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basic education
Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

NATIONAL ASSESSMENT
GENERAL EDUCATION CERTIFICATE (GEC)

2023 GRADE 9 PILOT STUDY

Subject: Economic and Management Sciences

Paper: 2

Marks: 80

Duration: 120 Minutes
excluding 15 minutes reading time

This test consists of 25 pages, excluding the cover page.

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Instructions to the learner

1. You will receive 15 minutes reading time before you begin answering this test
2. Read all the instructions and questions carefully.
3. Answer all questions.
4. Use the provided answer booklet to write all your answers.
5. The use of a non-programmable calculator is permitted.

The test starts on the next page.



Do not turn the page until you are told to do so.

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SECTION A
Question 1

1.1 Dr Kool opened his own dentist surgery after years of hard work. His surgery became a profitable and successful business.
What is provided by Dr Kool in the above scenario?

A Service
B Product
C Goods
D Capital (1)

1.2 Which of the following is important when designing a business logo?

A Latest fashion trends
B Owner's favourite colour
C Target market
D Cost of printing (1)

1.3 John is a manager at a Glass Manufacturing company. He ensures that the production process in a factory is running efficiently.
Which of the following is a primary role of John?

A Completing routine administrative tasks
B Monitoring the company's social presence
C Developing marketing strategies
D Overseeing and leading teams (1)

1.4 Which of the following best describes the fixed costs in the business?

A Costs that vary with the level of production
B Costs that do not vary with the level of production
C Costs that are directly related to the cost of goods sold
D Costs that are incurred if a certain production level is achieved (1)

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1.5 Zoe owns a clothing store, Garment Clothing that sells a range of products from T-shirts to jackets. During the month of June 2023 Garment Clothing paid the following expenses: rent for R1 500, electricity R510, wages R1 200 and insurance R250.
Which of the following is a variable cost for Garment Clothing?

A Rent
B Wages
C Insurance
D Electricity (1)

1.6 Ras, a grade 9 learner, wants to buy goods to the value of R1 070 with an aim of selling them for R1 520 in a school talent show.
What is the cost of goods to be sold by Ras?

A R1 520
B R1 070
C R 2 590
D R450 (1)

1.7 Caitlyn, a retailer purchased a school bag for R320, she wants to make a profit of R100 when sold.
How much will be the selling price for the school bag?

A R320
B R100
C R420
D R220 (1)

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1.8 Zakes is located in an urban area where most of customers work for government. Zakes Furnitures wants to increase its sales by 10%.
Which of the following strategies should Zakes Furnitures use to increase sales?

A Renting out a portion to a competitor
B Providing charged after sales service
C Partnering with local factories
D Advertising on a local television station (1)

1.9 You are a grade 9 entrepreneur who has just come up with a brilliant idea for a new business.
What would be the most appropriate way to secure a start-up capital for your new business?

A Taking a personal loan from a bank
B Using your personal savings money
C Borrowing from micro lenders
D Using your tuition fees (1)

1.10 KoeKie is a passionate cook who has decided to start her own business as a sole trader.
Which of the following is a disadvantage for KoeKie's business?

A Responsible for decision-making
B All profits belong to the owner
C Unlimited liability
D Easy to start (1)

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1.11 Popeye and Spinach are experienced software developers who are considering starting a business where they will be jointly liable for the debts of the business. Which form of ownership is the most appropriate for Popeye and Spinach?

A Sole trader
B Partnership
C Private company
D Public company (1)

1.12 What is a business plan?

A Detailed outline of the daily task required to operate a business
B Detailed document that outlines the financial goals of a business
C Document that outlines the objectives and strategies for a business
D Document that summarises the revenue and expenses of a business (1)

1.13 Kate, a grade 9 learner, is participating in a school entrepreneur's day project and is tasked to sell handmade jewellery.
Which age group should Kate target during entrepreneur's day?

A 26 - 35
B 20 - 25
C 7 - 12
D 13 - 19 (1)

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1.14 Bruce established a sport car dealership and wants to ensure that his products match the standard of his target market.
Which income group should Bruce target?

