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

EXEMPLAR

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.

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

(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]

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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

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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

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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]

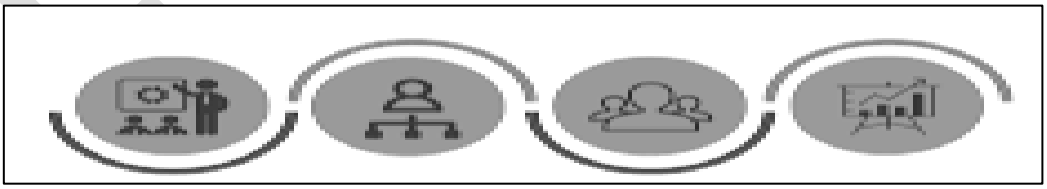
3.1 Explain the following business functions and provide an example from the case study for each. Complete the table on your answer sheet.

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)

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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)

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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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END