



**basic education**  
Department:  
Basic Education  
REPUBLIC OF SOUTH AFRICA

Marks obtained	
Section A	
Section B	
Total	

**NATIONAL ASSESSMENT**  
**GENERAL EDUCATION CERTIFICATE (GEC)**  
**2021**

<b>PILOT STUDY</b>	<b>ECONOMIC AND MANAGEMENT SCIENCES: 75 Marks</b>									
<b>GRADE 9</b>	Learner Name _____									
<b>Paper 2</b>	School Name _____									
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		Years								
<b>English</b>	<i>To be completed by Test Administrator</i>									
<b>DATE OF COMPLETION</b>										

This test consists of 22 pages, excluding the cover page.

### Instructions to the learner

1. Read all the instructions and questions carefully.
2. The teacher will help you through the practice exercises before you start writing the test.
3. Circle the letter of the correct answer.
4. Question 2 demonstrates how to make a correction if you change your answer.
5. Answer all questions.
6. The use of non-programmable calculator is permitted.
7. The duration of this test is 90 minutes.

### Practice exercises

Circle the letter of the correct answer from number 1 to 2.

1. How many months of paid maternity leave are permitted in South Africa?

- A 12 months
- B 6 months
- C 4 months
- D 3 months

You have answered correctly if you have circled the letter C.

2. Which one of the following describes the concept political economy?

- A The relationship between government and business
- ~~B The relationship between the population and government~~
- C The interaction between education and economy
- D The interaction between politics and economy

If you made a mistake by circling B, draw a line through the letter B and the answer. Then circle the correct letter D.

What is the **main** language spoken at your home?

Tick (✓) next to the applicable language.

Afrikaans	<input type="checkbox"/>	Sesotho	<input type="checkbox"/>
English	<input type="checkbox"/>	Setswana	<input type="checkbox"/>
IsiNdebele	<input type="checkbox"/>	Siswati	<input type="checkbox"/>
IsiXhosa	<input type="checkbox"/>	Tshivenda	<input type="checkbox"/>
IsiZulu	<input type="checkbox"/>	Xitsonga	<input type="checkbox"/>
Sepedi	<input type="checkbox"/>	Other	<input type="checkbox"/>

**The test starts on the next page.**



**Do not turn the page until you are told to do so.**

## SECTION A

Circle the letter of the correct answer from question 1 – 60.

1. Which one of the options are parties in the Collective Bargaining Council?
  - A COSATU, ANC, SACP
  - B ANC, SAMWU, SACP
  - C NAPTOSA, SADTU, NUM
  - D COSATU, SAMWU, IMATU (1)
  
2. Which are examples of trade unions?
  - A SADTU, POPCRU, NATU & NEHAWU
  - B NAPTOSA, FEDUSA, SADTU & SAOU
  - C COSATU, NUM, NATU & SATAWU
  - D PEWU, SACTWU, DENOSA & SAOU (1)
  
3. What does the acronym CCMA stand for?
  - A Commission for Clinical Mediation and Arbitration
  - B Council of Cultural Mediation and Arbitration
  - C Council of Conciliation Member and Arbitration
  - D Commission for Conciliation, Mediation and Arbitration (1)
  
4. Which term defines the economic growth?
  - A The process in which economic well-being of citizens is improved
  - B The process in which technology changes the world into one market.
  - C The value of goods and services produced by a factor of production
  - D An increase in the productive capacity of the country (1)

Busy Bee is a Trading Company which has employed ten cashiers. Out of its 10 cashiers, 5 have 6 years working experience, 3 have 3 years and 2 are new. The challenge is that they are getting the same benefits.