A Low income
B Middle income
C High income
D Average income (1)

1.15 The manager of Zenex Sportswear would like to know if they can continue with a new line of ladies' swim wear that was introduced three months ago.
Which of the following duties should the manager consider?

A Record keeping
B Budget drawing
C Staff meeting
D Product marketing (1)

1.16 Cell B uses titanium purchased from Richards Bay Mineral Resources the local supplier, to produce mobile handsets. The newspaper article reports that there is a looming strike at Richards Bay Mineral Resources next month.
What should Cell B do to ensure that the production of mobile handsets is not disturbed?

A Produce more handsets
B Keep sufficient stock of titanium
C Look for new suppliers of titanium
D Import ready-made handsets (1)

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1.17 Which of the following will represent good customer service?

A By daily calling owing customers
B By organising marketing campaigns
C By quickly attending customers' queries
D By using community radio stations (1)

1.18 Blue Crane has been in operation since 2022 and the new Chief Finance Officer (CFO) has been employed.
How would the CFO of Blue Crane know the sales figures for the past six months?

A By hiring a new salesclerk
B By reviewing stock purchases
C By conducting staff audits
D By checking financial records (1)

1.19 The management of Imvubu PLC is concerned about the low production levels yet staff remuneration remains constant.
How would the management find the cause of such low production levels?

A By investigating staff leave
B By changing production methods
C By decreasing working hours
D By increasing working hours (1)

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1.20 Gin Gin Inc. rewards its employees annually for good service by giving them identical blankets. They placed an order of identical blankets to Aranda Textile.

What production method will be used by Aranda Textile to make the blankets?

A Job production
B Batch production
C Mass production
D Flow production (1)

1.21 One of the responsibilities of the Chief Executive Officer (CEO) of Amanzi Suppliers is to ensure that company's resources such as financial, human and physical are not wasted.

Which of the following management tasks is shown above?

A Planning resources
B Organising staff
C Controlling resources
D Leading staff (1)

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Question 1.22 and 1.23 are based on the advert below



Msinga Fresh Produce Market

1.22 Which of the following 4 Ps of the marketing mix is missing in the above advert?

A Product
B Place
C Promotion
D Price (1)

1.23 What types of products are in the advert above?

A Fresh Vegetables
B Fresh Fruits
C Fresh Meat
D Fresh Produce Market (1)

1.24 Drought is the biggest risk in the farming industry.
What can be done to reduce the risk of drought?

A Crop rotation
B Irrigation
C Imports
D Crop planting (1)

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1.25 An international company attracts customers from all over the world. It is important that customer information could be retrieved for future use.
Which filing method can be used by the company to store large amounts of data that can be easily and quickly retrieved?

A Alphabetical filing system
B Chronologically filing system
C Electronic filing system
D Thematically filing system (1)

1.26 Elect & Sons is the growing business specialising in electronic appliances. It has identified a new supplier that will keep its business competitive.
What will Elect & Sons consider when choosing a suitable supplier?

A Price, quality, quantity and delivery time
B Price, quality, documents and payments
C Price, quantity, receiving and delivery time
D Price, quantity, documents and payments (1)

1.27 DD Toms designed the advertisement for his business, aiming at increasing sales by 10%. The advert was aired on tv for several times. The cellphone looked slim with advanced features on the advert. However, after a month, sales increased by only 2%.
Which one of the AIDA principles was not successfully achieved by the advert?

A Attention
B Interest
C Desire
D Action (1)

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1.28 Which one of the following is publicity?

A Introducing the employee to the business and its culture
B Awareness for the product, service and organization
C Planning corporate social responsibility initiatives
D Evaluating people's opinion by means of market research. (1)

1.29 KK Holdings is situated at Manama village near the four-way stop selling fast food. How will KK Holdings be known to the community?

