, let me start so that our local people can get their vegetables closer to home,” he shared. He further stated that he foresaw the town was growing and people will need food on a daily basis; hence, establishing a vegetable garden was a solution to the people’s demand.

Through his business, he supplies, among others, onions, cabbage, tomatoes, potatoes and butternuts to AMTA and other shops like OK Foods and Woermann Brock in Rundu. Haitewa also stated that apart from food and financial security, farming requires passion and patience. “To be a farmer, you have to like it first. When you love it, then you have to commit and then everything will be easy for you,” he stated. He added, “There are some challenges when it comes to the growing process; some of the vegetables take up to three months to grow and you need to be present always. You need time.” Haitewa is using water sustainably by collecting rain water in tanks that helps him growing vegetables during the dry seasons.

Haitewa, however, stated his main challenge in running the business is the issue of water because he is connected to the town council as he does not own the borehole he is using. Haitewa, who also serves as the chairperson of the Association of the Horticulture Producers in Kavango West, said that after visiting some gardens in the region, it is evident that the gardeners are persevering amidst challenges such as lack of training.

(Adopted from an article in NEW ERA, 2021-07-27)

(a) List **one** type of capital used in Haitewa's enterprise.

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[1]

(b) Define *sustainable use*.

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[2]

(c) Advise Haitewa on how he can use water in a sustainable way to benefit his enterprise.

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[4]

(d) Explain **two** variables in the 4P model of creativity. Use an example from the case study to support each part of your answer.

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[6]

(e) Analyse **two** reasons why radio is suitable for advertising Haitewa's products.

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[4]

(f) Discuss **two** factors Haitewa considered when choosing the location of his horticulture enterprise.

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[4]

(g) Define *research*.

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[2]

(h) Draw a suitable bar chart, using the market research results in the case study below. Write a conclusion on his findings.

Conclusion

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[7]

[30]

[Turn over

Read the case study and answer the questions that follow. Answers must be based on the case study and candidate's own enterprise experience and knowledge.

3 Teacher doubles as auto mechanic

Johannes Jacob (23) is a teacher with his own small auto mechanic workshop at home. Jacob obtained a degree in education from the University of Namibia last year, and teaches Biology, Agriculture and Life Science.

Jacob from the age of 9 spent some time at home helping at his father's car repair garage. He learnt how to service and repair many different types of cars. Jacob's friends started asking him to help when their cars needed repairing. He decided to start servicing and repairing cars during his spare time as an extra source of income.

Jacob says he can repair any kind of car, since his father taught him everything. "I can detect what is wrong with it by just looking at it. I have up to 14 years experience, and I do auto-electrical work and panel beating too," he says. Jacob says fixing cars was a source of income for him as a child, which reduced the burden on his parents. "I wanted to be independent," he says. Jacob says he does his second job over weekends and on holidays. "My friends refer clients to me, and that makes me well known," he says.

Jacob says he uses the little he receives to buy tools and equipment, and to invest in establishing his own garage. He still dreams of taking auto mechanic qualifications to formally demonstrate his expertise as a mechanic. Jacob from the age of 13 spent some time at home helping at his father's car repair garage. He learnt how to service and repair many different types of cars. Jacob's friends started asking him to help when their cars needed repairing. He decided to start servicing and repairing cars during his spare time as an extra source of income.

Jacob has started negotiations with the local municipality for a new premises for his garage, as the current one cannot house all the cars needed to be repaired.

His advice to young people is the following: "Do not be dependent. Be independent. Work for yourself. Create chances for yourself and identify your skills. It is never too late to do what you want."

(Adopted from an article in The Namibian, 2021-09-15)

(a) (i) Define *negotiation*.

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[2]

(d) State **three** consumer rights.

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[3]

(e) Jacob is planning to have a meeting with garage workers regarding poor punctuality at work.

Draw up an agenda, using the case study, for this meeting.

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[6]

(f) Evaluate examples in the case study that could help the success of Jacob's enterprise.

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[4]

(g) Suggest **four** examples of unethical behaviour Jacob's garage workers may make in his enterprise.

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[4]

[30]

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