



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

GEC PILOT STUDY PAPER 2 MARKING GUIDELINE 2021 ECONOMIC MANAGEMENT SCIENCES: ENGLISH GRADE 9

SECTION A

- One mark per answer.
- There are no half marks.
- Tick (✓) only the correct answer and underline the incorrect one.

No.	Expected answer	Key (✓)	Rational
1.	A <u>COSATU, ANC, SACP</u>		The learner thinks COSATU, ANC, SACP are parties participating in the bargaining council
	B <u>ANC, SAMWU, SACP</u>		The learner thinks ANC, SAMWU, SACP are parties participating in the bargaining council
	C <u>NAPTOSA, SADTU, NUM</u>	✓	The learner knows the parties in the collective bargaining
	D <u>COSATU, SAMWU, IMATU</u>		The learner thinks COSATU, SAMWU, IMATU are parties participating in the bargaining council
2.	A <u>SADTU, POPCRU, NATU & NEHAWU</u>	✓	Learner knows the trade unions
	B <u>NAPTOSA, FEDUSA, SADTU & SAOU</u>		The learner thinks NAPTOSA, FEDUSA, SADTU & SAOU are trade unions
	C <u>COSATU, NUM, NATU & SATAWU</u>		The learner thinks COSATU, NUM, NATU, & SATAWU are trade unions
	D <u>PEWU, SACTWU, DENOSA & SAOU</u>		The learner thinks PEWU, SACTWU, DENOSA & SAOU are trade unions
3.	A <u>Commission for Clinical Mediation and Arbitration</u>		The learner thinks the acronym is Commission for Clinical Mediation and Arbitration
	B <u>Council of Cultural Mediation and Arbitration</u>		The learner thinks the acronym is Council of Cultural Mediation and Arbitration
	C <u>Council of Conciliation Member and Arbitration</u>		The learner thinks the acronym is Council of Conciliation Member and Arbitration
	D <u>Commission for Conciliation, Mediation and Arbitration</u>	✓	The learner knows the acronym for CCMA
4.	A <u>The process in which economic well-being of citizens is improved</u>		The learner thinks economic growth is the process in which economic well-being of citizens is improved

No.	Expected answer	Key (✓)	Rational
	B <u>The process in which technology changes the world into one market</u>		The learner thinks economic growth is the process in which technology changes the world into one market.
	C <u>The value of goods and services produced by a factor of production</u>		The learner thinks economic growth is the value goods and services produced by a factor of production
	D An increase in the productive capacity of the country	✓	The learner knows economic growth
5.	A <u>It can widen the gap between the employers and the employees</u>		The learner thinks the limitation is the gap between the employers and employees
	B It can be unfair to senior employees and member employees	✓	The learner knows the limitations of bargaining council
	C <u>It takes a long time to negotiate and materialise for the employees</u>		The learner thinks the limitation is the negotiations for employees
	D <u>It can be biased and do not favour the employers or employees</u>		The learner thinks the limitation is to be biased and do not favour employees
6.	A Labour Relations Act	✓	The learner knows the Act
	B <u>Basic Conditions of Employment Act</u>		The learner thinks Basic Conditions of Employment Act prescribes the formation of the bargaining council
	C <u>Employment Equity Act</u>		The learner thinks Employment Equity Act prescribes the formation of the bargaining council
	D <u>Education Employment Act</u>		The learner thinks Education Employment Act prescribes the formation of the bargaining council
7.	A <u>Salaries & wages, arrival time, ventilation</u>		The learner thinks salaries & wages, arrival time and ventilation are negotiated
	B <u>Arrival time, balance of work and family, holidays</u>		The learner thinks arrival time, balance of work and family and holidays are negotiated
	C Salaries & wages, healthy conditions, working hours	✓	The learner knows the working conditions negotiated by bargaining council
	D <u>Welfare, cleanliness, temperature (COVID 19)</u>		The learner thinks welfare, cleanliness and temperature (COVID 19) are negotiated
8.	A <u>40 hours per week</u>		The learner thinks overtime is 40 hours per week
	B <u>47 hours per week</u>		The learner thinks overtime is 47 hours per week
	C 7 hours per week	✓	The learner knows overtime hours per week
	D <u>49 hours per week</u>		The learner thinks overtime is 49 hours per week