A By advertising on door to door, promotions and flyers
B By advertising on television, promotions and flyers
C By advertising on billboard, promotions and flyers
D By advertising on radio station, promotions and flyers (1)

1.30 Govan Ishmail is one of the executive managers in a high-tech corporation. He finds out that the junior staff member provides poor customer service. He then decides to take the employee for training in customer service.
Which function is Govan Ishmail responsible for?

A Marketing function
B Finance function
C Human Resource function
D Public Relations function (1)

1.31 Which one of the following reflects the quality and efficiency in the production function?

A Availability of goods and services at the right quantity and quality
B Availability of competitive quality goods and services for customers
C Keeping low quantity and high quality of goods and services
D Keeping low quantity of goods and services (1)

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1.32 Kate, a general manager of SC Wholesalers, is responsible for planning all the activities of the company.
Which of the following is related to the above statement?

A Ability to influence others to work towards achieving goals
B Determines the future position of the business
C Checks if performance is according to the set standards
D Ensures that activities are put into action (1)

1.33 K. Candy, the manager of KitsoEntle, an events management enterprise is responsible for the allocation and distribution of resources.
Which of the following roles is relevant to the above scenario?

A Ensures that the event activities are planned properly
B Influences staff towards achieving event activities
C Ensures that all the requirements of the event are in place
D Makes sure that the event occurs according to plan (1)

1.34 Which one is an opportunity for a business?

A Increase in criminal activities in the area
B Decrease in the number of competitors
C Lack of experience amongst employees
D Poor health of the employees (1)

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Question 1.35 and 1.36 are based on the information below:

PPP Supermarket is the only supplier of My-perfume operating in a highly profitable market but is lacking clear distribution channels. However, there are now new entrants into the market.

1.35 What is the weakness identified in the above scenario?

A Highly profitable market
B New entrants into the market
C Only supplier of My-perfume
D Lacking clear distribution channels (1)

1.36 Which one is classified as strength of the PPP Supermarket?

A Only supplier of My-perfume
B Lacking distribution channels
C Highly profitable market
D New entrants into market (1)

1.37 Dikano Guest Lodge (DGL) did not do well since February due to continuing heavy rains. The target market has increased and the business is likely to expand due to new influx of people in the area. Now DGL does not have enough money to cater for the increase.

Which one relates to a threat in the above scenario?

A DGL does not have enough money
B The target market has increased
C DGL may expand due to influx in the area
D New companies offering the same service

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1.38 Latimore Stores employed HR manager 10 years ago, however technology has advanced. Latimore Stores has to apply the latest technology in the business. How can Latimore Stores lessen the effect of the identified weakness?

A HR manager employed 10 years ago: employ new and young manager
B Outdated technology: conduct skills development training programmes
C Experienced HR manager: develop young employees
D Experienced HR manager: government skills development (1)

1.39 Customers of Roots fast food are not happy about the disruption of loadshedding. What is the best solution to the above threat?

A Locate business somewhere else
B Negotiate with electricity suppliers
C Invest in any renewable energy source
D Increase the price of delicious fast food (1)

1.40 What does CCMA stand for?

A Commission for Conciliation, Mediation and Arbitration
B Commission for Clinical, Mediation and Arbitration
C Council of Conciliation, Mediation and Arbitration
D Council of Cultural, Mediation and Arbitration (1)

1.41 What are the correct steps in a disciplinary procedure?

A Meeting, written letter, right to appeal, disciplinary decision
B Meeting, right to appeal, written letter, disciplinary decision
C Written letter, disciplinary decision, right to appeal, meeting
D Written letter, meeting, disciplinary decision, right to appeal (1)

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1.42 What is economic growth?

