



GAUTENG PROVINCE

EDUCATION
REPUBLIC OF SOUTH AFRICA

 **PROVINCIAL EXAMINATION**

NOVEMBER 2023

GRADE 9

**ECONOMIC AND MANAGEMENT SCIENCES:
THE ECONOMY AND ENTREPRENEURSHIP**

PAPER 2

TIME: 1 hour

MARKS: 80


8 pages and a 7-pages answer book



INSTRUCTIONS AND INFORMATION

1. This question paper consists of Sections A, B and C based on the prescribed content framework in the CAPS Amendment Document and ATP.

SECTION A: ALL TOPICS

QUESTION 1.1:	 Matching items	(5)
QUESTION 1.2:	Choose the correct word	(5)
QUESTION 1.3:	Multiple-choice questions	(5)
		[15]

SECTION B: THE ECONOMY

QUESTION 2:	Trade unions	(22)
		[22]

SECTION C: ENTREPRENEURSHIP

QUESTION 3:	Functions of the business	(22)
QUESTION 4:	Business plan	(21)
		[43]

2. ALL the questions are compulsory.
3. Answer ALL the questions in the ANSWER BOOK provided.
4. Write neatly and legibly.



SECTION A: ALL TOPICS

QUESTION 1

1.1 MATCHING ITEMS

Choose a term in COLUMN B that matches a description in COLUMN A. Write only the letter (A - G) next to the question numbers (1.1.1 to 1.1.5) in your ANSWER BOOK e.g. 1.1.6 H.

COLUMN A		COLUMN B
1.1.1	The biggest federation of trade unions In South Africa	A Slogan B Want C Business Plan D COSATU E Entrepreneur F Logo G Need
1.1.2	This document outlines all the facts, processes and procedures of the business	
1.1.3	A person with a good idea who combines factors of production to produce goods and services	
1.1.4	A short, striking and memorable phrase used in advertising	
1.1.5	The desire for goods and services not needed to survive	

(5 x 1)

[5]

1.2 CHOOSE THE CORRECT WORD

For each of the statements below, choose the correct word/s within the brackets. Write only the correct word/s next to the question numbers in your ANSWER BOOK e.g., 1.2.1. NEED.

- 1.2.1 The (mission/vision) explains what the business aims to achieve in the medium or long term. (1)
- 1.2.2 A symbol or design that identifies the business product or service is the (logo/motto). (1)
- 1.2.3 A (job description/payslip) is important to employees as they need to know what their job entails, what is expected of them and how they should perform their duties. (1)
- 1.2.4 The (marketing function/public relations functions) is concerned with the external and internal image of the business. (1)
- 1.2.5 (General management function/Risk management function) is the top level management function concerned with the overall running of the business. (1)

[5]

1.3 MULTIPLE-CHOICE QUESTIONS

Various options are provided as possible answers to the following questions. Choose the correct answer and write only the letter (A – D) next to the question numbers (1.3.1 to 1.3.5) in the ANSWER BOOK provided.

- 1.3.1 Trade unions are responsible for ...
- A helping to bring about disruptive workplaces.
 - B making reasonable demands on employees.
 - C ensuring that industrial action is lawful.
 - D forcing workers to join a union. (1)
- 1.3.2 Sustainability is when ...
- A the focus is on meeting the needs of the present without compromising the ability of future generations to meet their needs.
 - B the viability of a business is measured by its long-term survival and its ability to sustain profits over a lengthy period of time.
 - C a method is used by an organisation to analyse their environment by identifying both internal strengths and weaknesses, as well as external opportunities and threats.
 - D None of the above. (1)
- 1.3.3 The production cost that does not change when the number of goods change, e.g., rent is called ...
- A variable cost.
 - B fixed cost.
 - C viability cost.
 - D ALL of the above. (1)
- 1.3.4 Which of the following sentences best describes a threat for Lindiwe in her Nail Beauty business?
- A During winter months there is no demand for pedicures as ladies wear closed shoes and boots.
 - B Lindiwe can attract more clients by distributing flyers to potential customers.
 - C Lindiwe plans to hire a qualified nail technician.
 - D Lindiwe must take out a loan. (1)
- 1.3.5 Which trade union represents municipal workers?
- A SAMWU
 - B SADTU
 - C NUM
 - D NUE (1)