No.	Expected answer	Key (✓)	Rational	
9.	A	<u>Bargain for low wages</u>		The learner thinks bargain for low wages is the contribution of trade to job creation
	B	<u>Bargain for reduced working hours</u>		The learner thinks bargain for reduced working hours is the contribution of trade unions to job creation
	C	<u>Bargain for early retirement</u>		The learner thinks bargain for early retirement is the contribution of trade unions to job creation
	D	Bargain for youth employment	✓	The learner knows the contribution of trade unions to job creation
10.	A	<u>By promoting picketing during lunch time</u>		The learner thinks trade unions can contribute by picketing during lunch time
	B	By promoting functional workplace forum	✓	The learner knows that trade unions can contribute by promoting functional working forum
	C	<u>By promoting investment in technology</u>		The learner thinks that trade unions can contribute by promoting investment in technology
	D	<u>By promoting outsourcing of critical skills</u>		The learner thinks trade unions can contribute by promoting outsourcing of critical skills
11.	A	By urging parties to engage in mediation	✓	The learner knows how trade unions can avoid strikes
	B	<u>By urging workers to accept the offer on the table</u>		The learner thinks trade unions can avoid strikes by urging workers to accept the offer on the table
	C	<u>By urging workers to embark on a go-slow</u>		The learner thinks trade unions can avoid strikes by urging workers to embark on a go-slow
	D	<u>By urging employers to offer higher wages</u>		The learner thinks trade unions can avoid strikes by urging employers to offer higher wages
12.	A	<u>It is a process that aims to improve employers' quality of life</u>		The learner thinks it is a process that aims to improve worker's quality of life
	B	It ensures that decisions are taken with the consultation of workers	✓	The learner knows the advantage of bargaining council
	C	<u>It negotiates about the working conditions of employers</u>		The learner thinks it negotiates about the working conditions of employers
	D	<u>It gives workers less chance to have a say in decision making</u>		The learner thinks it gives workers less chance to have a say in decision making
13.	A	<u>Is a forum that give employees a say on how to run a business</u>		The learner thinks collective bargaining is a forum that give employees a say on how to run a business
	B	Is a process used to negotiate working conditions of employees	✓	The learner knows the explanation of collective bargaining

No.	Expected answer	Key (✓)	Rational
	C <u>Is preventing the employees from joining a trade union</u>		The learner thinks it is preventing the employees from joining a trade union
	D <u>Is not protecting employees when they are retrenched at work</u>		The learner thinks it is not protecting employees when they are retrenched at work
14.	A <u>Labour Relations Act</u>		The learner thinks Labour Relations Act protects the right of the staff member
	B Basic Condition of Employment Act	✓	The learner knows the legislation that protects the right of the staff member
	C <u>Employment Equity Act</u>		The learners thinks Employment Equity Act protects the right of the staff member
	D <u>Skills Development Act</u>		The learner thinks the Skills Development Act protects the right of the staff member
15.	A <u>Workers earn more with a work forum</u>		The learner thinks it is an advantage of workplace forum if workers earn more
	B <u>There is no need for a trade union</u>		The learner thinks it is an advantage of a workplace forum if there is no need for a trade union
	C Disputes are efficiently and quickly resolved	✓	The learner knows that when disputes are efficiently and quickly resolved is an advantage of the workplace forum
	D <u>There are no strikes at a workplace</u>		The learner thinks it is an advantage workplace forum if there are no strikes at a workplace
16.	A <u>Labour Relations Act</u>		The learner thinks Labour Relations Act regulates the safety of workers
	B <u>Skills Development Act</u>		The learner thinks Skills Development Act regulates the safety of workers
	C <u>Basic Conditions of Employment Act</u>		The learner thinks Basic Conditions of Employment Act regulates the safety of workers
	D Occupational Health and Safety Act	✓	The learner knows the law that regulates the safety of workers.
17.	A <u>Training members on labour law</u>		The learner thinks trade unions can promote productivity by training members on labour law
	B Providing on the job training for members	✓	The learner knows how trade unions promote productivity in the workplace
	C <u>Recruiting more members for the unions</u>		The learner thinks trade unions can promote productivity by recruiting more members
	D <u>Demanding more employment opportunities</u>		The learner thinks trade unions can promote productivity by demanding more job opportunities
18.	A <u>Crime in the area</u>		The learner thinks crime in the area is the threat faced by Molly Cosmetics
	B <u>Cost of production</u>		The learner thinks cost of production is the threat faced by Molly Cosmetics

