

**GAUTENG PROVINCE**  
EDUCATION  
REPUBLIC OF SOUTH AFRICA

**JOHANNESBURG EAST DISTRICT**  
**ECONOMIC AND MANAGEMENT SCIENCES**

**PLC EXEMPLAR**

**NOVEMBER FINAL EXAM**

**2024**

**GRADE 9**

**PAPER 2: ECONOMY AND ENTREPRENEURSHIP**

**Marks: 80**

**Duration: 60 minutes**

This question paper consists of 9 pages

**Learners Name:** \_\_\_\_\_

**Grade:** \_\_\_\_\_

**Date:** \_\_\_\_\_

Question	1	2	3	4	TOTAL
Learner's marks					
Maximum	20	20	20	20	80

**INSTRUCTIONS AND INFORMATION:**

- Use only a blue pen.
- Read all questions carefully.
- All questions are compulsory.
- Answer ALL the questions on the answer sheet provided.
- Write neatly and legibly.
- A non-programmable calculator may be used.

**SECTION A: Miscellaneous**

Question 1.1 Multiple choice

(5)

Question 1.2 Matching Items

(5)

Question 1.3 Underline the correct term

(5)

Question 1.4 Word Bank

(5)

**[20]**



**SECTION B: THE ECONOMY**

Question 2 Trade unions

(20)

**[20]**

**SECTION B: ENTREPRENEURSHIP**

Question 3 Business Functions

(20)

Question 4 Business Plan

(20)

**[40]**

**SECTION A: MISCELLANEOUS**

**QUESTION 1**

**1.1 MULTIPLE CHOICE**

Various options are provided as possible answers to the following questions. Choose the correct answer and write only the letter (A – D) next to question number (1.1.1. – 1.1.5) in the answer space below.

1.1.1. An association of workers in a particular trade, industry, or company, created for the purpose of securing improvements in pay, benefits, working conditions, etc.

- A. Council
- B. Trade union
- C. Consultation
- D. Mediation



1.1.2 The purchasing function is responsible for buying the following for the business:

- A. Stationery
- B. Trading stock / raw materials
- C. Equipment and vehicles
- D. All of the above

1.1.3 A/an ..... identifies a problem in the community and comes up with a solution.

- A. Businessman
- B. Entrepreneur
- C. Capitalist
- D. Coach

1.1.4 Which one of the following is not one of the 4 P's of marketing?

- A. Product
- B. Planning
- C. Promotion
- D. Place

1.1.5 A system where group of people negotiate on behalf of a large group.

- A. Collective bargaining
- B. Grievance
- C. Tripartite
- D. Alliance

Answer

1.1.1	1.1.2	1.1.3	1.1.4	1.1.5

**[5]**

**1.2 MATCHING ITEMS**

Choose a term in Column B that best matches a description in Column A. Write only the letter (A – G) next to the question number (1.2.1 – 1.2.5) in the answer space below, e.g., 1.2.6 H.

COLUMN A	COLUMN B
1.2.1 Calculates the profit for the year.	A. Marketing function B. Fixed costs C. Vision D. Variable costs E. Financial function F. Exploitation G. General management function
1.2.2. Mistreatment of certain people for the benefit of others.	
1.2.3 Costs that increase as production increases.	
1.2.4 Describes what the business aims to achieve.	
1.2.5 Informs customers of choices between products and services.	

Answer

1.2.1	1.2.2	1.2.3	1.2.4	1.2.5

[5]

**1.3. CHOOSE THE CORRECT WORD**

For each of the statements below, choose the correct word from within brackets. Write down only the correct word next to the question number (1.3.1 – 1.3.5)

- 1.3.1 The purchasing function needs to make sure that the order placed stays within the (cash flow / budget).
- 1.3.2 The (business budget / business plan) gives a detailed description of how a business is going to achieve its goals.
- 1.3.3 The are (three / five) levels of management within a business.
- 1.3.4 A wildcat strike is a form of (organised / unorganised) industrial action.
- 1.3.5 Strengths refer to (internal / external) factors of a business.