A The creation of wealth from which community benefits are realised
B An increase in the goods and services produced by the country
C The degree of wealth and material comfort available to community
D The extent to which the country's working population is employed (1)

1.43 Which of the following is a purpose of CCMA?

A Gives employees less chance to have a say in decision making
B Gives employers more chance to have a say in decision making
C Settles disagreements between employees and employees
D Settles disagreements between employees and employers (1)

1.44 What are the correct processes in a disciplinary hearing?

A Invite, charge, meet with the person and disciplinary decision is taken
B Meet with the person, charge, invite and disciplinary decision is taken
C Charge, invite, meet with the person and disciplinary decision is taken
D Charge, meet with the person, invite and disciplinary decision is taken (1)

1.45 The manager of Zozi (Pty) Ltd dismissed 12 employees for the same reasons. After one month the manager reinstated only one employee.
Which labour practice relates to the above scenario?

A Fair labour practice
B Unfair labour practice
C Legal labour practice
D Illegal labour practice (1)

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1.46



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What happens to the business when workers are on Go Slow?

A There will be more sales

B There will be more investors

C Production increases

D Production decreases (1)

1.47





Picture A Picture B

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What is depicted from the above pictures?

A Picture A is lawful strike, Picture B unlawful strike

B Picture A is unlawful strike, Picture B lawful strike

C Picture A is lawful strike, Picture B lawful strike

D Picture A is unlawful strike, Picture B unlawful strike (1)

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1.48 What are the consequences when workers embark on an unlawful strike?

A Workers may not be subjected to discipline
B Workers may lose their annual leave days
C Some workers may be retrenched after due process
D Workers may be dismissed after due process (1)

1.49 Dannis Dlamini works for a furniture company as a cleaner. Whilst cleaning the windows, he fell and got injured. He was off sick for a month.
Which basic condition of employment will apply to Dannis?

A Dannis will get his pay
B No work no pay will apply
C Dannis will get more than his normal pay
D Dannis will claim from the compensation fund (1)

1.50 How do trade unions promote employment?

A By spending on skills development and training of workers
B By demanding pay increase which limits new jobs
C By preventing job losses and ensuring minimum employment
D By encouraging strikes in the workplace (1)

1.51 How do trade unions promote sustainable growth?

A By using resources productively to promote a healthy environment
B By increasing spending on skills development and training for workers
C By encouraging members to use resources effectively at the workplace
D By forcing businesses and employees to be environmental accountable (1)

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1.52 A group of employees at KB Manufacturing Plant has been dissatisfied with their wages and working conditions for several months. Despite attempts to negotiate with management, no agreement has been reached. Frustrated and feeling undervalued, the workers decided to go on strike.

What are the workers' disputes in the above scenario?

A Attempts to negotiate with management
B Wages and working conditions
C Not reaching agreement
D Going on strike (1)

1.53 Which of the following is the contribution of trade unions towards economic growth?

A Encourage low productivity
B Develop workers skills
C Create unemployment
D Take care of members (1)

1.54 How does wage increase affect economic growth?

A When there is more spending, demand increases and price of goods decreases
B When there is less spending, demand increases and price of goods decreases
C When there is less spending, demand decreases and price of goods decreases
D When there is more spending, demand increases and price of goods increases

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1.55 John da Silva works at a blue-chip company as an IT manager. His work is characterised by programming, operations and callout to subsidiary companies. What kind of work environment is John working in?

A Enterprising work environment
B Entertaining work environment
C Technical work environment
D Social work environment (1)

1.56 George is employed as a driver at the local supermarket. On the 3rd of May 2023 his wife fell ill and George took her to the hospital.
What type of leave did George take on the 3rd of May 2023?

A Normal sick leave
B Family responsibility leave
C Annual leave
D Maternity leave (1)

1.57 Thuthuko works at a furniture manufacturing company as a carpenter. He works with a number of electric and manual tools such as jig saw, drills, chisels, hammers etc. How can the company ensure Thuthuko's safety in the workplace?

A The company must have a workplace safety forum
B Thuthuko must ensure his safety in the workplace
C Thuthuko must provide his own protective clothes for work
D The company is not forced to ensure safety in the workplace (1)

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1.58 Themba has just been employed as a technician in a refrigeration company. He must sign an employment contract which includes terms of employment.
What should be included in Themba's contract regarding collective bargaining?

