



## education

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Noord-Wes Departement van Onderwys  
North West Department of Education  
**NORTH WEST PROVINCE**

**PROVINCIAL ASSESSMENT**

**GRADE 10**

**BUSINESS STUDIES P2**

**NOVEMBER 2019**

**MARKS: 150**

**TIME: 2 hours**

**This question paper consists of 8 pages.**

**INSTRUCTIONS AND INFORMATION**

Read the following instructions carefully before answering the questions.

1. This question paper consists of THREE sections and covers TWO topics: (Business venture and Business Roles)

**SECTION A: COMPULSORY**

**SECTION B:** Consists of THREE questions

Answer any TWO of the three questions in this section.

**SECTION C:** Consists of TWO questions.

Answer ONE of the two questions from this section.

2. Read the instructions for each question carefully and take particular note of what is required.
3. Number the answers correctly according to the numbering systems used in this question paper. No marks will be awarded for answers that are numbered incorrectly.
4. Except where other instructions are given, answers must be in full sentences.
5. Use the mark allocation and nature of each question to determine the length and depth of an answer.
6. Use the table below as a guide for mark and time allocation when answering each question.

<b>SECTION</b>	<b>QUESTION</b>	<b>MARKS</b>	<b>TIME</b>
<b>A: Objective-type questions COMPULSORY</b>	<b>1</b>	<b>30</b>	<b>30 minutes</b>
<b>B: THREE direct/indirect type questions CHOICE: Answer any TWO</b>	<b>2</b>	<b>40</b>	<b>30 minutes</b>
	<b>3</b>	<b>40</b>	<b>30 minutes</b>
	<b>4</b>	<b>40</b>	<b>30 minutes</b>
<b>C: TWO essay-type Questions CHOICE: Answer ONE.</b>	<b>5</b>	<b>40</b>	<b>30 minutes</b>
	<b>6</b>	<b>40</b>	<b>30 minutes</b>
<b>TOTAL</b>		<b>150</b>	<b>120 minutes</b>

7. Begin the answer to EACH question on a NEW page, for example Question 1 – new page, Question 2 – new page, et cetera.
8. You may use a non-programmable calculator.
9. Write neatly and legibly.

**SECTION A (COMPULSORY)****QUESTION 1**

1.1 Various options are provided as a possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question number (1.1.1 to 1.1.5) in the ANSWER BOOK, for example 1.1.6 D.

1.1.1 Kabelo's Children Home is an example of a ... company.

- A non profit
- B state owned
- C profit
- D public

1.1.2 Processed data is called ...

- A information.
- B consent.
- C data.
- D presentation.

1.1.3 Entrepreneurial qualities are reflected through . . .

- A friendliness.
- B non flexibility.
- C exceptional organizational skills.
- D low degree of commitment.

1.1.4 A business can give 'something back' to the society through ...

- A responsible business practice.
- B corporate social responsibility.
- C corporate social investment.
- D corporate governance.

1.1.5 ... helps to gain information about customers and market trend.

- A Market research
- B Data handling
- C Critical thinking
- D Venturing

(5 x 2)(10)

- 1.2 Complete the following statements by using the word(s) in the list below. Write only the word(s) next to the question number (1.2.1 to 1.2.5) in the ANSWER BOOK. Each word should only be used once.

Shareholders; contract; indigenous; directors; psychological pricing; prospectus; agreement; penetration pricing; non-conventional; MOI

- 1.2.1 Member of the board of the company.
- 1.2.3 An oral or written agreement between two or more parties.
- 1.2.4 Products sold to the market at a relatively low price.
- 1.2.5 Thabo used an old idea to solve his business problems.
- 1.2.6 A ... is used to register a company (5 x 2)(10)

- 1.3 Choose a description from COLUMN B that matches a term in COLUMN A. Write only the letter (A–E) next to the question number (1.3.1 to 1.3.5) in the ANSWER BOOK.

COLUMN A	COLUMN B
1.3.1 Owners are personally liable for the debts and claims against the business.	A Premium
1.3.2 Regular payments made to an insurance company.	B Mind mapping
1.3.3 Working in a group to generate ideas to solve the problems	C Organise
1.3.4 To keep delaying something that must be done.	D Prioritise
1.3.5 Keep your working space tidy, so you can immediately start working.	E Limited liability
	F Procrastination
	G Brainstorming
	H Focus
	I Excess
	J Unlimited liability

(5 x 2)(10)

**TOTAL SECTION A: 30**

**SECTION B**

Answer ANY TWO questions in this section.

**NOTE:** Clearly indicate the QUESTION NUMBER of each that you choose. The answer to EACH question must start on a NEW page etc. QUESTION 2 on a NEW page, QUESTION 3 on a NEW page, etc.

