GAUTENG PROVINCE

REPUBLIC OF SOUTH AFRICA

REMOTE LEARNING ACTIVITY BOOKLET

(RELAB)

SUBJECT: BUSINESS STUDIES

GRADE: 11

TERM ONE to FOUR

LEARNER GUIDE



GGT
GROWING GAUTENG TOGETHER

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B. INTRODUCTION AND PURPOSE OF THE RELAB

The pandemic has forced schools to resort to the implementation of rotational timetables-where learners who are at home during normal schooling must continue learning. Hence RELAB as a strategy towards the deployment of remote learning.
The RELAB is underpinned by the following Legislative demands:

a) Responding to GDE Strategic goal 2 promoting quality education across all classrooms and schools
b) **DBE Circular S13 of 2020** the requires the GDE to support the implementation of the Recovery Annual Teaching Plan (RATP)
c) **GDE Circular 11 of 2020** requiring districts to issue Learning Activity Packs to support schools for lockdown learning. Understanding learning constraints at home as majority of learners do not have access to devices or data to use for online learning. Many households are depending on schools to provide them with learning resources packs

RELAB is designed in a study guide format, where the content is briefly explained with related concepts as revision, in the form of e.g. notes, mind-maps, concept progression from the previous grade/s followed by exemplar exercises then practice exercises/problems . The exercises are pitched at different cognitive levels to expose learners at Grade 10 & 11 to these different cognitive levels of questioning. The NSC diagnostic reports in different subjects have revealed that learners fail to analyse questions and as a result fail to respond accordingly.

The RELAB is intended to ensure that learners work on exercises as per topics taught while at school. These exercises must be completed at home, fully and learners will receive feedback as groups or individually at school. It is therefore of paramount importance that teachers mark the work with learners in class, as a way of providing feedback. Educators must diagnose learner responses, remediate where necessary and plan further intervention.

Educators are encouraged to create WhatsApp groups to remind learners on what is expected of them in a particular week/ day(s). There shouldn't be a backlog on curriculum coverage as content will be covered simultaneously. Feedback from learners at home will confirm usage of the RELAB material.

RELAB further prepares learners for formal assessment.

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WEEK ONE

TOPIC: INFLUENCES ON BUSINESS ENVIRONMENTS

NOTE:

You were introduced to the elements/features of the micro, market and macro environment Grade 10.

In Grade 11, the focus is on how businesses can influence the above mentioned THREE types of business environment.

You need to study the following aspects which are in your **chapter ONE** notes before doing this activity:

- Examination of control factors
- Ways to be involved in macro environment – if beneficial to business
- Micro-environment
- Market environment
- Macro environment

TERMS AND DEFINITIONS

TERM	DEFINITION
Control	The power to influence or direct people's behaviour or the course of events.
Organisational structure	Framework for managers which shows the division of responsibilities and roles played by each stakeholder.
Organisational culture	Controls and influences the way in which the business is conducted
Vision	Reflects or predicts what the future will look like.
Mission statement	Shows what one does best every day in the business and how one should go about doing it.
Human resources	The personnel of a business organization regarded as a significant asset in terms of skills and abilities.

1.1 Name any THREE components of the micro, market and macro environments:

Use the table below as a GUIDE to answer QUESTION 1.1

MICRO	MARKET	MACRO
1		
2		
3		

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1.2 Read the scenario below and answer the questions that follow. (9)

VAST CREATIONS (VC)

Vas Creations is a company that specialises in fashion design and styling. VC has hired ten stylists who are always late for work. VC is situated in a location that has a high rate of unemployment and crime. The management of VC purchases their material at Ditsepe Clothing Manufacturers who charge high prices for their material.

Use the table below a GUIDE to answer QUESTION 1.2

CHALLENGES 1.2.1	BUSINESS ENVIRONMENTS 1.2.2	EXTENT OF CONTROL 1.2.3
1.		
2.		
3.		