[5]

TOTAL SECTION A: 15

SECTION B: THE ECONOMY

QUESTION 2: TRADE UNIONS



[Source: <https://www.coe.int/en/web/compass/globalisation>]

- 2.1 Define the term 'trade union'. (2)
- 2.2 Tabulate the differences between a 'go-slow' and 'picketing'. (4)
- 2.3 Discuss THREE functions of a trade union. (6)
- 2.4 Read the following statement before answering the questions.

Most trade unions are independent of any employer. However, trade unions try to develop close working relationships with employers.

- 2.4.1 Explain TWO advantages of trade unions for employers or employees. (4)
- 2.4.2 Explain TWO disadvantages of trade unions for businesses or employers. (4)
- 2.5 Complete the following sentences by filling in the missing word/s.
 - 2.5.1 ... is a union representing educators. (1)
 - 2.5.2 The National Union of Mineworkers is also known as ... (1)

[22]



TOTAL SECTION B: 22

SECTION C: ENTREPRENEURSHIP

QUESTION 3: FUNCTIONS OF A BUSINESS

Read the following scenario and answer the questions that follow.

NTULI BEAUTY COMPANY




The Ntuli Beauty Company specialises in a popular range of beauty products that are shipped to retail stores in all the major towns in South Africa. This progressive business carries out market research regularly to keep up with changing fashions and consumer preferences and taste. It also checks on what the competition is doing and what the consumer market thinks of Ntuli Beauty Company. Simphiwe Ntuli, the owner, is proud of her growing business and supportive board of directors. The management team is enthusiastic and competent – new suggestions for a staff canteen and gym facilities by Isiah, the HR manager, have been well received. Upgraded computer technology has improved information access. In addition, the purchasing department has identified a new supplier of raw materials that offers affordable quality products and will keep Ntuli Beauty Company's products competitive. The cash flow is healthy, and a firm of consultants have suggested ways to reduce any business risks.

[Source: Adapted from Linked]

3.1 Explain the following business functions and provide an example from the case study for each. Complete the table on your answer sheet.

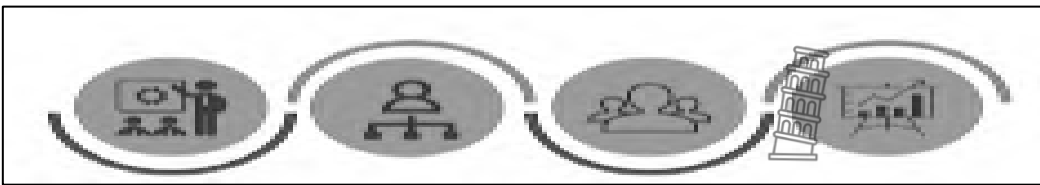
Function	Explanation	Example
Human Resources Function		
Financial Function		

(4)

3.2 List and explain the THREE levels of management.

(6)

3.3



Identified initially by Henri Fayol as five elements, there are now four commonly accepted tasks of management that encompass the necessary skills.

Discuss the FOUR management tasks that need to be performed by Ntuli Beauty Company's management.

(8)

3.4 Mention TWO labour laws that Simphiwe must keep in mind and adhere to, to ensure the business can be held legally compliant. (2)

3.5 In your opinion, do you think public relations play an important role in a business? (2)

[22]

QUESTION 4: BUSINESS PLAN

Read the following case study and answer the questions that follow.

Local Girls Start Delivery Service

Amid the nationwide lockdown, a group of entrepreneurial teenage girls from Nkangala are serving their community by offering a R60 delivery service for essential items and takeaways.