Answers

1.3.1	
1.3.2	
1.3.3	
1.3.4	

(5)

**1.4. WORD BANK**

Complete the following statements by selecting the correct word from the word bank below. Write down only the correct word next

jobs	legislation	education	constitution	target market
technology	inputs	trading stock	suppliers	loans

to the question number in the answer space below.

- 1.4.1 The production function must keep up to date with ..... to make production faster and more efficient
- 1.4.2 A business plan makes applications for ..... easier.
- 1.4.3 Raw material used in the production process is a form of .....
- 1.4.4 Government has developed ..... to control the relationship between employers and employees.
- 1.4.5 The marketing plan identifies the .....

1.4.1	
1.4.2	
1.4.3	
1.4.4	
1.4.5	



(5)  
**TOTAL SECTION A: 20**

**SECTION B: THE ECONOMY**

**QUESTION 2  
TRADE UNIONS**

The protest is scheduled to commence on 7 October 2024 at 00h00 and conclude at 23h59.

COSATU has urged all workers to participate in the socio-economic protests through various forms of action, such as marches and pickets.

COSATU is *inter alia* demanding the protection of workers' rights as well as various socio-economic demands, including combating corruption, reversing austerity, improving public services and focusing on unemployment, poverty and the increasing costs of living.

The right to initiate protest action is a constitutional right enshrined in section 17 of the Constitution and regulated by the Regulation of Gatherings Act 205 of 1993. Section 77 of the Labour Relations Act 66 of 1995 (LRA) allows trade unions to protest to promote or defend workers' socio-economic interests.

*An extract from: <https://www.cliffedekkerhofmeyr.com/news/publications/2024>*

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

2.1. Write out the acronym for "COSATU" in full? (2)

2.2. Name two other trade Unions in South Africa, except for COSATU. (2)

2.3. What is the main advantage of belonging to a trade union? (2)

2.4. Mention two workplace situations that will result in workers unhappiness. (2)

2.5. Mention the law that outlines the procedures to follow when workers want to strike. (2)

2.6. Differentiate between a stay-away and a go-slow.  
(2x2) (4)

2.7. Explain the negative impact that strikes have on businesses.  
Mention TWO points. (4)

2.8. Describe how trade unions can reduce poverty in South Africa. (2)

**TOTAL SECTION B: [20]**

**SECTION C**

**QUESTION 3  
FUNCTIONS OF A BUSINESS**

Read the following extract and answer the questions that follow.

The functions of a business are the main activities needed in the business in order to function effectively and efficiently. These activities are divided into eight functional areas, namely, the general management, public relations, human resources, administration, finance, marketing, production and purchasing functions.

3.1 Define the following business functions:

3.1.1 General management. (2)

3.1.2 Production function (2)

3.2 Indicate which function is responsible for the following:

3.2.1 Managing investments, loans, and shares. (2)

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3.2.2 Dealing with filing of documents and handling of mail. (2)

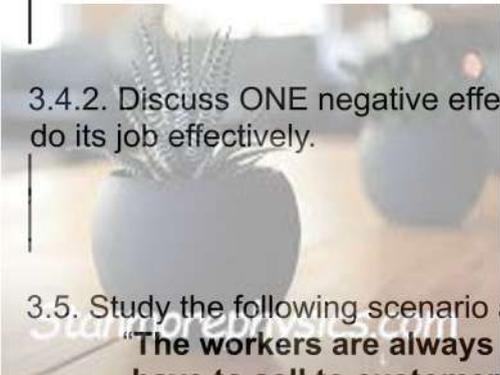
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3.3. Which function will have to be familiar with laws such as the Basic Conditions of Employment Act? (2)