1.2.1 Qoute THREE challenges for VC from the scenario above. (3)

1.2.2 Classify VC's challenges according to THREE business environments. (3)

1.2.3 State the extent of control VC has over EACH business environment mentioned in QUESTION 1.2.2 (3)

1.2.4 Explain the reasons why businesses have the extent of control mentioned in QUESTION 1.2.3 . (12)

1.3 Suggest ways in which businesses can be involved in the macro environment. (6)

1.4 Discuss the benefits of businesses that are involved in the macro environment. (6)

1.5 **Essay question on week one sub-topics**

The business operation is influenced by the three business environments which requires businesses to know the component of each business environment. Businesses need to know `the reasons why they can control and not control some of the business environments. They also need to be involved in the macro environment for their own benefits.

Write an essay on the following aspects:

- Elaborate on the meaning of the micro, market and macro environments.
- Explain why businesses have more control over the micro-environment/less control over market environment and less control over macro environment.
- Discuss the benefits of businesses that are involved in the macro environment
- Suggest ways in which businesses can be involved in the macro environment.

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WEEK 2

TOPIC: CHALLENGES OF THE BUSINESS ENVIRONMENT

Hints:

- The micro-environment forms part of the internal environment as it was indicated in week 1
- You need to know the features/components of the micro-environment that were done in Grade 10 so that you can identify the challenges posed by each component from given scenarios and statements
- You must also be able explain how EACH feature pose a challenge to a business.
- Note that this topic can also be asked in Section C as an essay type question
- Refer to **chapter one** of your notes.

TERMS AND DEFINITIONS

TERM	DEFINITION
Suppliers	Factories/providers of goods/services that businesses would obtain/buy from in order to operate their businesses.
Competitors	Businesses which sell the same/similar products/services
Deforestation	Removal of trees to clear land to be used for another purpose, e.g. industrialization
Redressing	To make amends or to set right
Nepotism	The practise of showing favouritism towards one's family or friends in economic or employment terms
Retrenchment	Involuntary ending of a service contract of an employee by the employer due to operational requirements.
Go- slows	When employees work more slowly and with less effort than usual to try to persuade an employer to agree to higher pay
Trade union	An organized association of workers in a trade , group of trades, or profession formed to protect their rights and interest
Strike	A work stoppage as a form of protest or to strengthen one's bargaining position
Industrial action	These are actions that include strikes or go slows

1.1 Identify the challenges of the micro-environment that affect Harry Manufacturers in EACH statement below:

1.1.1 Harry Manufacturers business lacks direction and a long-term objective.

1.1.2 Some of their employees have a negative attitude towards new employees.

1.1.3 An industrial dispute was declared because employees had a grievance against their employers

1.1.4 Employees report to work but work unhurriedly so that the business cannot meet its targets.

1.1.5 There is a decline in productivity as some employees resigned voluntary. (10)

1.2 Explain other THREE challenges of the micro-environment. (9)

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

JERRY COSMETICS (JC)

Jerry Cosmetics has lost many customers to Soso Cosmetics who sells their products at lower prices. Some of their customers prefer to spend their money on health products rather than on cosmetics. JC buys their stock at KB providers who closed their business due to a lack of demand for their products.

1.3.1 Identify the challenges of the market environment that affect JC. Motivate your answer by quoting from the scenario above.

Use the table below a GUIDE to answer QUESTION 1.3.1

CHALLENGES OF THE MARKET ENVIRONMENT	MOTIVATIONS
1.	
2.	
3.	

1.3.2 Discuss other TWO challenges of the market environment. (6)

1.4 **Essay question on week 2 sub-topics**

The market and macro environment poses many challenges on business operations. Businesses need to identify these challenges so that they ae able to devise suitable strategies to deal with these challenges Some businesses are affected by competition in the market.

Write an essay on the market and macro-environment on the following aspects:

- Outline ways in which businesses can overcome competition in the market.
- Describe any FOUR challenges of the macro-environment
- Explain the meaning of the National Credit Act and Consumer Protection Act as some of the contemporary legislation
- Discuss THREE other contemporary legislation that pose a challenge to business.

