

- 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 raw materials and equipment for production 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 (2.3.1)	Extent of control (2.3.2)	Example from the scenario (2.3.3)

- 2.3.1 Name three business environments. (6)
- 2.3.2 State the extent of control the business has over each environment. (2)
- 2.3.3 Provide a quote for each environment from the case study. (2)
- 2.4 Discuss the two main points of conflict in the unions. (4)
- 2.5 Explain the meaning of the Logistics concept. (5)
- 2.6 Distinguish between management and leadership. (4)
- 2.7 Justify the importance of the informal sector. (8)

[40]

QUESTION 3: BUSINESS OPERATION

- 3.1 Name the three levels of management. (3)
- 3.2 Identify the management tasks in each of the following:
 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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