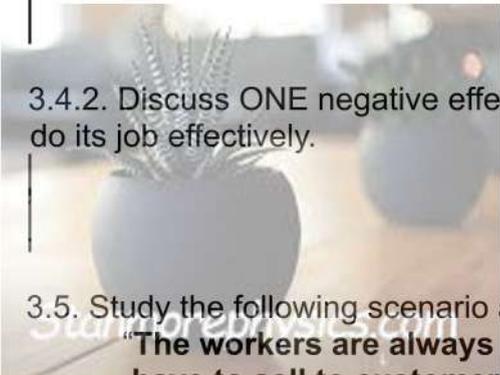
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3.4 Promoting the products or services offered by a business is critical.

3.4.1 Identify TWO means of advertising. (2)

3.4.2. Discuss ONE negative effect to the business if the marketing function does not do its job effectively. (2)

3.5. Study the following scenario and answer the questions that follow:

**“The workers are always complaining of the poor-quality stock that they have to sell to customers.”**

3.5.1 Which department created the problem? (2)

3.5.2 How can the problem be solved? (2)

3.6. The public relations function is to make sure the business image and reputation remains positive.

Suggest ONE way in which this function can achieve this. (2)

[20]



#### QUESTION 4 – THE BUSINESS PLAN

##### MARY'S STORY

Mary dropped out of university after the passing on of her father. As the eldest in her family, she had the responsibility to provide for the family. With no experience, she decided to open the "Weekend Childcare Centre" in her garage, which operated on weekends only. She used the R20 000 she had as start-up capital to buy baby cots, blankets, toys, electronic games, kids' chairs and tables. She drew up a business plan so that she could attract further investment. She employed two ladies to assist her. Her business attracted many parents with children who work over weekends and those who have other commitments over weekends. There is currently one early childcare centre in the area with well-trained staff which does not operate over weekends. Mary and her staff never attended any form of training and their fees are very high. There is currently no childcare centre offering aftercare programmes during the week.

[SOURCE: Adapted from Answer Series]

4.1 Discuss why it is necessary for an entrepreneur to prepare a business plan. (2)

4.2. Name TWO items that must be included on the front cover of a business plan (2)

4.3. Discuss TWO reasons on why the financial plan is one of the most important components of the business plan. (4)



4.4 Complete a SWOT analysis for Mary's business, based on the provided information.

Mention ONE point for each.



(4x2) (8)

<b>Strengths</b>	<b>Weaknesses</b>
<b>Opportunities</b>	<b>Threats</b>

4.5 Suggest a solution for one Weakness one Threat identified in 4.4. above (4)

Blank space for writing the solution to one weakness and one threat.

[20]

**TOTAL SECTION C:**  
[40]  
**GRAND TOTAL: [80]**



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**PAPER 2: ECONOMY AND ENTREPRENEURSHIP**

**MARKING GUIDELINES**

**Marks: 80**

**Duration: 60 minutes**

**This marking guidelines consists of 7 pages**

**SECTION A: MISCELLANEOUS**

**QUESTION 1**

**1.1 MULTIPLE CHOICE**

1.1.1 B ✓

1.1.2 D ✓

1.1.3 B ✓

1.1.4 B ✓

1.1.5 A ✓



(5)

**1.2. MATCHING ITEMS**

1.2.1 E ✓

1.2.2 F ✓

1.2.3 D ✓

1.2.4 C ✓

1.2.5 A ✓

(5)

**1.3. CHOOSE THE CORRECT WORD**

1.3.1 budget ✓

1.3.2 business plan ✓

1.3.3 three ✓

1.3.4 unorganised ✓

1.3.5 internal ✓

(5)

**1.4. WORD BANK**

1.4.1 technology ✓

1.4.2 loans ✓

1.4.3 inputs ✓

1.4.4 legislation ✓

1.4.5 target plan ✓

(5)

**TOTAL SECTION A: 20**

**SECTION B: THE ECONOMY****QUESTION 2  
TRADE UNIONS****2.1. Write out the acronym for "COSATU" in full?**

Congress of South African Trade Unions ✓✓

(2)