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WEEK 3

TOPIC: ADAPTING TO THE CHALLENGES OF THE BUSINESS ENVIRONMENTS

Hints:

- Businesses need to develop strategies on how they can adapt to the challenges posed by the three business environments
- You need to first understand the challenges posed by the business environments which were covered in week 2. This will enable you to suggest ways in which businesses can adapt to the challenges of the business environments
- Note that this topic can also be asked in Section C as an essay type question
- Refer to **chapter 2** of your notes

Terms and Definitions

Term	Definition
Information management	The finding, recording, storing and retrieving of information from various sources so that it can be used effectively by the business
Strategic response	A reaction to a need by developing a system that will meet the long term that has been identified.
Merger	When two businesses of similar sizes willingly combine to become one.
Takeover	The act of assuming control of something especially when one company buys out another company against its will.
Alliances	An association formed between organisations with similar interests, nature or qualities for mutual benefit.
Hedging	Is when one tries to invest his money in such a way that its value grows faster than inflation.
Networking	Interacting with others to exchange information and develop professional contacts to help in gaining ne customers, better suppliers, etc.

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

IMMACULATE LIMITED (ML)

Immaculate Ltd bought some shares of Ted Creations Limited against their will. ML and Ted Creations Limited later agreed to unite into one company named Immitted Limited. Immitted decided to buy Thuto Pty Ltd at an agreed price.

1.1.1 Identify THREE concepts that were used by ML to adapt to the challenges of the business environments. Motivate your answer by quoting from the scenario above. (9)

Use the table below as a GUIDE to answer QUESTION 1.1.1

Concepts used to adapt to challenges of the business environments	**MOTIVATIONS**
1.	
2.	
3.	

1.2 Explain ways in which in which businesses can have a direct influence on the environment. (6)

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1.3 Discuss the following ways in which businesses can adapt to challenges of the business environments:

1.3.1 Information management (4)
1.3.2 Strategic responses (4)
1.3.3 Organisation design and flexibility (4)

1.4 Advise businesses on projects that can be undertaken as part of social responsibility. (8)

1.5 **Essay question on week 3 sub-topics**

Businesses usually lobby with government to influence policies and legislation. They also need to network with other businesses in order to acquire valuable information to stay relevant. Businesses need to also maintain relationships that allow them to influence other businesses to negotiate favourable transactions.

Write an essay on the following aspects:

- Elaborate on the meaning of lobbying and networking
- Explain the reasons why businesses lobby
- Discuss THREE types of lobbying
- Advise businesses on how they can use the following concepts to form power relationships.
    - Strategic alliance/Partnership agreements
    - Persuasion of large investors
    - Company representatives' influence

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WEEK 4

TOPIC: CONTEMPORARY SOCIO-ECONOMIC ISSUES

Hints:

- This topic progresses to Grade 12 in terms of how businesses can deal with the socio-economic issues that are mentioned in the Examination Guidelines.
- You must be able to know the impact of each socio-economic issue on businesses
- You need to know 14 socio-economic issues in Grade 11 but in Grade 12 you must only how businesses must deal with the THREE socio-economic issues.
- This topic can be assessed in both section B and C.
- Refer to **chapter 3** of your notes.