A Working relations
B Leave of absence
C Salary negotiations
D Worker productivity

1.59 MAZ Construction employs 40 workers. 10 workers demand a 10% wage hike whilst 15 workers demand 15% wage increase, 13th cheque and housing allowance of R1 500 per month. The rest of the workers demand 12% across the board and in addition to 15 workers' demand, want four months paid maternity leave. The employer on the other side offers 7.5% across the board.
How should the above situation be resolved?

A The employer must give all employees a 7.5% pay rise
B The employer must give each group of employees' demand
C The employer must engage each group of employees
D The employer and employees must engage in collective bargaining (1)

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1.60 Which of the following working conditions can be negotiated in a collective bargaining?

A Working hours, wages and leaves
B Leaves, allowances and food
C Transport, food and smoking breaks
D Education, overtime and working from home (1)

1.61 Why do we have a workplace forum?

A Demotivation and interest in the workplace are reduced
B Disagreements in the workplace are quickly resolved
C Decreases the productivity in the workplace
D Declines the performance in the workplace (1)

1.62 ZZ Enterprises employs 200 employees. 100 of them are unionised whilst the rest are not unionised. Unions have collectively called for a workplace forum.
How is the workplace forum formed?

A 200 workers, apply to SACP, no committee elected by workers
B 200 workers, apply to SAMU, no committee elected by workers
C 200 workers, apply to SADTU, committee is elected by workers
D 200 workers, apply to CCMA, committee is elected by workers (1)

1.63 What is the difference between trade unions and federations?

A Federations join to form trade unions
B Trade unions join to form federations
C Federations are smaller in size than trade unions
D Trade unions are larger in size than federations (1)

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1.64 News Flash:

FESU Trade union makes history by establishing the first workers' bank. The bank employed 50 workers in their first year of operation. They hope to open branches in all 9 provinces in the next 5 year.

What is the contribution of FESU towards economic growth in the above scenario?

A Creation of new job opportunities
B Increasing workers' salaries
C Creating competition amongst members
D Reskilling of the current workers (1)

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SECTION B
Question 2

2.1 Jack Dlabane has just arrived in a new residential area. He discovered that the people in the area have no shops around from which they can buy bread from each morning. He decided to start his own business Dlabane Confectioners to bake and sell various cakes and bread. However, he does not have sufficient capital to buy equipment and baking ingredients. He has no experience in running a business except that he studied baking in a culinary school.

Read the above passage and identify two weaknesses and two opportunities. (4)

2.2 Mandy as the CEO of the Cellular company, is responsible for both controlling and organising function of management in ensuring that the team is working towards meeting the company's goals.

What are the differences between controlling and organising in Mandy's company? (4)
Give two differences of each.

2.3 The General Manager of T Blazers is the one who determines what should be done in the business. He also decides when and how things should be done. Orders are given to the workers to achieve the objectives of the business. This has created a positive environment and the business is productive with high volume of sales.

Read the extract above. (4)
Identify and explain the two management tasks involved.

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2.4 **Extract from the business plan of Vukani Electrical Appliances**

Projected Cash Budget for the 3 months ended 30 May 2023

	MARCH	APRIL	MAY
PROJECTED INCOME	750 000		
Cash from sales of electrical appliances	750 000	750 000	(c)
LESS PROJECTED EXPENSES	**(35 000)**	(b)	
Shop rental	30 000	30 000	(d)
Water and electricity	5 000	(a)	

Notes: The municipality will implement a 20% hike in water & electricity to cover the Eskom tariffs for the new financial year starting in April. There will be a 10% increase in cash sales of appliances in May because of winter weather.