**2.2. Name two other trade Unions in South Africa, except for COSATU.**

NUM (National Union of Mineworkers) ✓

SADTU (South African Democratic Teachers Union) ✓

NEHAWU (National Education, Health and Allied Workers' Union)

NUMSA (National Union of Metalworkers of South Africa)

FAWU (Food and Allied Workers Union)

AMCU (Association of Mineworkers and Construction Union)

POPCRU (Police and Prisons Civil Rights Union)

DENOSA (Democratic Nursing Organisation of South Africa)

SAMA (South African Medical Association)

SAMWU (South African Municipal Workers Union)

SACCAWU (South African Commercial, Catering and Allied Workers Union)

TAC (Treatment Action Campaign)

CEPPWAWU (Chemical, Energy, Paper, Printing, Wood, and Allied Workers Union)

UCTE (United Transport and Allied Trade Union)

SACTWU (South African Clothing and Textile Workers Union)

Solidarity (Trade Union Solidarity)

**Accept any TWO correct answers.**

(2)

**2.3. What is the main advantage of belonging to a trade union?**

The trade union looks after the interest of the workers and protects their rights in the workplace. ✓✓

(2)

**2.4. Mention two workplace situations that will result in workers unhappiness.**

- unfairly dismissed ✓
- discriminated against ✓
- unsafe working conditions
- not receiving the agreed remuneration
- unfair labour practices
- not treated with dignity and respect
- not receiving leave benefits and other basic conditions of employment

Accept any other correct answer

(2)

**2.5. Mention the law that outlines the procedures to follow when workers want to strike.**

Labour relations Act

(2)

**2.6. Differentiate between a stay-away and a go-slow.**

Stay-Away: Involves workers staying away from the workplace entirely and not working for the duration of the protest. ✓✓

Go-Slow: Workers attend work but deliberately slow down the pace of their tasks to reduce productivity without stopping work entirely. ✓✓ (2 x 2 = 4)

**2.7. Explain the negative impact that strikes have on businesses.**

Mention TWO points.

- Decrease of production leading to loss of income / lower profits. ✓✓
- Creates a poor relationship with customers due to poor service deliver / lack of business products. ✓✓
- Violent strike actions create an image of instability in South Africa
- Strike actions discourage investments in South Africa by outside countries.
- Assets of a business can be damaged during protest actions.
- Entrepreneurs increasing prices to make up for the damaged goods.
- More jobs being lost if businesses close down.
- Workers lack of motivation and poor work ethic arising from unhappiness between the employer and employee.

Accept any other correct answer (2 x 2 = 4)

**2.8. Describe how trade unions can reduce poverty in South Africa.**

- Pressurising employers to improve the working conditions and the salaries of employees. ✓✓
- Ensuring that businesses comply with the Basic conditions of Employment Act
- Putting pressure on government to spend money on big infrastructure project to create more jobs
- Ensure that workers are paid fair wages (2)

**TOTAL SECTION B: [20]**

**SECTION C****QUESTION 3****FUNCTIONS OF A BUSINESS****3.1 Define the following business functions:****3.1.1 General management.**

It is a top-level management planning and controlling function concerned with the overall running of the business. ✓✓ (2)

**3.1.2 Production function**

This function uses resources to manufacture goods or services to satisfy the needs of consumers. ✓✓ (2)

**3.2 Indicate which function is responsible for the following:****3.2.1 Managing investments, loans, and shares.**

Finance ✓✓

(2)

**3.2.2 Dealing with filing of documents and handling of mail.**

Administration ✓✓

(2)

**3.3. Which function will have to be familiar with laws such as the Basic Conditions of Employment Act?**

Human resources ✓✓

(2)

**3.4 Promoting the products or services offered by a business is critical.****3.4.1 Identify TWO means of advertising.**