The service, called SIMS Deliveries, is operated by nine girls from the Nkangala area who ride their bikes to bring deliveries to their community. Deliveries cost a flat fee of R60.

The age of cyclists range from 16 and 19 years old. The youngest team member, 12-year-old Thando, looks after the bicycles to make sure they are working properly and are ready for the road each day.

“Our vision for SIMS Deliveries is for it to be a reliable alternative to the way we do shopping or the way the exchange of money and goods takes place between vendors and customers in black communities, while also having an impact on the lives of young girls in our townships,” they explain on their Facebook page.

“We would like to invite you to be part of a vision that seeks to move the community forward and a vision that wants to improve young lives by requesting a delivery and making your R60 count.”

While R60 might not seem like much, every bit helps.

Deliveries can be arranged through several means. Customers can contact the girls on the numbers listed below, place an order at a specific shop and ask the owner to request the delivery or simply stop the girls on the street and ask for a delivery to be made. If you'd like a delivery, contact 013 312 8804.

[Source: Adapted from Facebook: SIMS Deliveries]

4.1 Which opportunity was identified by the girls in the case study above? (2)


4.2 **The girls don't have a business plan yet.**

4.2.1 What is the vision of SIMS Deliveries? (2)

4.2.2 List FOUR aspects that need to be included on the cover page of the business plan. (4)

- 4.3 (a) Indicate what the acronym “SWOT” stands for by indicating the correct word in each of the blocks on the ANSWER BOOK. (4)
- (b) From the case study, complete a SWOT analysis for SIMS Deliveries. Include ONE aspect in each block in the ANSWER BOOK. (4)
- 4.4 The business plan will include different components.

Classify each of the following statements from the case study to assist the girls in making sure the correct information is included in the relevant component of the business plan.



No.	Statement	Included in this business plan component
e.g.	Offering a delivery service of essential goods	Description of service/product
A	They have posters on their Facebook page	
B	Information on the money that is needed to expand the business	
C	Tells possible investors a lot about the business	
D	What machinery and equipment is needed to provide the goods/service	

(4)

- 4.5 Complete the following sentence:

The marketing mix addresses the price, product, ... and promotion.

(1)

[21]

TOTAL SECTION C: 43

TOTAL: 80





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PROVINCIAL EXAMINATION

NOVEMBER 2023

GRADE 9

**ECONOMIC AND MANAGEMENT SCIENCES:
THE ECONOMY AND ENTREPRENEURSHIP**

PAPER 2

ANSWER BOOK

TIME: 1 hour

MARKS: 80

7 pages

NAME AND SURNAME: _____

SCHOOL: _____

CLASS: _____

DISTRICT: _____

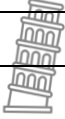


	QUESTION 1	QUESTION 2	QUESTION 3	QUESTION 4	TOTAL
Maximum marks	15	22	22	21	80
Marks obtained					

SECTION A: ALL TOPICS

QUESTION 1

1.1 MATCHING ITEMS

1.1.1	
1.1.2	
1.1.3	
1.1.4	
1.1.5	

(5 x 1)

5

1.2 CHOOSE THE CORRECT WORD

1.2.1	
1.2.2	
1.2.3	
1.2.4	
1.2.5	

(5 x 1)

5

1.3 MULTIPLE-CHOICE QUESTIONS

1.3.1	
1.3.2	
1.3.3	
1.3.4	
1.3.5	

(5 x 1)

5

15

TOTAL SECTION A: 15



SECTION B: THE ECONOMY

QUESTION 2: TRADE UNIONS

2.1

(2)

2.2

Go-slow	Picketing

(4)

2.3

(6)

2.4

2.4.1

(4)

2.4.2

(4)

2.5	2.5.1	_____	(1)
	2.5.2	_____	(1)
			[22]



22


TOTAL SECTION B: 22



SECTION C: ENTREPRENEURSHIP

QUESTION 3: FUNCTIONS OF A BUSINESS

3.1

Function	Explanation	Example
Human Resources Function 		
Financial Function		

(4)

