

1.1 Name the business functions mentioned in the case study.

Motivate your answer with examples from the case study.

Function 1:
Function 2:
Function 3:
Function 4:

12

1.2 "The owner, Becky Jones, believes her board of directors and management are competent enough to grow and lead the business."

Name the **THREE** levels of management and the type of decisions made by each level.

Management Level	Decisions

6

QUESTION 2

ENTREPRENEURSHIP: BUSINESS PLAN

(16 MARKS, 10 MINUTES)

The Unicorn Doughnut is a doughnut shop in the Northern Suburb of Cape Town. The owner, Mrs. Smith, a sweet tooth herself, is very enthusiastic about doughnuts and knows that many people share her love for it. She offers a big variety of flavours, offering 20 different types of doughnuts.

The Unicorn Doughnut rents a small shop in a very popular shopping centre, Tyger Valley, in Cape Town. Mrs. Smith cannot consider a bigger shop at the moment, because the rent in the shopping centre is extremely expensive. The only way for Mrs. Smith to be able to afford a bigger shop, would be for her to increase the selling price of her doughnuts. She does not want to do this, because her prices are currently half of what her competitors in the mall are charging.

The Unicorn Doughnut Shop does very little advertising in the shopping centre. Mrs. Smith believes that online marketing is the only thing that works these days. She does, however, have a pop-up store at a local school on weekends at sports events.

Sales have been on a decline lately, and Mrs. Smith isn't sure how to improve sales.

**REQUIRED:**

Prepare a SWOT analysis by identifying **TWO** of the following:

- strengths
- weaknesses
- opportunities
- threats

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H Kauffman



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