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Terms and Definitions

TERM	DEFINITION
Economic crime	Known as white collar crime and committed in business for personal financial gain, e.g. fraudulent transactions.
Inefficient use of natural resources	Wasting of scarce resource through negligence or incorrect production methods.
Population growth	Percentage change in the population resulting from births, deaths and migration
Strikes	Refusal to work by two or more employees in an effort to pressurize employers to give in to their demands.
Corruption	This involves dishonest activities in which a person entrusted with authority in a business abuses his/her position of trust in order to achieve some personal gain
Dumping	It is when other countries dump their excess products on the SA market to dominate the local market. Dumped products are usually very cheap
Sexual harassment	Involves unwelcome or unwanted attention of a sexual nature from someone at work that causes discomfort, humiliation, offence etc that interferes with the job.
Piracy	Unauthorised use/reproduction or copying of original music, films, books or computer software, patent rights and trademarks without the consent of the rightful owner.
Ethical conduct	Acting in ways that are consistent with a person's values of the organisation and society.
Patent	Exclusive right granted for a new invention
Copyright	Exclusive right given to the creator of an original work
Trade mark	A symbol, word, or combination of words legally registered by use as representing a company or a product.
Workplace forums	Representative of employees in a business of 50 employees upwards who are delegated to act on behalf of employees within the business.
inflation	General increase in the prices of goods and services in the country
Retrenchment	Involuntary ending of a service contract of an employee by the employer due to operational requirements.
Patent	Exclusive right granted for a new invention
Trade union	An organized association of workers in a trade , group of trades, or profession formed to protect their rights and interest
Strike	A work stoppage as a form of protest or to strengthen one's bargaining position
Lock-out	When the employer keep their employees from their places of work until certain terms of a negotiation are agreed upon.
Industrial action	These are actions that include strikes or go slows
Trade union	An organized association of workers in a trade , group of trades, or profession formed to protect their rights and interest
Strike	A work stoppage as a form of protest or to strengthen one's bargaining position
Lock-out	When the employer keep their employees from their places of work until certain terms of a negotiation are agreed upon.

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1.1 Elaborate on the meaning of contemporary socio-economic issues. (4)

1.2 Name THREE types of ethical misconduct. (3)

1.2 Explain the negative impact of ethical misconduct on businesses. (6)

1.4 Read the following scenario and answer the questions that follow:

LINDELANI CONSTRUCTIONS (LC)

Lindelani Constructions specialises in selling building materials and building plans to the surrounding communities. LC is experiencing the following challenges:

- The general increase in the prices of all products in the country has affected LC 's profitability.
- Some customers can no longer afford buying their products due to an increase in prices.
- LC is struggling to find an engineer with the necessary expertise to approve building plans.

1.4.1 Identify THREE socio-economic issues that are applicable to the scenario above. Motivate your answer by quoting from the scenario.

Use the table below as a GUIDE to answer QUESTION 1.4.1

SOCIO-ECONOMIC ISSUE	MOTIVATIONS
1	
2	
3	

(9)

1.4.2 Explain the negative impact of any TWO of the socio-economic issues identified in QUESTION 1.4.1 above. (8)

1.5 Identify the socio-economic issues affecting KB Trading in EACH statement below:

1.5.1 Some of the employees of KB cannot read letters and emails.

1.5.2 KB uses water treatment recycling technologies due to lack of rain. (4)

1.6 Discuss the negative impact of the socio-economic issues identified in QUESTION 1.5. (8)

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WEEK 5

TOPIC: CONTEMPORARY SOCIO-ECONOMIC ISSUES CONTINUED

QUESTION 1

1.1 Name THREE examples of industrial actions. (3)

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

MAMBA ENTERTAINMENT (ME)
Mamba Entertainment applied for a licence that will prevent other businesses from producing and sell their products. They also created a logo that identifies their products.

1.2.1 Identify TWO solutions to piracy that are applicable to the scenario above. Motivate your answer by quoting from the scenario. (6)

Use the table below as a GUIDE to answer QUESTION 1.2.1

SOLUTIONS TO PIRACY	MOTIVATIONS
1	
2	

1.2.2 Explain the other solution for piracy. (3)

1.3 Discuss the negative impact of piracy on businesses. (8)

QUESTION 2

Businesses employ people from communities and therefore they need to be aware of the socio-economic issues that affect them. Industrial relations play an important role in regulating good relations between businesses, employees and unions.