3.2

(6)

3.3



(8)

3.4 _____
_____ (2)

3.5 _____
_____ (2)
[22]



22

QUESTION 4: BUSINESS PLAN

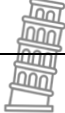
4.1 _____
_____ (2)

4.2 4.2.1 _____
_____ (2)

4.2.2 _____


_____ (4)

4.3

S _____	W _____
O _____	T _____ 

(8)

4.4

No.	Statement	Include in this business plan component
e.g.	Offering a delivery service of essential goods	Description of service/product
A	They have posters on the face book page. 	
B	Information on the money that is needed to expand the business	
C	Tells possible investors a lot about the business	
D	What machinery and equipment is needed to provide the goods/service	

(4)

4.5 The marketing mix address the price, product, _____ and promotion.

(1)
[21]

21




TOTAL SECTION C: 43

TOTAL: 80



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REPUBLIC OF SOUTH AFRICA

 **PROVINCIAL EXAMINATION**
NOVEMBER 2023
GRADE 9
MARKING GUIDELINES

**ECONOMIC AND MANAGEMENT SCIENCES:
THE ECONOMY AND ENTREPRENEURSHIP**

(PAPER 2)

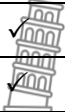
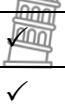
7 pages



SECTION A: ALL TOPICS

QUESTION 1

1.1 MATCHING ITEMS

1.1.1	D ✓
1.1.2	C ✓ 
1.1.3	E ✓ 
1.1.4	A ✓
1.1.5	B ✓

(5 x 1)

5

1.2 CHOOSE THE CORRECT WORD

1.2.1	vision ✓
1.2.2	logo ✓
1.2.3	job description ✓
1.2.4	Public relations functions ✓
1.2.5	General management function ✓

(5 x 1)

5

1.3 MULTIPLE CHOICE QUESTIONS

1.3.1	C ✓
1.3.2	A ✓
1.3.3	B ✓
1.3.4	A ✓
1.3.5	C ✓

(5 x 1)

5

15

TOTAL SECTION A: 15




SECTION B: THE ECONOMY

QUESTION 2: TRADE UNIONS

2.1 An organised association of workers in a trade, group of trades, or profession, formed to protect and further the rights and interests of the members. ✓✓ (2)

2.2

 Picketing	Go-slow
Workers involved in industrial action go to their workplace to increase support for their cause. They might do this by communicating information or persuading others not to work or not to carry out a part of their contracts of employment. They do not do any work and do not enter the premises. ✓✓	A form of industrial action in which work or progress is deliberately delayed or slowed down. ✓✓

(Any other correct and relevant explanation for 2 marks each) (4)

- 2.3
- Bargaining to improve their members' wages, benefits and working conditions and to manage retrenchments. ✓✓
 - Working to get the government to pass laws that will improve their members' lives. ✓✓
 - Providing professional training, legal advice and legal representation for their members. ✓✓
 - Organising industrial action.
 - Representing workers interests during disputes with employers
 - Working with employers to get employees a greater say in the decisions that management make

(Any 3 functions for 2 marks each/Any other correct and relevant answer) (6)

- 2.4
- 2.4.1
- Trade unions can assist firms in instituting new working practices which can increase labour productivity ✓✓
 - Trade unions can bring workers closer to management and represent their interests ✓✓
 - Higher wages to boost the motivation and productivity of workers
 - Trade unions are very effective in creating mechanisms to resolve conflict in the workplace

(Any 2 advantages for 2 marks each/Any other correct advantage) (4)

- 2.4.2
- The continuous push for higher wages can lead to unemployment for the workers ✓✓
 - The demand for higher wages can lead to inflation – rising prices – basic goods becoming more expensive ✓✓

(Any 2 disadvantages for 2 marks each/Any other correct disadvantage) (4)

2.5	2.5.1	SADTU, NAPTOSA, SAOU, PEU ✓	(1)
	2.5.2	NUM ✓	(1)
			[22]