**QUESTION 2: BUSINESS VENTURES**

2.1 Read the scenario and answer the questions that follow:

Pako has been thinking of opening a business. However he is scared because he does not know how to prepare a business plan.

2.1.1 List FOUR entrepreneurial qualities (4)

2.1.2 Explain what is a business plan. (4)

2.1.3 Outline any four components of a business plan. (4)

2.2 Distinguish between generating new ideas and identifying good ideas (4)

2.3 Read the scenario below and answer the questions that follow:

**NO WATER FOR SEVEN MONTHS**

It is a nightmare for residents of Huhudi near Vryburg who have not had a drop of water since December. The residents have to pay high tariffs for water supplies, and high levels of crime have been reported in the vicinity. Biso is thinking about starting a car wash in the area.

2.3.1 Identify the factors that will impact on the location of Biso's business from the above scenario (2)

2.3.2 Discuss the impact of the TWO factors mentioned in QUESTION 2.3.1 on Biso's business (4)

2.3.3 Recommend ways in how the business can deal with the factors mentioned in QUESTION 2.3.2 (4)

2.4 Complete the following table by writing the rights and responsibilities of an employment contract.

	RIGHTS	RESPONSIBILITIES
<b>EMPLOYER</b>		
<b>EMPLOYEE</b>		

(4)

2.5 Discuss the legal requirements of a contract. (8)

2.6 Name any two examples of compulsory insurance. (2)

**[40]**

**QUESTION 3: BUSINESS ROLES**

3.1 Identify the problem-solving techniques from the scenarios given below:

3.1.1 Aims to obtain the opinions of experts without bringing the experts together face to face.

3.1.2 Weighs up pros and cons of an idea or decisions.

3.1.3 Gather as many ideas as possible.

3.1.4 Local knowledge passed on from one generation to the next.

(4 x 2) (8)

3.2 Read the scenario below and answer the questions

When Sisa Ngube listed Rebohis Property Fund in 2013, he said, 'It's safe to say I achieved my business goals, but success doesn't come without a price.'

Sisa believes that hard work is the answer to success.

3.2.1 Define the meaning of success. (2)

3.2.2 Discuss the importance of setting goals. (6)

3.2.3 Recommend ways in which employees can project a professional image. (6)

3.3 Differentiate between problem solving and decision making. (4)

3.4 Mention TWO steps of problem solving cycle. (4)

3.5 Explain the following terms:

3.5.1 Self-knowledge (2)

3.5.2 Time management (2)

3.6 Recommend ways in which people can adapt to change (6)

**[40]**

**QUESTION 4: MISCELLANEOUS TOPICS****BUSINESS VENTURE**

- 4.1 List FOUR types of visual aids. (4)
- 4.2 Explain the advantages and disadvantages of using audio-visual aids. (8)
- 4.3 Explain the factors that impact on the location of the business (8)

**BUSINESS ROLES**

- 4.4 Read the scenario below and answer the questions that follow:

Anthony specializes in selling cell phones and computers at reasonable prices. The business has employed a qualified computer technician. Anthony's business is located in a high crime area. The business is also affected by frequent service delivery protest in the area.

The business does not have sufficient capital to buy latest cell phones and computer models. The management of the business lacks good financial planning skills. The local municipality has recently advertised a tender for supplying computers. Successful applicants will also be requested to establish an internet café in their offices.

- 4.4.1 Compile a SWOT analysis for Anthony (8)
- 4.5 Explain any THREE practical social responsibility initiatives implemented by businesses today (6)
- 4.6 Mention the benefits of businesses that are involved in corporate social responsibility (6)
- [40]**

**TOTAL SECTION B: 80**

**SECTION C**

Answer ONE question in this section.

NOTE: Clearly indicate the QUESTION NUMBER of each question that you choose. The answer to EACH question must start on a NEW page, e.g. QUESTION 5 on a NEW page, QUESTION 6 on a NEW page, etc.

**QUESTION 5: BUSINESS VENTURE**

Forms of ownership refer to the type of business selected by a business owner. Different forms of ownership are suitable for different kinds of business.

Write an essay on the following aspects

- Distinguish between a personal liability company and a partnership
- Justify the effectiveness of a non-profit company as a best form of ownership
- Discuss advantages and disadvantages of a sole proprietorship

**[40]**

**QUESTION 6: BUSINESS ROLES**

The success of a business depends on how teams can successfully work together despite influences that can affect team relations. Businesses can make use of criteria for assessing successful team performance.

Write an essay on the following:

- Explain the benefits of a good team work
- Explain different kinds of interpersonal work relationship
- Recommend ways in which businesses may create an environment that promotes team work.
- Advise businesses on the following criteria:
  - Openness
  - Support
  - Mutual respect and trust
  - Members committed to achieve

**[40]**

**TOTAL SECTION C: 40**

**TOTAL: 150**