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BUSINESS STUDIES
GRADE 11
TERM 1

TASK 2: TEST

MARKS: 100

TIME: 1½ HOURS

2024

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INSTRUCTIONS AND INFORMATION

Read the following instructions carefully before answering the questions.

1. This question paper consists of THREE sections.

   SECTION A: COMPULSORY

   SECTION B: Consists of THREE questions (Choose TWO)

   SECTION C: Consists of TWO questions (Choose ONE)

2. Read the instructions for each question carefully and take note of what is required.
3. Number the answers correctly according to the numbering system 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 written in full sentences.
5. Use the mark allocation and nature of each question to determine the length and depth of an answer.
6. Begin the answer to EACH question on a NEW page, e.g., QUESTION 1 – new page, QUESTION 2 – new page.
7. You may use a non-programmable calculator where applicable.
8. Write neatly and legibly.

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SECTION A

QUESTION 1 (COMPULSORY)

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

1.1.1. Workers at MH were unhappy with their working conditions and decided to deliberately work at a slower pace. This is an example of a/an …

A. go slow.
B. strike.
C. lockout.
D. obstruction.

1.1.2. The disadvantage of this form of ownership is that it is difficult to attract highly skilled and knowledgeable employees.

A. private company
B. public company
C. sole trader
D. private liability company

1.1.3. Magnum Solutions is an IT company that are specialists in software development. They belong to the ……. sector.

A. primary
B. secondary
C. tertiary
D. informal

1.1.4. KFC is an example of … as an avenue of acquiring a business.

A. outsourcing
B. franchising
C. leasing
D. hiring

1.1.5. A /An ……. is when two companies join together – usually by agreement – to form one new business.

A. takeover
B. hedging
C. acquisition
D. merger

(5 X 2) (10)

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1.2. Choose the description from column B that matches a term in column A. Write only the letter (A-J) next to the question (1.2.1 to 1.2.5) in the ANSWER SHEET. E.g 1.2.6K

COLUMN A		**COLUMN B**
1.2.1.	Directors	A. It can happen when one business buys out their shares of another one until the first business has controlling interests.
1.2.2.	Alliances	B. Payments made to the franchisor for using their brand.
1.2.3.	Royalties	C. Refers to a sign, character or word that is protected by law to represent a product or company
1.2.4.	Patent	D. A process where an organisation's accounts are checked to make sure its financial operations are honest.
1.2.5.	Audit	E. An association formed between organisations with similar interests, nature or qualities for mutual benefit.
		F. Gives the creator of the product the right to prohibit other people from making or using their invention.
		G. People elected to the board of a company by the shareholders to represent the shareholders' interests

(5 X 2) (10)

TOTAL SECTION A: [20]

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SECTION B

Answer **ONLY TWO questions** 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 2 on a NEW page, or QUESTION 3 on a NEW page.

QUESTION 2: ENVIRONMENTS

2.1. Read the scenario below and answer the questions that follow.

Naidoo's Farms is situated in the midlands in Kwa-Zulu Natal. The continuous **loadshedding** is impacting negatively on his equipment that relies on electricity. He is experiencing high absenteeism among his workers. His sales have decreased as more and more of his consumers are buying their products online.

2.1.1. Quote **THREE** challenges from the scenario above that Naidoo's Farm is experiencing. (3)

2.1.2. Classify each challenge identified in QUESTION 2.1.1. according to the three business environments. (3)

USE THE TABLE below as a guide to answer QUESTIONS 2.1.1 - 2.1.2.

Challenge **2.1.1.**	**Business Environment** **2.1.2.**

2.2. Assess the impact on businesses should natural resources deplete over time. (4)

2.3. Discuss how lack of adequate managerial skills can pose a challenge to the business. (4)

2.4. Explain the benefits of CSI projects for businesses (6)

[20]

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QUESTION 3: VENTURES

3.1. List **TWO** characteristics of a partnership. (2)

3.2. Read the scenario below and answer the questions that follow.

> Prashna Buddan is an optometrist who owns her own practice in Cape Town. Prashna has very limited skills with advertising and promotion. She therefore decided to use another company to promote her business. She hired the services of Dakshoo Marketing to provide this service that could be done internally by Prashna or her employees.

3.2.1. Provide a term used for when a business like Prashna's uses another business to provide a service that can be done by the business itself. (1)

3.2.2. In the case of the agreement above, what is the term used for a business like Dakshoo Marketing? (1)

3.2.3. Suggest **TWO** details that should be included in the agreement between Prashna Buddan and Dakshoo Marketing as identified in QUESTION 3.2.1 (2)

3.3. Discuss one advantage of a partnership. (2)

3.4. Explain the advantages of leasing for the lessor. (6)

3.5. Discuss the characteristics of a personal liability company. (6)

[20]

QUESTION 4:

ENVIRONMENTS

4.1. Read the scenario below and answer the questions that follow.

> Masango Retailers has undergone a process of being bought by another business. It now belongs to Fashion Collective, which is a national group of retail outlets.

4.1.1. Identify **TWO** possible ways that Fashion Collective could have bought Masango Retailers. (2)

4.1.2. Explain the difference between the two. (2)

4.2. Discuss ways in which businesses can overcome competition. (4)

4.3. Suggest **THREE** ways in which businesses can deal with difficult employees. (6)

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VENTURES

4.4. Discuss the legal requirements of the name of a company. (6)

[20]

TOTAL SECTION B: [40]

SECTION C

Answer ONE question in this section.

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

QUESTION 5 – BUSINESS ENVIRONMENTS

With the improvement of technology, consumers are spoilt for choice. Businesses must improve their strategies to increase their market share.

In an essay, discuss:

- Reasons why businesses lobby
- How businesses can influence supervisory bodies or regulators
- Advantages of networking for the business
- Ways businesses can form power relations.

(40)

QUESTION 6 – BUSINESS VENTURES

In 1994, five friends opened a partnership together serving the agricultural sector. With increasing population growth, they are considering forming a company.

With reference to the above scenario, explain fully:

- The disadvantages of a partnership
- Procedure for the formation of companies
- The meaning of memorandum of incorporation (MOI).
- Challenges of establishing a company versus other forms of ownership

(40)

TOTAL SECTION C: [40] GRAND

TOTAL: 100

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