

Candidate Number										Candidate Name	

JUNIOR SECONDARY CERTIFICATE

ENTREPRENEURSHIP

1505/1

PAPER 1

2 hours

Marks 100

2018

Additional Material: 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 answerlines for each question.

For Examiner's Use		
Section A		
Section B: 11		
12		
13		
Total		

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

This document consists of **14** printed pages.



Republic of Namibia
MINISTRY OF EDUCATION, ARTS AND CULTURE

SECTION A

1 List **two** forms of communication.

1

2

[2]

2 Explain the meaning of *dignity of work*.

.....

.....

.....

.....

[2]

3 List **two** challenges of being an Entrepreneur.

1

2

[2]

4 Name the type of registration required from the following bodies.

(a) Local Authorities

.....

[1]

(b) Ministry of Industrialisation, Trade and SME Development

.....

[1]

5 Discuss **two** services offered by NCCI.

1

.....

2

.....

[4]

6 Explain promotion as one of the four P's of the marketing mix.

.....

.....

.....

.....

[2]

7 Explain **one** importance of a business to a country.

.....
.....

[2]

8 Describe **one** component of the natural environment.

.....
.....
.....
.....
.....
.....

[3]

9 Explain why a business should comply with the Labour Act provision in a workplace for workers who have HIV/AIDS.

.....
.....
.....
.....

[2]

10 Distinguish between an entrepreneur and entrepreneurship.

.....
.....
.....
.....
.....
.....
.....
.....
.....

[4]

[25]

SECTION B

11 BIG 3 CONSTRUCTORS

John is a young boy who lived his whole life in the village. He always wanted to become a business person and be his own boss. He never wanted to work for someone else. One day when he was coming from school with his two friends, Kashomba and Tio, he told them about his idea of becoming a business person. He told them about the benefits of being an entrepreneur.

The three friends came up with a partnership business which they called Big 3 Constructors. They decided to construct huts and build walls with clay in the village. They charged N\$50 for constructing a hut with wood, N\$100 for roofing with grass, and N\$150 for building a wall. They managed to build 5 huts with 2 walls and reroofed 3, which they completed on time. Customers were satisfied with their prices. They became well-known and were respected for the quality service they offered in the village.

They started making a lot of money which they used to buy food, pay their school fees and buy fancy clothes.

John appointed himself as the General Manager and demanded a higher salary than the other partners. He attributed this idea to be his enterprise. This brought conflict of interest in the business as everyone wanted to be the manager. They made no recordings of the money they received for building because any one could collect the money in the absence of the others. Thus, at times they could not tell how much they had generated per week or per month. They usually engaged in arguments over money as well as the management of the business.

(a) Identify the type of work done by the three boys.

.....
.....

[1]

(b) John appointed himself as the General Manager without consulting others, as a result it caused conflict among the partners.

(i) Explain the meaning of the term *conflict*.

.....
.....
.....
.....

[2]

(ii) Name **one** conflict situation mentioned in the case study.

.....
.....

[1]

(iii) Discuss the importance of democracy in their business.

.....
.....
.....
.....

[2]

(c) Big 3 Constructors is a partnership business.

Compare **two** characteristics of sole traders and partnerships.

1.....
.....
.....
.....

2.....
.....
.....
.....

[4]

(d) Advise Big 3 Constructors why they should not choose cooperative business as a form of ownership.

.....
.....
.....
.....
.....
.....

[3]

(e) Evaluate how the following desirable business ethics were practised by Big 3 Constructors.

(i) Fairness

.....
.....

[1]

(ii) Punctuality

.....
.....

[1]

(f) Big 3 Constructors use clay, trees and grass as their input materials to construct huts in the village.

(i) Explain **two** harmful effects on the natural environment by the activities of Big 3 Constructors.

1.....
.....
.....

2.....
.....
.....

[4]

(ii) Explain **two** ways in which they can reduce the harmful effects of their business on the natural environment.

1.....
.....
.....

2.....
.....
.....

[4]

(g) Change the following negative belief into a positive belief regarding work and business.

Young boys cannot start a business while at school.

.....

.....

.....

.....