Complete the projected cash budget of Vukani Electrical Appliances for the 3 months ended 30 May 2023. (4)

[16]

End of test

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basic education
Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

GEC PILOT STUDY
MARKING GUIDELINE 2023
ECONOMIC AND MANAGEMENT SCIENCES PAPER 2
GRADE 9

SECTION A
Question 1

- *One mark per answer.*
- *There are no half marks.*

No.	Letter	
1.1	A	✓
1.2	C	✓
1.3	D	✓
1.4	B	✓
1.5	D	✓
1.6	B	✓
1.7	C	✓
1.8	D	✓
1.9	B	✓
1.10	C	✓
1.11	B	✓
1.12	C	✓
1.13	D	✓
1.14	C	✓
1.15	A	✓
1.16	B	✓
1.17	C	✓

No.	Letter	
1.18	D	✓
1.19	A	✓
1.20	B	✓
1.21	C	✓
1.22	D	✓
1.23	A	✓
1.24	B	✓
1.25	C	✓
1.26	A	✓
1.27	D	✓
1.28	B	✓
1.29	C	✓
1.30	C	✓
1.31	A	✓
1.32	B	✓
1.33	C	✓
1.34	B	✓

No.	Letter	
1.35	D	✓
1.36	A	✓
1.37	D	✓
1.38	B	✓
1.39	C	✓
1.40	A	✓
1.41	D	✓
1.42	B	✓
1.43	D	✓
1.44	C	✓
1.45	B	✓
1.46	D	✓
1.47	A	✓
1.48	D	✓
1.49	A	✓
1.50	A	✓
1.51	C	✓

No.	Letter	
1.52	B	✓
1.53	B	✓
1.54	D	✓
1.55	C	✓
1.56	B	✓
1.57	A	✓
1.58	C	✓
1.59	D	✓
1.60	A	✓
1.61	B	✓
1.62	D	✓
1.63	B	✓
1.64	A	✓

[64]

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SECTION B

Question 2

- *There are no half marks.*

<table>
<tr><th>No.</th><th>Expected answer</th><th>Clarification</th><th>Mark</th></tr>
<tr><td>2.1</td><td>
<table>
<tr><td>weaknesses</td><td>opportunities</td></tr>
<tr><td>• Insufficient capital✓
• No experience✓</td><td>• Demand for bread and cakes/ Demand for confectionary product✓
• No competition✓</td></tr>
</table>
</td><td>Accept any other correct answer</td><td>(4)</td></tr>
<tr><td>2.2</td><td>
<table>
<tr><td>Organising</td><td>Controlling</td></tr>
<tr><td>• Organising involves arranging resources✓
• Organising involves allocating tasks✓</td><td>• Controlling involves monitoring work done✓
• Controlling involves evaluating performance✓</td></tr>
</table>
</td><td>Accept any other correct answer</td><td>(4)</td></tr>
<tr><td>2.3</td><td>
<table>
<tr><td>Management Tasks</td><td>Explanation</td></tr>
<tr><td>Planning ✓</td><td>Management decides what should be done✓</td></tr>
<tr><td>Leading✓</td><td>The manager gives orders to the workers on what they should do✓</td></tr>
</table>
</td><td>Accept any other correct answer</td><td>(4)</td></tr>
</table>

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<table>
<tr><th>No.</th><th>Expected answer</th><th>Mark</th></tr>
<tr><td>2.4</td><td>Projected Cash Budget for the 3 months ended 30 May 2023
<table>
<tr><th></th><th>MARCH</th><th>APRIL</th><th>MAY</th></tr>
<tr><td>PROJECTED INCOME</td><td>750 000</td><td>750 000</td><td>825 000</td></tr>
<tr><td>Cash from sales of electrical appliances</td><td>750 000</td><td>750 000</td><td>(c) 825 000✓</td></tr>
<tr><td>LESS PROJECTED EXPENSES</td><td>(35 000)</td><td>(b) (36 000) ✓</td><td>(36 000)</td></tr>
<tr><td>Shop rental</td><td>30 000</td><td>30 000</td><td>(d) 30 000✓</td></tr>
<tr><td>Water and electricity</td><td>5 000</td><td>(a) 6 000✓</td><td>6 000</td></tr>
</table></td><td>(4)</td></tr>
</table>

[16]