Write an essay on socio-economic issues and the Labour Relations Act in which you include the following aspects:

- Elaborate on the meaning of trade unions and industrial relations
- Outline the purpose of the Labour Relations Act.
- Discuss the functions of trade unions
- Advise businesses on the negative impact of the following socio-economic issues on businesses:
    - Strikes
    - Dumping

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TOPIC: BUSINESS SECTORS & FORMS OF OWNERSHIP

Hints:

- Business sectors and forms of ownership were covered in Grade 10. These topics are also done in Grade 11 with additional information included.
- You must remember the meaning and examples of each business sector so that you can identify each business sector from given statements and scenarios.
- The business sectors and forms of ownership progress to Grade 12 as well.
- You must master these topics in Grade 11 so that it can be easy for you remember this content in Grade 12.
- You must be well conversant the characteristics, advantages and disadvantages of each form of ownership as the very same content is repeated in Grade 12.
- Refer to **chapter 4** of your notes.

Terms and Definitions for Business Sectors

TERM	DEFINITION
Forestry	The industry that serves the processing of wood and related processes including preservation of indigenous forests.
Mining	Extraction of valuable minerals from the earth.
Forward link	Enterprises from a sector sells goods to other enterprises in the same sector or another sectors.
Backward link	Enterprises from a sector buys goods from other enterprises in the same sector or another sectors.
Manufacturing	Transformation of raw materials into something useful.
Insurance	Two parties sharing a risk in the event of a financial loss being incurred and where some form of compensation is paid to the suffering party.
Interdependent	Two businesses, sectors or industries that rely on each other to achieve their best outputs.
Interrelated	Two businesses, sectors or industries are connected.

Terms and Definitions for Forms of Ownership

TERM	DEFINITION
Form of ownership	The legal position of the business and the way it is owned.
Continuity	Continue to exist even if a change of ownership takes place, e.g. a member or shareholder dies or retires.
Securities	Shares and bonds issued by a company.
Limited liability	Loses are limited to the amount that the owner invested in the business.
Unlimited liability	The owner's personal assets may be seized to pay for the debts of the business.
Memorandum of Incorporation (MOI)	The document that sets out the rights, responsibilities and duties of shareholders and directors.(serves as a constitution of a company).
Sole Trader /Sole proprietor	A business is owned and controlled by one person who takes all the decisions, responsibility and profits from the business they run.

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Partnership	An agreement between two or more parties that have agreed to finance and work together in the pursuit of common business goals.
Co-operative society	Autonomous association of persons united voluntarily to meet their common economic/ social needs/aspirations through a jointly owned and democratically controlled enterprise.
Company	A company is a legal person who has capacity and powers to act on its own.
Public company	A public company is a voluntary association of ONE or more persons, governed by the company Act 71 of 2008, incorporated in terms of the

QUESTION 1

1.1 Elaborate on the meaning of a tertiary sector (4)

1.2 Read the scenario below and answer the questions that follow

ZWANE MINES (ZM)

Zwane Mines extracts gold from nature and sells it to different customers. Karin Manufacturer buys gold from Zwane Mines to manufacturer wedding rings.

1.2.1 Identify TWO business sectors from the scenario above. Motivate your answer your answer by quoting from the scenario. (6)

Use the table below as a GUIDE to answer QUESTION 1.2.1

BUSINESS SECTOR	MOTIVATIONS
1.	
2.	

1.2.2 Describe the relationship between the business sectors identified in QUESTION 1.2.1 (6)

QUESTION 2

2.1 Outline FOUR characteristics of a sole trader (8)

2.2 Explain the differences between limited and unlimited liability. (8)

2.3 Read the scenario below and answer the questions that follows.

NEVILLE MEDIA (PTY) LTD

Neville media (Pty) Ltd requires a large amount of capital for expanding its operations. The management of the Neville Media decided to convert the company into another form of ownership that will enable them to issue a prospectus to the public.

