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LIMPOPO
PROVINCIAL GOVERNMENT
REPUBLIC OF SOUTH AFRICA

DEPARTMENT OF
EDUCATION

NATIONAL SENIOR CERTIFICATE

GRADE 11

BUSINESS STUDIES
TERM 3 TEST

SEPTEMBER 2025



MARKS: 100

DATE: SEPTEMBER 2025

TIME: 2 Hours

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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 THREE main topics.

   SECTION A: COMPULSORY
   SECTION B: Consists of THREE questions
   Answer any TWO of the **THREE** questions in this section.
   SECTION C: Consists of TWO questions
   Answer any ONE of the four questions 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 in full sentences.

5. Use the mark allocation and nature of each question to determine the length and depth of an answer.

6. Use the table below as a guide for mark and time allocation when answering each question.

SECTION	QUESTION	MARKS	TIME (minutes)
A: Objective-type questions COMPULSORY	**1**	**20**	**20**
B: THREE direct/indirect-type questions	**2**	**20**	**30**
	3	**20**	**30**
CHOICE:	**4**	**20**	**30**
Answer any TWO.			
C: TWO essay-type questions	**5**	**40**	**30**
CHOICE:	**6**	**40**	**30**
Answer any ONE.			
TOTAL		**100**	**80 Minutes**

7. Begin the answer to EACH question on a NEW page, e.g. QUESTION 1 – new page, QUESTION 2 – new page.

8. You may use a non-programmable calculator.

9. Write neatly and legibly.

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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 to 1.1.10) in the ANSWER BOOK, e.g. 1.1.11 B.

1.1.1 Entrepreneurs believe in themselves that they can achieve their goals represent ...

A Perseverance
B Creativity
C Passion
D Confidence

1.1.2 ...is the information about reactions to the performance of a task or product which is used as a basis of improvements.

A Visual aids
B Feedback
C Business information
D Written information

1.1.3 The statement that explains where you see your business in future

A Bank statement
B Timelines
C Vision
D Mission



1.1.4 The bank allows PL Ltd to withdraw more money than what is available in their bank account, is known as...

A Bank loan
B Bank overdraft
C Trade credit
D Grant

1.1.5 It is simple tool that lists all activities that need to be done and the date order in which they will be completed.

A Gantt chart
B Work breakdown structure
C Timelines
D Action plan

(5x2) (10)

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1.2 Choose a description from COLUMN B that matches a term in COLUMN A. Write only the letter (A–J) next to the question number (1.2.1–1.2.5) in the ANSWER BOOK, for example 1.2.6 K.

COLUMN A	COLUMN B
1.2.1 Sustainability	A When business get funding from the government
1.2.2 Business plan	B. Those processes and institutions that produce results to meet the needs of the society while making the best use of resources at their disposal
1.2.3 Grant	C Printed information provided to the audience to accompany presentation
1.3.4 Strategy	D Divides the business plan into smaller project stages and shows exactly what must be done
1.3.5 Business reports	E A formal written document describing the goals of a business and the methods of how to achieve those goals
	F When the business is able to continue without doing damage to the environment and community in which it operates
	G A plan of action designed to achieve a long-term goal
	H Formal written documents outlining factual information to the stakeholders
	I Long term loan from a bank
	J Finding employees from inside the business

(5 x 2) (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 qualities of successful entrepreneur. (4)

2.2 Provide the correct concepts for the following descriptions/statements:

2.2.2 It is classified as unforeseen events that can impact negatively on the business.

2.2.3 It represent the gap in the market where the entrepreneur can make money.

2.2.4 It occurs when one comes up with something new or doing things in a new way (6)

2.3 Read the case study below and answer the questions that follows:

MR X

Mr X is a very successful entrepreneur, with more than ten business outlets under his watch. Mr X believes you must understand the factors that influence the success of your business. Mr X avoids harming the environment. He also prefers naturally friendly staff members who will be happy to chat with customers and not rush them to make a purchase.

2.3.1 Identify **TWO** success factors from the case study. Motivate your answer by quoting from the case study (6)

Use the table below as a guide to answer **QUESTION 2.3.1**

SUCCESS FACTORS	MOTIVATIONS

2.3.2 Advise MR X on strategies that his business can use to remain profitable and sustainable (4)

[20]

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QUESTION 3

3.1 Outline any FOUR components that should be included in the business plan (4)

3.2 Provide the correct concepts for the following descriptions/statements:

3.2.1 A checklist of steps or tasks you need to complete to achieve the goals you have set.

3.2.2 The statement that explains where and how you see your business in future.

3.2.3 It divides the business plan into smaller project stages and shows exactly what must be done. (6)

3.3 Read the following scenario and answer the questions that follows:

MR X CONSTRUCTION
Mr X construction won a tender to build a bridge across the Oliphant's river near Groblersdal.

3.3.1 Discuss ANY THREE project planning steps that Mr X Construction should Follow. (6)

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3.3.2 Explain the purpose of business plan. (4)

[20]

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SECTION C

Answer ANY ONE question from this section

QUESTION 5 (BUSINESS ROLE)

New business need additional capital to run their operations successfully. They need to consider certain aspects when initiating a business. They should also be well conversant with various sources of funding. Some businesses do not know factors that influence the choice of funding.

Write an essay on starting a business venture based on an action plan in which you include the following:

- Outline the reasons why business need funding.
- Explain the FOUR aspects that must be considered when initiating a business.
- Discuss the following sources of funding:
  - Bank overdraft
  - Lease and hire purchase
- Advise business on the following factors that influence the choice of funding:
  - The nature of finance
  - Period of finance

(40)

QUESTION 6 (BUSINESS VENTURE)

Many factors must be considered when preparing for a business presentation. Sometimes business information is presented in a written report to stakeholders. An important part of a presentation is the feedback session after the presentations to ensure presenters can improve on their next presentation

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Write an essay on presentation of information in which you include the followings

- Outline the factors that the presenter must consider when preparing a presentation.
- Explain the steps in report writing
- Discuss ways in which the presenter can handle feedback in a non-aggressive and professional manner
- Recommend areas of improvement of a business report to presenters

(40)

TOTAL FOR SECTION C: [40]