22


TOTAL SECTION B: 22



SECTION C: ENTREPRENEURSHIP

QUESTION 3: FUNCTIONS OF A BUSINESS

3.1

Function	Explanation	Example
Human Resources Function 	Human Resource Management is a management function concerned with hiring, motivating, and maintaining the workforce in an organisation. ✓ OR Human resource management deals with issues related to employees such as hiring, training, development, compensation, motivation, communication, and administration.	Suggestions for a staff canteen and gym facilities by Isiah, the HR manager ✓
Financial Function	The finance function in business refers to the functions intended to acquire and manage financial resources to generate profit. It produces relevant financial resources and information contributing to the productivity of other business functions, planning, and decision-making activities. ✓	The cash flow is healthy ✓


(4)

3.2 **Top Management:** ✓ They make decisions in a business. The owner and CEO serve as examples. ✓

Middle Management: ✓ They put systems in place and plan for to action the decisions made by top management, Head of the Financial Department, Marketing Manager, Isiah – HR Manager. ✓

Lower Management: ✓ they are in charge of performing the tasks decided by top management, e.g. team leaders for marketing. ✓
(Any other correct and relevant explanation)

(6)

- 3.3
- Planning ✓ – drafting of goals, vision and mission ✓
 - Organising ✓ – distributing the work to different functions  so that the vision is met ✓
 - Leading ✓ – motivating workers to do the job to meet goals ✓
 - Control ✓ – managers observe and check the outcomes of the plans of the organisation ✓

(Any other correct explanation for each of the tasks)

(8)

- 3.4
- Basic Conditions of Employment Act ✓
 - Employment Equity Act ✓
 - Labour Relations Act
 - The Occupational Health and Safety Act
- (Any 2 for 1 mark each, any other relevant and correct law) (2)
- 3.5 Yes, ✓ it builds a positive brand, it builds the image of your business, it ensures that communication is direct and that the right message is sent out. ✓
 (Yes (1 mark) and any 1 relevant and correct motivation (1 mark)). (2)



[22]

22

QUESTION 4: BUSINESS PLAN

- 4.1 Delivery service for essentials and takeaways. ✓✓ (2)
- 4.2 4.2.1 They want it to be a reliable alternative to the way we do shopping or the way the exchange of money and goods take place between vendors and customers in black communities, while also having a positive impact on the lives of young girls in our townships. ✓✓ (2)
- 4.2.2
- Name of the business ✓
 - Logo ✓
 - Slogan ✓
 - Address of the business ✓
 - Contact details
 - Date on which the business plan was prepared
 - Person by whom the business plan was prepared and their position in the business
- (Any other correct and relevant answer) (4)

4.3

<p><u>Strength</u> ✓</p> <ul style="list-style-type: none"> – Teamwork, everyone has their role ✓ – Advertisements 	<p><u>Weakness</u> ✓</p> <ul style="list-style-type: none"> – If someone gets sick, the deliveries cannot always take place ✓ – Costs for delivery are high
<p><u>Opportunity</u> ✓</p> <ul style="list-style-type: none"> – More children can get involved ✓ – Expand to other areas – Greater variety of products delivered 	<p><u>Threat</u> ✓</p> <ul style="list-style-type: none"> – Other youngsters who provide the same service/competition ✓ – Bikes can be stolen

(Any other correct and relevant answer, 1 mark for every aspect + 1 mark for explanation)

(8)

4.4

No.	Statement	Include in this business plan component
e.g.	Offering a delivery service of essential goods	Description of service/product
A	They have posters on their Facebook page.	MARKETING PLAN ✓
B	Information on the money that is needed to expand the business	FINANCIAL PLAN ✓
C	Tells possible investors a lot about the business	MANAGEMENT PLAN ✓
D	What machinery and equipment is needed to provide the goods/service	PRODUCTION PLAN ✓

(4)

4.5 place ✓ (1)
[21]

21

TOTAL SECTION C: 43

TOTAL: 80