2.3.1 Identify the form of ownership of Neville Media (Pty) Ltd before they converted to another type of company. (2)

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2.3.2 Name the company that will allow Neville Media (Pty) Ltd to issue a prospectus to the public and raise shares (2)

2.3.3 Distinguish between the forms of ownership identified in QUESTION 2.1.1 and QUESTION 2.1.2. (8)

QUESTION 3

Entrepreneurs need to be well conversant with various forms of ownership so that they can be able to choose a suitable form of ownership. Some entrepreneurs prefer to establish a personal liability company rather than partnership. While others are in favour of a public company and cooperatives.

Write an essay on the forms of ownership in which you include the following aspects:

- Elaborate on the meaning of a personal liability company
- Discuss the advantages and disadvantages of a partnership
- Explain the disadvantages of cooperatives
- Advise entrepreneurs on the advantages of a public company

(40)

WEEK 7

TOPIC: BENEFITS OF A COMPANY VERSUS OTHER FORMS OF OWNERSHIP

Hints:

- You can only be able to master this content if you know the advantages and disadvantages of each form of ownership.
- The advantages of the private company, public company, personal liability company and a state-owned company form part of the benefits of establishing a company over other forms of ownership.
- The disadvantages of the above-mentioned companies form part of challenges of establishing a company over other forms of ownership.
- This topic is also done in Grade 12 as success and/or failure factors of EACH form of ownership.
- Refer to **chapter 5** of your notes.

QUESTION 1

1.1 Name FOUR aspect that must be included in the memorandum of incorporation (4)

1.2 Outline the differences between *initial order offer* and *secondary offering*. (4)

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

VENTER & SOSO ATTORNEYS (VSA)

Venter & Soso want to convert their business into a company. They know that shareholders' private assets will be protected as they have limited liability. Directors do not have to take out personal loans to grow the business

1.3.1 Identify TWO benefits of establishing a company versus other forms of ownership from the scenario above. Motivate your answer by quoting from the scenario. (6)
Use the table below as a GUIDE to answer QUESTION 1.3.1

BENEFITS OF ESTABLISHING A COMPANY	MOTIVATIONS
1	
2	

1.3.2 Explain any other THREE benefits of establishing a company versus other forms of ownership. (9)

1.3.3 Advise the management of VSA on the challenges of establishing a company versus other forms of ownership. (8)

QUESTION 2

2.1. Name FOUR aspects that must be included in the notice of incorporation. (4)

2.2 Outline any FOUR legal requirements of the name of the company. (8)

2.3 Read the scenario below and answer the questions that follow

SILVERTON (PTY) LTD

Silverton (PTY) Ltd is in the process of converting into a public company. They need to register a document that will enable them to invite the public to buy shares. Silverton (PTY) Ltd is also required to provide a copy of its MOI to the Companies and Intellectual Property Commission (CIPC).

2.3.1 Name the document that will allow Silverton (PTY) Ltd to invite the public to buy shares. (2)

2.3.2 List FOUR aspects that must be included in the document mentioned in QUESTION 2.3.1. (4)

2.3.3 Elaborate on the meaning of memorandum of incorporation/MOI. (4)

2.3.4 Advise Silverton (PTY) Ltd on the procedure for the formation of companies. (8)

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WEEK 8

TOPIC: AVENUES OF ACQUIRING A BUSINESS

Hints:

- This topic focuses on starting a business enterprise and provided guidelines different options of starting a business.
- You need to know the advantages and disadvantages of franchise, outsourcing and leasing.
- You must also know the contractual implications of each business avenue.
- This topic will be assessed in both section B and C
- You must be able to identify the three types of business avenues from given scenarios and statements.
- Refer to **chapter 6** of your notes.

