

- 1.1.7 The \_\_\_ tasks include planning, organising and control.  
 A purchasing  
 B environmental  
 C consumer  
 D Management
- 1.1.8 Quality in this function ensures that employees have the right knowledge and skills to do their jobs well, and makes sure that all employees understand the goals of the business.  
 A Production function  
 B Financial function  
 C Management function  
 D Human resource function
- 1.1.9 The money that is used to purchase stocks and equipment that will be used in the future is called \_\_\_\_\_.  
 A current capital  
 B working capital  
 C fixed capital  
 D short-term capital
- 1.1.10 The \_\_\_ factors which influence buying behaviour of consumers are the influence groups of family, role and status in the community.  
 A Personal  
 B Psychological  
 C Social  
 D Skills

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

| Samplers       | Media       | Intermediaries       |
|----------------|-------------|----------------------|
| Direct contact | Own capital | Physical environment |

- 1.2.1 \_\_\_ could be money supplied by the owners or profits that the business makes.
- 1.2.2 \_\_\_ are small portions of products given to customers to test the quality.
- 1.2.3 The \_\_\_ of a business are all the businesses and organisations that play a role in distributing and promoting the business.
- 1.2.4 This form of networking has become a very popular form of public relations and involves speaking to someone directly.
- 1.2.5 The \_\_\_ of a business has a large effect on the success of the business because the business needs to operate close to its target market, or use transportation to reach the target market.

5 x 2 [10]  
 TOTAL SECTION A: [30]

SECTION B

Answer any two of the following questions.  
 Note: Clearly indicate the QUESTION NUMBER of each question that you choose. The answer to EACH question must start on a NEW page, for example QUESTION 2 on a NEW page, QUESTION 3 on a NEW page, etc.

QUESTION 2: BUSINESS ENVIRONMENTS

- 2.1 Name three potential windows of opportunity for businesses. (6)
- 2.2 Explain the meaning of competitors. (4)
- 2.3 Read the scenario below and answer the questions that follow:

**TEDDY BRICKWORKS (TBW)**  
 Teddy Brickworks specialise in the manufacturing of bricks. One of their suppliers is sand & stone, which is sometimes out of stock. TBW's employees are regularly absent from work. The business recently obtained a loan from Cash Bank at a high interest rate.

Use the table below as a guide to answer the questions that follow:

| Business environment (1.2.1) | Extent of control (1.2.2) | Example from the scenario (1.2.3) |
|------------------------------|---------------------------|-----------------------------------|
|                              |                           |                                   |
|                              |                           |                                   |
|                              |                           |                                   |

- 2.4 Name the three business environments. (6)
- 2.5.1 State the extent of control the business has over each environment. (3)
- 2.5.2 Provide a quote for each extent from the case study. (2)
- 2.6 Discuss the two major parts of the business's internal environment. (4)
- 2.7 Explain the meaning of the business's external environment. (5)
- 2.8 Discuss the two major parts of the business's external environment. (4)
- 2.9 Justify the importance of the business's external environment. (8)

[40]

QUESTION 3: BUSINESS OPERATION

- 3.1 Name the three levels of management. (3)
- 3.2 Identify the management tasks in each level of management.  
 3.2.1 As a manager, Thando must ensure that the \_\_\_ mechanism to put a plan into action. (2)  
 3.2.2 This task helps managers to outline exactly what the business must do to be successful and achieve its goals. (2)

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**Lingjun Ying**



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