

Candidate Number

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Candidate Name

JUNIOR SECONDARY CERTIFICATE

ENTREPRENEURSHIP

1505/1

PAPER 1

2 hours

Marks 100

2017

Additional Materials: Non-programmable calculator

INSTRUCTIONS AND INFORMATION TO CANDIDATES

- Write your Candidate Number and Candidate Name in the spaces at the top of this page.
- Write your answers on the Question Paper in the spaces provided.
- Write in dark blue or black pen.
- Use a pencil for diagrams, graphs or rough working.
- Do not use correction fluid.
- Answer **all** questions.
- The number of marks is given in brackets [] at the end of each question or part question.
- You may not need all the answer lines for each question.

For Examiner's Use

A		
B: 11		
12		
13		
Total		

<i>Marker</i>		
<i>Checker</i>		

This document consists of **13** printed pages.



Republic of Namibia
MINISTRY OF EDUCATION, ARTS AND CULTURE

SECTION A

1 List **two** management tasks.

1.....

2.....

[2]

2 Explain the term *equality*.

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[2]

3 Describe **two** methods of control used in an enterprise.

1.....

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2.....

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[2]

4 Describe **one** production method used in an enterprise.

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[3]

5 Explain **two** benefits of being an entrepreneur.

1.....

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2.....

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[4]

6 Explain the importance of paying tax by both enterprises and the individual.

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[3]

7 Name and describe **one** method of recruitment.

Name

Description

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[3]

8 Suggest **one** material input for a car wash enterprise.

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[1]

9 Describe **one** use of a business plan to the employees.

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[1]

10 Distinguish between negative and positive beliefs about work and business in Namibia.

Negative.....

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Positive

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[4]

[25]

SECTION B

11 MEKERE GROWS FRESH PRODUCE IN GOREANGAB

Mekere Nderura is running a successful vegetable garden, while he is also farming with pigs. All operations are in Windhoek's Goreangab informal settlement.

Mekere has been running the vegetable garden for the past 10 years and sells the produce from his garden at his shop in town. "We sell our vegetables mainly to street vendors and also to anyone who wishes to buy. Our vegetables are cheaper compared to other shops in Windhoek," he said.

The fresh produce includes lettuce, chives, onions, cabbage, cucumbers, pumpkins, egg plant and beans.

"My workers are working hard to maintain the garden. We sometimes give them vegetables to take home, so they are happy," said Mekere who grows the produce on a two-hectare piece of land and plans to expand the garden in future. He is also farming with pigs, which he says are not yet ready for sale. He has close to 50 pigs.

The supervisor of the garden, Thussy, says she came to Windhoek three months ago in search of greener pastures. "Back in Katima I grew rice and planted vegetables on a small patch of land, so I know the basics about gardening. I came to Windhoek because here we are paid better than in Katima", she explained.

"It is dry this year so it is difficult to plant because we do not have enough water," said Thussy. She said prices are determined by the quality of the produce.

(Adapted from, New Era, 4 March 2013)

(a) Name and describe the type of enterprise Mekere is running.

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[3]

(b) Explain the meaning of *work*.

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[2]

(c) Mekere is a leader in his field of enterprise.

Describe **two** skills he must possess as a leader.

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2.....

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[2]

(d) Explain how Mekere can apply positive value in his enterprise.

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[2]

(e) Evaluate Mekere's enterprise to determine its impact on reducing unemployment.

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[4]

(f) Explain **two** challenges the rapidly increasing population in Windhoek could have on Mekere's enterprise.

1.....

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2.....

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[4]

(g) Mekere is a sole trader and is planning to venture into close corporation.

Discuss **two** reasons that could motivate him to change the form of ownership.

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2.....
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[4]

(h) Thusy is employed by Mekere.

Compare the employment between Mekere and Thusy.

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[4]

[25]

12 INDUSTRIOUS LOCAL SHOEMAKER THRIVING

Ondangwa: following the government's constant call for Namibia to venture seriously into manufacturing, the industrious Saltiel Hatutale allowed no grass to grow under his feet and established the Ongwediva-based Liiza Shoe Maker.

Hatutale's business manufactures a wide range of hand-made shoes, jackets, bags, waist coats, wallets, key holders, cellular phone pouches and other items that he fashions mainly from leather, sourced locally. His most popular item is leather jackets which he sells at N\$2 000 and advertise on Facebook. According to Hatutale, his shoemaking project started in 1995, while he was still an employee of a fishing company in Walvis Bay. "I just wanted to understand how I can come up with a shoe, so I bought myself a book on how to make sandals", he says. With his salary at the fishing company, Hatutale managed to buy his first piece of machinery and raw materials which marked the beginning of the project that started out of mere curiosity.