Terms and Definitions

TERM	DEFINITION
Royalties	Payments made to the franchisor by the franchisee based on the turnover of the business.
Vendor	A person or a business to whom a function is outsourced.
Franchising	When a person or a business gives another business or person the right to sell the same goods or services subject to certain criteria or regulations.
Franchisee	Individual who purchases the right to use the trademark or business model.
Franchisor	Individual who sells the right of the trademark or business model in return for franchise royalty fee. (
Leasing	Method where a business can pay for the use of an asset rather than buying it outright for itself.
Lessor	Person or business who owns the assets
Lessee	Person using the assets.
Outsourcing	When a business buys goods or services from another business or pays another business to carry out a function instead of it doing it itself.
Goodwill	The amount of money the business owner wants for the good trade name he or she has built up, the customer base, the branding of the business, etc.
Solvent	The value of the company's assets exceeds that of the liabilities.
Liquid	The company has enough cash to pay daily expenses.
Profitable	Income exceeds expense

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1.1 Outline FOUR reasons why entrepreneurs may decide to purchase an existing business. (8)

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

TASTY FISH & CHIPS (TFC)

Johnny wants to establish a business enterprise. He requested the management of Tasty Fish & Chips permission to trade using their business name and product.

1.2.1 Identify the franchisor and franchisee in the scenario above. (4)

Use the table below as a GUIDE to answer QUESTION 1.2.1

Franchisor	
Franchisee	

1.2.2 Outline FOUR aspects that must be included in the franchising contract. (8)

1.2.3 Explain the advantages of franchising. (8)

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

JACKY CONSULTING (JC)

Jack Consulting is well known of winning business cases. The management of JC requested Leemer Attorneys to handle some of their complicated business cases.

1.3.1 Identify the avenue of acquiring a business used by JC. Motivate your answer by quoting from the scenario above. (3)

1.3.2 Discuss the disadvantages of the avenue of acquiring a business identified in QUESTION 1.3.1. (6)

1.5 Advise businesses on the following aspects:

1.5.1 Advantages of leasing (6)

1.5.2 Disadvantages of leasing (6)

1.5.3 Contractual implications of leasing (8)

WEEK 9 & 10

TOPIC: INFORMAL TEST

Hints:

- This test covers all term one topics.
- Answer all questions without referring to your notes.
- Mark yourself using chapter one to six notes and do corrections
- You can ask your parents to invigilate and time you when writing this test
- You must take two hours to write this test

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INSTRUCTIONS AND INFORMATION

Read the following instructions carefully before answering the questions.

1. This question paper consists of THREE sections and covers all term 1 topics.

SECTION A:	COMPULSORY
SECTION B:	Consists of THREE questions. Answer any TWO questions in this section
SECTION C:	Consists of TWO questions. Answer any ONE question in 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 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 Write neatly and legibly.

SECTION A (COMPULSORY)

QUESTION 1

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 number (1.1.1–1.1.5) in the ANSWER BOOK, for example 1.1.6 E.

1.1.1 ıe ... company provides essential services such as water and electricity at reasonable prices.

A personal liability
B State-owned
C public
D private

1.1.2 The shareholders of Tumi Communications Ltd offered securities to the public for a second time. This is an example of ... offering.

A primary
B tertiary
C formal
D secondary

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1.1.3 A business that experiences lower levels of productivity due to high employee absenteeism is affected by the... environment

A external
B market
C macro
D micro

1.1.4 Pinky Girls conducts an on-going research to investigate the general behavioural patterns. This is the example of dealing with...as a challenge of the macro environment

A shortage of supply
B socio-cultural factors
C change in consumer behaviour
D competition

1.1.5 Change in income levels is a challenge of the... environment

A macro
B market
C tertiary
D micro

(2×5) (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 (1.2.1–1.2.5) in your ANSWER BOOK.

partnership; lobbying; strike; franchisor ; franchisee; copyright; networking; patent; personal liability; go slow

1.2.1 TDK employees decided to embark on a ... to avoid losing their salaries

1.2.2 James Buy and Braai is a ... as the business has unlimited liability.

1.2.3 GG Manufacturers prevented Hemmer Manufacturers from producing automatic leather seats as they obtained a...for their products

1.2.4 The owner of Jimmy Enterprises ensures that he exchanges business information with other entrepreneurs. This is known as ...