No.	Expected answer	Key (✓)	Rational
	C New competition	✓	The learner knows the threat faced by Molly Cosmetics
	D <u>Weather condition</u>		The learner thinks weather condition is the threat faced by Molly Cosmetics
19.	A <u>It is a written document of the business</u>		The learner thinks a business plan is a written document of the business
	B <u>It is an important decision-making document</u>		The learner thinks a business plan is an important decision-making document
	C It is a written document that describes the business goals	✓	The learner knows the business plan
	D <u>It is a written budget plan on how to run the business</u>		The learner thinks a business plan is a written budget plan on how to run the business
20.	A Estimates of what is going to happen based on the status quo.	✓	The learner knows the business projections
	B <u>Calculations of income and expenses in the business</u>		The learner thinks business projections are calculations of expenses in the business
	C <u>The money you receive after you have paid the expenses</u>		The learner thinks projections is the money you receive after you have paid expenses
	D <u>Number of items each worker produces each day in a business</u>		The learner thinks projections are number of items each worker produces each day in business
21.	A <u>Emailing</u>		The learner thinks emailing is the most effective method to identify a potential investor
	B <u>Calling</u>		The learner thinks calling is the most effective method to identify a potential investor
	C <u>Visiting</u>		The learner thinks visiting is the most effective method to identify a potential investor
	D Vetting	✓	The learner knows the most effective method to identify a potential investor
22.	A <u>Good quality of the product</u>		The learner thinks good quality of the product describes the business idea
	B Name of the product or service	✓	The learner knows the description of the business idea
	C <u>High volume of sales</u>		The learner thinks high volume of sales describes the business idea
	D <u>Uniqueness of the product</u>		The learner thinks uniqueness of the product describes the business idea
23.	A <u>Location of the business</u>		The learner thinks the location of the business makes the buyer choose a product

No.	Expected answer	Key (✓)	Rational
	B <u>Packaging of the product</u>		The learner thinks packaging of the product makes the buyer choose the product
	C <u>Demand of the product</u>		The learner thinks demand of the product makes the buyer choose the product
	D Quality of the product	✓	The learner knows that the quality of the product makes the buyer to choose the product
24.	A <u>It shows deficiencies of a competitors' product</u>		The learner thinks a business logo shows deficiencies of a competitors' product
	B It is accurately designed and stylish		The learner thinks a business logo is accurately designed and stylish
	C It is simple, memorable and has a purpose	✓	The learner knows the features of a business logo
	D <u>It shows all goods and services found in the business</u>		Learner thinks a business logo shows all goods and services found in the business
25.	A <u>Raise capital</u>		The learner thinks the role of the General Manager is to raise capital
	B <u>Produce goods</u>		The learner thinks the role of the General Manager is to produce goods
	C Control resources	✓	The learner knows that control of resources is the role of the General Manager
	D <u>Promote events</u>		The learner thinks the role of the General Manager is to promote events
26.	A Adhering to labour laws	✓	The learner knows that adhering to labour laws is the function of human resource
	B <u>Control of resources</u>		The learner thinks the role of human resource is to control of resources
	C <u>Handling customer demand</u>		The learner thinks the role of the human resource is handling customer demand
	D <u>Keeping financial records</u>		The learner thinks the role of the human resource is keeping financial records
27.	A <u>Mitigating risk strategies</u>		The learner thinks mitigating risk strategies are the explanation of human resource
	B Administering staff leaves	✓	The learner knows the explanation of human resource
	C <u>Handling customer demand</u>		The learner thinks handling customer demand explains the role of human resource
	D <u>Keeping financial records</u>		The learner thinks keeping financial records explains the role of human resource
28.	A <u>Promotion</u>		The learner thinks promotion determines the demand of a commodity
	B Price	✓	The learner knows that price determines the demand of a commodity