"In 2009 I registered my company with the Ministry of Trade and Industry and I resigned to make sandals full time". Hatutale maintains that he has never received any formal training, apart from his presence at the Namibian Tourism Expo where he met other shoemakers with whom he started to exchange the know how. Ever since, his business has been growing and his designs are getting better, while the quality of his products have kept improving. Hatutale also employs other Namibians.

(New Era: 3 May 2013)

(a) Describe the type of work Hatutale is involved in.

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[3]

(b) List **one** career opportunity in Hatutale's enterprise.

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[1]

(c) Identify **one** source of capital used in Hatutale's enterprise.

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[1]

(d) Using the case study, identify **one** appropriate source of production input used in Hatutale's enterprise.

..... [1]

(e) List **two** ICT tools that can be used in Hatutale's enterprise.

1.....

2..... [2]

(f) Hatutale pays his workers N\$50 per pair of shoes made.

Explain this method of remuneration.

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..... [3]

(g) Hatutale is an information seeker.

Explain how he applied this quality to help him become a successful entrepreneur.

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..... [2]

(h) Hatutale would like to apply for a loan at the bank.

As an entrepreneurship learner, assist him to compile a marketing plan on his most popular item as one of the components of a business plan.

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..... [4]

(i) Assume that Hatutale incurs the following costs in his enterprise for 30 leather jackets per month.

Costs	N\$
Raw materials	4 000
Repairs and maintenance of sewing machines	90
Commission for sales persons	1 500
Telephone	170
Transport	200
Wages for labourers who do the sewing	3 000
Zippers and buttons	150

Use the information given to calculate costs for the production of leather jackets.

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[8]

[25]

13 THE CLEAN BUSINESS OF DIRTY WORK

When Erastus Amenya worked as an insurance salesman, he discovered that it was a nasty profession to be in.

Amenya now owns a cleaning enterprise. His business, Ondje Enterprises at Rosh Pinah, cleans residential and business properties (from carpets to ceilings), vehicles, machinery and equipment. In addition, he has recently launched a pick-up and drop-off laundering service while also dabbling in the distribution of cleaning products.

Amenya took the initiative to write a simple one-page proposal to the mine's management, offering to clean their cars well - which they accepted.

Now Ondje Enterprises is worth about N\$400 000 and employs 13 workers. And the knowledge he gained from past attempts at enterprises has helped him to succeed.

"Before, I tried to set up enterprises - like a shebeen, a taxi business, but I kept on failing and failing because I didn't have enough capital and business skills," explains Amenya.

This is why he was grateful when Skorpion Zinc contracted SMEs Compete that provided courses in management and bookkeeping for first time entrepreneurs.

He hopes to expand his enterprise to cover Namibia within the next five years and is looking for partners to bring skills, capital injections and second-opinions to his enterprise.

Furthermore, he cannot convince the banks to give him a loan because his contract with Skorpion Zinc is renewable every year.

"They think that I may not have enough future business if the mine cancels the contract, but they do not see that I have a proven track record worth six years."

(Adapted from The Namibian, 15 March 2010)

(a) Using the case study, name **two** components of enterprise environment for Amenya's business.

1

2

[2]

(b) Identify **two** challenges that Amenity experienced in his enterprise and develop a solution for each challenge.

Challenge.....

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Solution.....

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Challenge.....

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Solution.....

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[4]

(c) Describe how the course in bookkeeping that Amenity completed, could have assisted him in his enterprise.

1.....

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2.....

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[2]

(d) Ameyna was awarded a tender by Salon Donzela to clean their premises, but his employees only manage to clean 60% of the area set out for them because of the following reasons.

- Laziness of employees
- Few employees
- Only parts of office cleaned

Develop corrective measures to improve on each of the reasons stated.

Laziness of employees

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Few employees

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Only parts of office cleaned

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[6]

- (e) You are requested to design different forms of communication for different departments in Amenity's enterprise.

Complete the table below by writing **one** correct form of communication next to the mentioned departments.

Department	Forms of Communication
Marketing	
Finance	
Purchasing	

[3]

- (f) Use the information below to complete a receipts and payments account for Ondje Enterprise for the month of July 2017. Balance the receipts and payments account.

Transactions

July 2017

- 1 Money in the safe N\$5 000.
- 1 Amenity provides N\$2 000 as capital contribution.
- 2 Paid the trading licence for N\$400.
- 14 Received N\$5 000 for two weeks services rendered.
- 17 Bought N\$700 cleaning materials.
- 30 Paid salary in cash N\$2 500.

Receipts and Payments Account of Ondje Enterprise - July 2017	

[8]

[25]