1.2.5 Carl was given the right to use Zinney Fish, the trademark, for a specified period of time in return for regular payments. Carl is the ...

(2×5) (10)

TOTAL: SECTION A: [20]

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SECTION B

Answer ANY TWO questions in this section.

QUESTION 2

2.1 Name any FOUR examples of contemporary legislation that may affect businesses. (4)

2.2 Outline advantages of businesses that are involved in the macro environment. (6)

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

MAYIBUYE INCOPORATIONS (MI)

Mayibuye Incoporation lacks direction and providing meaningful guidance to employees. Some employees have a negative attitude towards their colleagues.

2.3.1 Identify TWO challenges of the micro-environment faced by MI. Motivate your answer by quoting from the scenario above. (6)

Use the table below as a GUIDE to answer QUESTION 2.3.1

CHALLENGES OF THE MICRO-ENVIRONMENT	MOTIVATIONS
1	
2	

2.4 Advise businesses on any TWO aspects that must be included in the prospectus (4)

[20]

QUESTION 3

3.1 Identify avenues of acquiring a business applicable to Tshepo Trading (TD) in EACH statement below.

3.1.1 TD was a given the right to offer the same products as Zahid Trading for a percentage of his gross monthly sales and a royalty fee. (2)

3.1.2. The management of TD requested Marie Consulting to train their new employees. (2)

3.2 Outline any TWO contractual implications of ONE of the avenues of acquiring a business identified in QUESTION 3.3 1 and 3.2.2. (4)

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

SHUKUMA ENTERPRISES (SE)

Sofia, the financial manager at Shukuma Enterprises, is using the business's petty cash to buy items that the business does not need. Frank, the CEO, promised Jane, one of his employees, a promotion in return for an intimate relationship.

3.3.1 Identify TWO types of ethical misconduct affecting SE. Motivate your answer by quoting from the scenario. (6)

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Use the table below as a GUIDE to answer QUESTION 3.3.1.

ETHICAL MISCONDUCT	MOTIVATIONS
1	
2	

3.4 Advise businesses on the reasons why entrepreneurs may decide to purchase an existing business (6)

[20]

QUESTION 4: MISCELLANEOUS TOPICS

4.1 Outline any TWO functions of trade unions. (4)

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

GERALD MANUFACTURERS (GM)

Gerald Manufactures is well known for producing quality products. GM buys their raw material from Jimmy Suppliers. KJY Retailers always buy their stock at Gerald Manufacturers.

4.2.1 Identify any TWO business sectors from the scenario above. Motivate your answers by quoting from the scenario. (6)

Use the table below as a GUIDE to answer QUESTION 4.2.1

BUSINESS SECTORS	MOTIVATIONS
1	
2	
3	

4.3 Explain any TWO benefits of establishing a company over other forms of ownership. (6)

4.4 Advise businesses on the purpose of the Labour Relations Act, 1995 (Act 66 of 1995). (4)

[20]

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SECTION C

Answer ONE question in this section.

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

QUESTION 5

Businesses that interact with other stakeholders find it easy to address challenges posed by business environments. The market and macro business environments can only be influenced by different types of lobbying. Some businesses undertake social responsibility projects for their own benefit

Write an essay on lobbying and social responsibility in which you included following aspects:

- Elaborate on the meaning *lobbying*
- Explain THREE types of lobbying
- Discuss the advantages of networking
- Advise businesses on projects that can be undertaken as part of social responsibility

(40)

QUESTION 6

Many entrepreneurs prefer to establish a public company for expansion and growth. While some prefer a private company to avoid the registration of a prospectus. Entrepreneurs need to follow the correct procedure for the registration of a company

Write an essay on the forms of ownership in which you include the following aspects:

- Elaborate on the meaning of a prospectus
- Explain the differences between the private company and public company
- Discuss the procedure for the formation of companies
- Advise entrepreneurs on the legal requirements of the name of the company

(40)

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