No.	Expected answer	Key (✓)	Rational
	C <u>Place</u>		The learner thinks place determines the demand of a commodity
	D <u>Product</u>		The learner thinks product determines the demand of the commodity
29.	A <u>Deals with evaluating public opinion</u>		The learner thinks dealing with evaluating public opinion is a role of a production function
	B <u>Dealing with incorrect deliveries</u>		The learner thinks dealing with incorrect deliveries is a role of a production function
	C <u>Deals with building public image</u>		The learner thinks dealing with building public image is a role of a production function
	D Deals with meeting customer demand	✓	The learner knows the role of a production function
30.	A <u>Sole trader</u>		The learner thinks that Sole Trader is the suitable form of ownership for Hazel's business
	B Partnership	✓	The learner knows that partnership is the suitable form of ownership for Hazel's business
	C <u>Close Corporation</u>		The learner thinks Close Corporation is the suitable form of ownership for Hazel's business
	D <u>Public Company</u>		The learner thinks Public Company is the suitable form of ownership for Hazel's business
31.	A <u>Females (age 36 to 59)</u>		The learner thinks females (age 36 to 59) are Papaya's target market
	B <u>Males (age 36 to 59)</u>		The learner thinks males (age 36 to 59) are Papaya's target market
	C Youth (age 16 to 35)	✓	The learner knows the target market of Papaya
	D <u>The elders (age 60 and above)</u>		The learner thinks the elders (age 60 and above) are the Papaya's market
32.	A <u>Costs that vary with production</u>		The learner thinks costs that vary with production are fixed costs
	B <u>Total costs to establish the business</u>		The learner thinks total costs to establish the business are fixed costs
	C Costs that remain constant	✓	The learner knows that fixed costs are costs that remain constant
	D <u>The cost price of the product</u>		The learner thinks cost price of the product is the fixed cost
33.	A <u>Threats are the internal factors that lead a business to success</u>		The learner thinks threats are internal factors that lead a business to success
	B Threats are the internal factors that may affect the business negatively	✓	The learner knows that threats are the internal factors that may affect the business negatively

No.	Expected answer	Key (✓)	Rational
	C	<u>Threats are the external factors that help the business to succeed</u>	The learner thinks threats are the external factors that help the business to succeed
	D	<u>Threats are external factors that may affect the business positively</u>	The learner thinks threats are external factors that may affect the business positively
34.	A	<u>Opportunity</u>	The learner thinks opportunity leads a business to success
	B	<u>Weakness</u>	The learner thinks weakness leads a business to success
	C	Strength	✓ The learner knows that strength leads a business to success
	D	<u>Threat</u>	The learner thinks threat leads a business to success
35.	A	<u>R1 000</u>	The learner thinks amount received for socks sold is R1 000
	B	<u>R1 900</u>	The learner thinks amount received for socks sold is R1 900
	C	R2 700	✓ The learner knows that R2 700 was received for socks sold
	D	<u>R3 000</u>	The learner thinks amount received for socks sold is R3 000
36.	A	<u>The costs that increased with each unit</u>	The learner thinks the costs that increased with each unit are start-up costs
	B	The total costs to establish the business	✓ The learner knows that the total costs to establish the business are start-up costs
	C	<u>The day-to-day operational business costs</u>	The learner thinks day-to-day operational business costs are start-up costs
	D	<u>The costs that do not vary with production</u>	The learner thinks costs that do not vary with production are start-up costs
37.	A	Raw material	✓ The learner knows that raw material is a variable costs.
	B	<u>Rent Expense</u>	The learner thinks rent expense is the variable cost
	C	<u>Insurance premium</u>	Learner thinks insurance is the variable cost
	D	<u>Manager's Salary</u>	The learner thinks manager's salary is the variable cost
38.	A	<u>40</u>	The learner thinks 40 muffins must be produced in order to break even
	B	<u>22</u>	The learners thinks 22 muffins must be produced in order to break even
	C	50	✓ The learner knows that 50 muffins must be produced to break even
	D	<u>14</u>	The learner thinks 14 muffins must be produced in order to break even

No.		Expected answer	Key (✓)	Rational
39.	A	<u>Producing</u>		The learner thinks producing decides on daily activities to be performed by all departments
	B	<u>Publicity</u>		The learners thinks publicity decides on daily activities to be performed by all departments
	C	Planning	✓	The learner knows that planning defines the scenario
	D	<u>Pricing</u>		The learners thinks pricing decides on daily activities to be performed by all departments
40.	A	Administration function	✓	The learner knows that administration function is responsible for record keeping
	B	<u>Marketing function</u>		The learner thinks marketing function is responsible for record keeping
	C	<u>Purchasing function</u>		The learner thinks purchasing function is responsible for record keeping
	D	<u>Public Relations function</u>		The learner thinks public relations is responsible for record keeping
41.	A	<u>Purchasing function</u>		The learner thinks the secretary is responsible for purchasing function
	B	Administration function	✓	The learner knows that administration function is for the secretary
	C	<u>Production function</u>		The learner thinks the secretary is responsible for production function
	D	<u>Human Resource function</u>		The learner thinks the secretary is responsible for human resource function
42.	A	<u>Checking deliveries</u>		The learner thinks checking deliveries describes the scenario
	B	Advertising and promotion	✓	The learner knows that the scenario describes advertising and promotion
	C	<u>Information technology</u>		The learner thinks information technology describes the scenario
	D	<u>Suitable suppliers</u>		The learner thinks suitable suppliers describe the scenario
43.	A	<u>Social responsibility</u>		The learner thinks social responsibility describes the group of consumers
	B	<u>Record keeping</u>		The learner thinks record keeping describes the group of consumers
	C	Target market	✓	The learner knows target market describes the group of consumers
	D	<u>Negative publicity</u>		The learner thinks negative publicity describes the group of consumers
44.	A	<u>Evaluating public</u>		The learner thinks evaluating public uplift the community
	B	<u>Latest technology</u>		The learner thinks latest technology uplift the community