- Social media ✓
- Newspapers and magazines ✓
- Billboards
- Pamphlets/ flyers/ posters
- Word of mouth



Accept any TWO correct answers

(2)

**3.4.2. Discuss ONE negative effect to the business if the marketing function does not do its job effectively.**

Without marketing, goods will not get sold. This will result in loss of income and lower profits causing the business to fail. ✓✓

(2)

**3.5. Study the following scenario and answer the questions that follow:**

**“The workers are always complaining of the poor-quality stock that they have to sell to customers.”**

**3.5.1 Which department created the problem?**

Purchasing function ✓✓

(2)

**3.5.2 How can the problem be solved?**

The purchasing department must identify customers' needs through surveys and purchase better quality goods that will satisfy customers needs. ✓✓ (2)

**3.6. The public relations function is to make sure the business image and reputation remains positive.****Suggest ONE way in which this function can achieve this.**

- Ensure that the customers are happy with the goods or services they receive. ✓✓
- Have good communication channels between all people both within and outside the business.
- Encourage staff to be friendly and helpful to customers.
- Show social responsibility by engaging in the social community projects.

(2)

**[20]**

**QUESTION 4 – THE BUSINESS PLAN**

**4.1 Discuss why it is necessary for an entrepreneur to prepare a business plan.**

- It is a way of identifying what action needs to be taken to reach a particular goal. ✓✓
- It is a way to anticipate potential problems and identify ways around them to make it easier to take quick actions when opportunities present themselves.

(2)

**4.2. Name TWO items that must be included on the front cover of a business plan.**

- The name of the business ✓
- The business logo ✓
- The slogan of the business
- The owner/s name and title/ their position in the business.
- The date on which the business plan was prepared.

(2)

**4.3. Discuss TWO reasons on why the financial plan is one of the most important components of the business plan.**

- It plays a key role in getting capital from investors and banks. ✓✓
- It shows that the business finances have been planned thoroughly and that the business is financially viable. ✓✓
- Financial details are important and can give a clear indication of profits and expenses.
- It gives information about how much financing the business needs to start up or expand.
- It shows how much of own capital is being invested in the business.

(2 x 2 = 4)

**4.4 Complete a SWOT analysis for Mary’s business, based on the provided information.**

**Mention ONE point for each.**

<p style="text-align: center;"><b>Strength</b></p> <ul style="list-style-type: none"> <li>- the only weekend child care centre in the area ✓✓</li> <li>- High demand from parents who work weekends or have other commitments</li> </ul>	<p style="text-align: center;"><b>Weakness</b></p> <ul style="list-style-type: none"> <li>- Mary has no experience</li> <li>-Lack of training for Mary and her staff ✓✓</li> <li>- High fees may deter some customers</li> </ul>
<p style="text-align: center;"><b>Opportunity</b></p> <ul style="list-style-type: none"> <li>- Potential to expand services to weekday aftercare ✓✓</li> <li>-Possibility of attracting investments so that she may expand</li> </ul>	<p style="text-align: center;"><b>Threat</b></p> <ul style="list-style-type: none"> <li>- Competition from a nearby early childhood care centre with well-trained staff (who may also start operating on weekends) ✓✓</li> <li>Potential dissatisfaction due to untrained staff</li> </ul>

(8)

**4.5 Suggest a solution for one Weakness one Threat identified in 4.4. above.**

Weakness:

- Lack of Training: Mary and her staff should attend childcare and early education training programs to improve service quality. ✓✓
- High Fees: Reevaluate pricing strategies to make services more affordable and competitive in the market.

Threats:

- Competition: Focus on expanding to offer unique services like aftercare during weekdays to distinguish her business from competitors. ✓✓
- Customer Dissatisfaction: Improve customer service by addressing parent concerns and offering more personalized care to build trust.

(2 X 2 =4)  
**[20]**



**TOTAL SECTION C:**

**[40]**

**GRAND TOTAL: [80]**