[2]

[25]

12 MEME AINA NIIWALE

Aina Niiwale is a single parent with two children: the oldest attending Namcol while the youngest is still at primary school. She provides for her family through income from her business based at the single quarters in Windhoek, where she sells a variety of nutritious traditional food, including mahangu flour, dried fish, oshikundu, dried traditional spinach, beans and fruits as well as mopani worms.

Aina received her first unsecured loan of N\$6 300 from Kongalend in December 2016, but extended it over 24 months to buy cooler boxes, meat, pots and other cooking utensils in order to provide cooked food and soft drinks to her customers. She finished paying off her first loan in the record time of 12 months, and in April 2017, she applied for a second loan of N\$25 000 to increase her stock purchase power and expand her business by putting up a second stand at the single quarters and providing employment to two young women.

Aina says the loan from Kongalend has made a significant difference in her life, as she is now able to buy more stock and generate more income to provide for her family and educate her children. She is now a Kongalend ambassador, referring her fellow women entrepreneurs who need access to credit to improve their small businesses to Kongalend.

(a) Describe the type of business Aina is running.

.....
.....
.....
.....
.....
.....
.....

[3]

(b) List the type of career Aina is involved in.

.....

[1]

(c) Discuss **two** factors Aina considered when she chose a location for her business.

1.....
.....
2.....
.....

[4]

(d) Discuss **two** ways in which Aina can add value to her business.

1.....
.....

2.....
.....

[4]

(e) Aina received her first unsecured loan of N\$6 300 from Kongalend in December 2016.

(i) Identify this type of capital.

.....
.....

[1]

(ii) Elaborate on **one** implication of this source of capital you identified in (e) (i).

.....
.....
.....
.....

[2]

13 AFRICAN PANEL BEATERS

Situated in Greenwell's Eveline Street, Africa Panel Beaters is owned and run by a hard working entrepreneur who acquired his skills on-the-job while working in Grootfontein in 2001. In 2008 he moved to Windhoek after his mentor passed away, hoping to find work. After many trials, he decided to work by the roadside for himself, attending to small damages to vehicles. In 2011, he formally registered his enterprise and rented space in Greenwell from where he still operates. Africa, as he is widely known, buys vehicles involved in accidents at auction and rebuilds them for resale.

Since receiving a loan of N\$100 000 from Kongalend to buy new equipment and to improve his workshop, Africa has never looked back. "Kongalend made me somebody. My business is doing well and I have employed four additional people. With my new automatic spray machine, we can do our jobs faster and guarantee the quality our customers want."

(a) List **two** skills that Africa should possess in his career.

1

2 [2]

(b) Identify **two** factors that African Panel Beaters used to determine the size of the business.

1

.....

2

..... [2]

(c) Africa is a hardworking entrepreneur.

Suggest how he could apply this characteristic in becoming an even more successful entrepreneur.

.....

.....

.....

..... [2]

(d) Africa Panel Beaters has a vacancy for a Senior Supervisor. He wants to promote one of his hardworking employees.

Discuss an applicable recruitment method for this vacancy.

.....
.....
.....
.....
.....
.....
.....

[3]

(e) (i) Africa Panel Beaters has employed four additional workers.

Identify **two** impacts of Africa Panel Beaters on these employees and their immediate environment.

1.....
.....
.....
.....

2.....
.....
.....
.....

[4]

(ii) Explain **two** negative impacts that Africa Panel Beaters could have had on its owner.

1.....
.....
2.....
.....

[2]

(f) Advise African Panel Beaters in **three** ways on how they can increase the use of computers in their business.

1.....

.....

2.....

.....

3.....

.....

[3]

(g) Adolfinia brought her Toyota Corolla for panel beating to Africa Panel Beaters. Africa is charging N\$1 500 to panel beat her car, N\$850 for paint and 15% VAT.

Calculate how much Adolfinia will have to pay Africa Panel Beaters.

.....

.....

.....

.....

.....

.....

[3]

(h) Study the information on set standard and actual performance of Africa Panel Beaters.

Set Standard	Actual Performance
1. Panel beats 5 cars per day.	Panel beats 7 cars per day.
2. Wear goggles when spraying.	One employee became partially blind for spraying without goggles.

Analyse the differences between set standards and actual performances of Africa Panel Beaters.

.....

.....

.....

.....

.....

.....

.....

.....

.....

[4]

[25]