No.	Expected answer	Key (✓)	Rational
	C Social responsibility	✓	The learner knows that social responsibility uplift the community
	D <u>Job description</u>		The learner thinks job description uplift the community
45.	A <u>To evaluate public opinion</u>		The learner thinks TMN conducted survey to evaluate public opinion
	B To evaluate quality and efficiency	✓	The learner knows TMN conducted survey to evaluate quality and efficiency
	C <u>To evaluate production process</u>		The learner thinks TMN conducted survey to evaluate production process
	D <u>To evaluate the latest technology</u>		The learner thinks the survey is conducted to evaluate the latest technology
46.	A <u>To train local staff</u>		The learner thinks SAPPI is engaging to community development to train local staff
	B <u>To train service</u>		The learner thinks SAPPI is engaging to community development to train service
	C <u>To limit financial risk</u>		The learner thinks SAPPI is engaging to community development to limit financial risk
	D To build public image	✓	The learner knows SAPPI is engaging to community development to build public image
47.	A Employee's experience and expertise	✓	The learner knows factors that determine the quality of the product
	B <u>The price of the raw material</u>		The learner thinks the price of the raw material determines the quality of the product
	C <u>Competitor's experience and expertise</u>		The learner thinks competitor's experience and expertise determines the quality of the product
	D <u>The price of substitute products</u>		The learner thinks the price of substitute products determines the quality of the product
48.	A By buying her own premises	✓	Learner knows that profit is increased by buying own premises
	B <u>By investing in advertising</u>		The learner thinks profits increase by investing in advertising
	C <u>By increasing her prices</u>		The learner thinks profits increase by increasing prices
	D <u>By reducing staff</u>		The learner thinks profits increase by reducing staff
49.	A <u>Themba was paying rent every month</u>		The learner thinks the advantage was paying rent every month
	B <u>Themba was obeying the rules of the landlord</u>		The learner thinks the advantage was obeying the rules of the landlord
	C Themba was spending less on rental than buying	✓	The learner knows that Themba was spending less on rental than buying which is an advantage

No.	Expected answer	Key (✓)	Rational
	D <u>Themba was not owning any property.</u>		The learner thinks the advantage was not owning any property
50.	A <u>The internal factors that lead a business to success</u>	✓	The learner knows the strength of the business
	B <u>The internal factors that may affect the business negatively</u>		The learner thinks internal factors that may affect the business negatively is the strength
	C <u>The external factors that help the business to succeed</u>		The learner thinks external factors that help the business to succeed is the strength
	D <u>The external factors that may affect the business negatively</u>		The learner thinks external factors that may affect the business negatively is the strength
51.	A <u>Public Relations function</u>		The learner thinks public relations functions deals with deliveries
	B <u>Administration function</u>		The learner thinks administration function deals with deliveries
	C <u>Marketing function</u>		The learner thinks marketing function deals with deliveries
	D <u>Purchasing function</u>	✓	The learner knows purchasing function deals with deliveries
52.	A <u>100 workers, apply to SAMU, no committee elected by workers</u>		The learner thinks 100 workers, apply to SAMU, no committee elected by workers are the processes followed in the formation of workplace forum
	B <u>100 workers, apply to CCMA, committee elected by workers</u>	✓	The learner knows the processes followed in the formation of workplace forum
	C <u>100 workers, apply to SADTU, committee elected by workers</u>		The learner thinks 100 workers, apply to SADTU, committee elected by workers are the processes followed in the formation of workplace forum
	D <u>100 workers, apply to COSATU, no committee elected by workers</u>		The learner thinks 100 workers, apply to COSATU, no committee elected by workers are the processes followed in the formation of workplace forum
53.	A <u>Paying staff</u>		The learner thinks paying staff involves administration
	B <u>Chairing meetings</u>		The learner thinks chairing meetings involves administration
	C <u>Supervising staff</u>		The learner thinks supervising staff involves administration
	D <u>Organising meetings</u>	✓	The learner knows organising meetings involves administration
54.	A <u>Producing</u>		The learner thinks producing refers to the awareness of a product from the source to the community via media
	B <u>Publicity</u>	✓	The learner knows publicity refers to the awareness of the product from the source to the community via media refers

