



LIMPOPO
PROVINCIAL GOVERNMENT
REPUBLIC OF SOUTH AFRICA

DEPARTMENT OF
EDUCATION

CAPRICORN NORTH DISTRICT

NATIONAL

SENIOR CERTIFICATE



GRADE 11

**BUSINESS STUDIES
CONTROLLED TEST 2
QUESTION PAPER**

Stanmorephysics.com

ADMINISTRATION DATE: 14 SEPTEMBER 2023

MARKS: 100

TIME: 90 minutes

This question paper consists of **7** Pages.

INSTRUCTIONS AND INFORMATION

Read the following instructions carefully before answering the questions.

1. This paper consists of THREE sections.

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 of the two questions in this section

2. Read the instructions for each question carefully and take a particular note of what is required.
3. Number answer correctly according to the numbering system used in this question paper.
4. Except where other instructions are given, answer must be in full sentences.
5. Use the mark allocation and nature of each question to determine the length of an answer.
6. Use the table below as a guide for marks and time allocation when answering each question.

SECTION	QUESTION	MARKS	TIME (MINUTES)
A: Multiple choice questions and matching COMPULSORY	1	20	20
B: THREE direct/indirect questions (Choose any TWO questions)	2 3 4	20 20 20	40
C: TWO essay questions. (Choose any ONE of the TWO questions)	5 6	40 40	30
	TOTAL:	100	90 Minutes

7. Begin the answer to EACH question in a NEW page, for example QUESTION 1- new page, Question 2- new page, et cetera.
8. 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 numbers (1.1.1–1.1.5) in the ANSWER BOOK, for example 1.1.6 D.

1.1.1 Effective feedback occurs when the presenter ...

- A. answers questions after a presentation.
- B. hands out flyers.
- C. is incapable to deal with difficult audience members.
- D. includes visual aids in the verbal presentation.

1.1.2 Document stating what must be done, who will do it and by when it will be done.

- A. work break down structure
- B. Gantt chart
- C. Action plan
- D. Timelines

1.1.3 Providers of ...are usually willing to accept greater risks than providers of borrowed capital.

- A. Grants
- B. Loan
- C. Own capital
- D. Venture capital

1.1.4 Ability of the business to continue without doing damage to the environment and the community in which it operates.

- A. Customer base
- B. Passion
- C. Confidence
- D. Sustainability

1.1.5 A large pad of paper, bound so that each page can be turned over at the top to reveal the next page, used on a stand.

- A. Hand-outs
- B. Flyers.
- C. Flip charts/whiteboards
- D. Posters

(5 x 2) (10)

- 1.2 Complete the following statements by using the word(s) provided in the list below. Write only the word(s) next to the question numbers (1.2.1 to 1.2.5) in the ANSWER BOOK.



Action plan; A business plan, analytical reports, priorities, bigger, passion and energy, informative reports, smaller, strategy, confidence

- 1.2.1 Puts things in order of importance is known as ...
- 1.2.2 Explain the objectives of a business/what the business is all about and how will be financed.
- 1.2.3 The ... the business the more difficult to manage.
- 1.2.4 Entrepreneurs should show enthusiasm to achieve the best solution
- 1.2.5 These are reports that present data without analysis ... **(5 x 2) (10)**



TOTAL SECTION A: 20

SECTION B Answer ANY 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, **QUESTION 3** on a **NEW** page.

QUESTION 2

BUSINESS VENTURES (transformation of a business plan into an action plan)

- 2.1 Outline THREE steps to follow when drawing up an action plan. (6)
- 2.2 Define the term project planning used as a part of planning tools for transforming a business. (2)
- 2.3 Read the scenario below and answer the questions that follow.

DRAGON AND LEETO ATTORNEYS

D&L performed the following activities for their business during June 2023. Dragon registered the business in the first week. Second week, Leeto organised a building for rental. Third week, Dragon recruited clerks for the business. Leeto has been charged with the responsibility of organizing insurance on the last week of June.

- 2.3.1 Draw up a Gantt chart using the information given in the scenario above. Use the table below as a guide to answer QUESTION 2.3.1

ACTIVITY	WEEK				PERSON RESPONSIBLE
	W1	W2	W3	W4	

(12)

QUESTION 3

BUSINESS VENTURES (setting up a business venture)

- 3.1 Mention five sources of funding. (5)
- 3.2 Explain reasons why businesses need funding (6)
- 3.3 Read the scenario below and answer the questions that follow:

Mr Sehata has developed his action plan and needs to implement it. He decided to develop systems and processes to achieve his goals. He constantly monitored and evaluated business activities. He also ensured that costs are decreased and outputs increased.



3.3.1 Identify three aspects that Mr Sehata considered when initiated his business. Motivate your answer by quoting from the scenario above.

Use the table below to present your answer.

ASPECTS	MOTIVATION
(a)	
(b)	
(c)	

(9)

QUESTION 4: MISCELLANEOUS TOPICS

BUSINESS VENTURES (Qualities of an entrepreneur)

4.1 Explain the meaning of an entrepreneur. (4)

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

SINDY PIE AND BURGERS (SPB)

Sindy is selling home-made pies and burgers. She did not lose hope even when loadshedding was threatening her business income. She downloaded loadshedding schedules app to plan for the future.

4.2.1 Identify two qualities of an entrepreneur from the scenario above and motivate your answer by quoting from the scenario above.

Use the table below to present your answer.

QUALITIES OF AN ENTREPRENEUR	MOTIVATION
(a)	
(b)	

(6)

BUSINESS VENTURES (presentation of business information)

4.3 Name visual aids represented by each statement below.

4.3.1 A type of graph in which a circle is divided into sectors that each represent a proportion of the whole.

4.3.2 A collective of individual slides that contain information on a topic and a computer, projector, and screen are used to present these slides. (4)

4.4 Explain factors that must be considered when composing a flyer. (6)

TOTAL SECTION B: 40

SECTION C

QUESTION 5

5.1 PRESENTATION OF BUSINESS INFORMATION

Business report is presented to inform and persuade the audience. Information is presented to various stakeholders who require it for various reasons.

Your manager has requested you to prepare a report to present it to potential investors. Your presentation must include the following:

- Distinguish between verbal and non-verbal presentation.
- Discuss steps to be followed when writing a business report.
- Explain factors to be considered when preparing a presentation.
- Recommend ways in which presenter should respond to questions in professional and non-aggressive manner. **(40)**

QUESTION 6

6.1 QUALITIES OF AN ENTREPRENEUR

A successful entrepreneur would likely have a number of qualities. They would also be able to spot opportunities and seize them, as well as being able to marshal resources and people towards a common goal.

With reference to the above, write an essay on the following aspects.

- Explain the qualities of an entrepreneur.
- Discuss key success factors.
- Suggest strategies that businesses can use to ensure that they remain profitable and sustainable.
- Recommend areas for improvement. **(40)**

TOTAL SECTION C: 40

GRAND TOTAL: 100