No.	Expected answer	Key (✓)	Rational
	C <u>Pricing</u>		The learner thinks pricing refers to the awareness of the product from the source to the community via media
	D <u>Purchasing</u>		The learner thinks purchasing refers to the awareness of the product from the source to the community via media
55.	A The employer pays the salaries of employees at the end of the month	✓	The learner knows the employer pays salaries of employees at the end of the month
	B <u>The employer withholds the salaries of employee on sick leave</u>		The learner thinks the employer withholds the salaries of employee on sick leave
	C <u>The employer deducts the salaries of employees without agreement</u>		The learner thinks the employer deducts the salaries of employees without agreement
	D <u>The employer pays the employees a week after the month end</u>		The learner thinks the employer pays the employees a week after the month end
56.	A <u>The stock sold is less than the demand of fruit and vegetables</u>		The learner thinks the strength is when the stock sold is less than the demand of fruit and vegetables
	B The manager is well equipped with business skills for vegetables	✓	The learner knows the strength in business
	C <u>There is no parking area for the customers buying vegetables</u>		The learner thinks the strength is when there is no parking area for the customers buying vegetables
	D <u>The business is informal and has no trading license for vegetables</u>		The learner thinks the strength is when the business is informal and has no trading license for vegetables
57.	A <u>Close some of its stores</u>		The learner thinks Engine petrol station would close some of its stores
	B <u>Retrench some of its staff members</u>		The learner thinks Engine petrol station would retrench some of its staff members
	C <u>Drop prices of its products</u>		The learner thinks Engine petrol station would drop prices of its products
	D Invest in massive marketing	✓	The learner knows how to react to the new entrant, Investing in massive marketing
58.	A Review the pricing policy	✓	The learner knows how to respond to the situation, Reviewing the pricing policy
	B <u>Change their suppliers</u>		The learner thinks the management may change their suppliers
	C <u>Reduce the size of staff</u>		The learner thinks the management may reduce the size of staff
	D <u>Open another branch</u>		The learner thinks the management may open another branch
59.	A <u>Lindy (Pty) Ltd will sell more containers in 6 months' time</u>		The learner thinks Lindy (Pty) Ltd will sell more containers in 6 months' time.

No.	Expected answer	Key (✓)	Rational
	B Lindy (Pty) Ltd will sell fewer containers in 6 months' time	✓	The learner knows that Lindy (Pty) Ltd will sell fewer containers in 6 months' time
	C <u>Lindy (Pty) Ltd will lose workers to France in 6 months' time</u>		The learner thinks Lindy (Pty) Ltd will lose workers to France in 6 months' time
	D <u>Lindy (Pty) Ltd will sell containers to other countries in 6 months' time</u>		The learner thinks Lindy (Pty) Ltd will sell containers to other countries in 6 months' time
60.	A <u>Discontinue its product line</u>		The learner thinks that KhuluTiles (Pty) Ltd should discontinue its product line
	B Find an alternative supplier	✓	The learner knows that KhuluTiles (Pty) Ltd should find an alternative supplier
	C <u>Relocate to another area</u>		The learner thinks that KhuluTiles (Pty) Ltd should relocate to another area
	D <u>Close the company</u>		The learner thinks that KhuluTiles (Pty) Ltd should close the company
			Section A total: 60

SECTION B

- Do not penalise the learner for the same mistake twice.
- There are no half marks.
- Underline errors committed by learners do not place a cross (X).

No.	Expected answer	Rational/Clarification	Mark
61.	A. Television/radio ✓ B. Billboards/pamphlets/local newspaper ✓ C. Local newspaper/pamphlets ✓ D. Social media (Instagram/Facebook/Twitter etc.) ✓ E. Social media/websites ✓	1 mark per advertising media per row	5
62.	<u>Advertising</u> • provides correct information ✓ for the post ✓ <u>Recruitment Agency</u> • ensures that the work place ✓ is healthy ✓ <u>Interviews</u> • select the best candidate ✓ for the post ✓	2 marks per activity (1 mark per key words)	6
63.	experienced manager ✓ in existence for 3 years ✓	2 marks for the strength (1 mark per point)	4
	Lack of funds ✓ for expansion ✓	2 marks for the weakness (1 mark per key words)	
Section B total: 15			