5. Which limitation of collective bargaining council describes the scenario above?
- A It can widen the gap between the employers and the employees
  - B It can be unfair to senior employees and member employees
  - C It takes a long time to negotiate and materialise for the employees
  - D It can be biased and do not favour the employers or employees (1)
6. Which Act prescribe the formation of the bargaining council?
- A Labour Relations Act
  - B Basic Conditions of Employment Act
  - C Employment Equity Act
  - D Education Employment Act (1)
7. Which working conditions are negotiated by the Collective Bargaining Council?
- A Salaries & wages, arrival time, ventilation
  - B Arrival time, balance of work and family, holidays
  - C Salaries & wages, healthy conditions, working hours
  - D Welfare, cleanliness, temperature (COVID 19) (1)
- Sipho worked 47 hours per week.
8. How many hours of overtime did Sipho work?
- A 40 hours per week
  - B 47 hours per week
  - C 7 hours per week
  - D 49 hours per week (1)

9. What is the contribution of trade unions to job creation in South Africa?
- A Bargain for low wages
  - B Bargain for reduced working hours
  - C Bargain for early retirement
  - D Bargain for youth employment (1)

10. How can trade unions contribute to labour peace in the workplace?
- A By promoting picketing during lunch time
  - B By promoting functional workplace forum
  - C By promoting investment in technology
  - D By promoting outsourcing of critical skills (1)

Trade unions have an important role in job creation and promotion of quality job for sustainable development.

11. How can trade unions avoid strikes?
- A By urging parties to engage in mediation
  - B By urging workers to accept the offer on the table
  - C By urging workers to embark on a go-slow
  - D By urging employers to offer higher wages (1)

12. Which option describes an advantage of collective bargaining?
- A It is a process that aims to improve employers' quality of life
  - B It ensures that decisions are taken with the consultation of workers
  - C It negotiates about the working conditions of employers
  - D It gives workers less chance to have a say in decision making (1)

13. Which option explains collective bargaining?
- A 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
  - C Is preventing the employees from joining a trade union
  - D Is not protecting employees when they are retrenched at work (1)

14. Which legislation protects the right of the staff member?
- A Labour Relations Act
  - B Basic Condition of Employment Act
  - C Employment Equity Act
  - D Skills Development Act (1)

15. Which is an advantage of having a workplace forum?
- A Workers earn more with a work forum
  - B There is no need for a trade union
  - C Disputes are efficiently and quickly resolved
  - D There are no strikes at a workplace (1)

Safety of workers in the workplace is of importance in South Africa, such that it is regulated by act of parliament.

16. Which law regulates the safety of workers in the workplace?
- A Labour Relations Act
  - B Skills Development Act
  - C Basic Conditions of Employment Act
  - D Occupational Health and Safety Act (1)

South Africa is characterised as one of the emerging economies with low labour productivity.

17. How can trade unions promote productivity in the workplace?
- A Training members on labour law
  - B Providing on the job training for members
  - C Recruiting more members for the unions
  - D Demanding more employment opportunities (1)

Molly Cosmetics shop in Erlich Park. Everybody around knows the company because it has been the only cosmetic shop. Two new shops rendering the same service are opened nearby.

18. What kind of threat is Molly Cosmetics faced with?
- A Crime in the area
  - B Cost of production
  - C New competition
  - D Weather condition (1)

19. What is a business plan?
- A It is a written document of the business
  - B It is an important decision-making document
  - C It is a written document that describes the business goals
  - D It is a written budget plan on how to run the business (1)

20. What are business projections?
- A Estimates of what is going to happen based on the status quo.
  - B Calculations of income and expenses in the business
  - C The money you receive after you have paid the expenses
  - D Number of items each worker produces each day in a business (1)



When approaching an investor, the owner needs to consider the merits of the business and whether the project would be right for the investor's portfolio.

21. What is the most effective method that can be used to identify the potential investor?
- A Emailing
  - B Calling
  - C Visiting
  - D Vetting
- (1)
22. Which option best describes a business idea?
- A Good quality of the product
  - B Name of the product or service
  - C High volume of sales
  - D Uniqueness of the product
- (1)
23. Why would a buyer choose a product?
- A Location of the business
  - B Packaging of the product
  - C Demand of the product
  - D Quality of the product
- (1)
24. What are the features of an appropriate business logo?
- A It shows deficiencies of a competitors' product
  - B It is accurately designed and stylish
  - C It is simple, memorable and has a purpose
  - D It shows all goods and services found in the business
- (1)

25. Which of the following option is the role of the General Manager?
- A Raise capital
  - B Produce goods
  - C Control resources
  - D Promote events
- (1)

26. Which one is a function of human resource?
- A Adhering to labour laws
  - B Control of resources
  - C Handling customer demand
  - D Keeping financial records
- (1)

Human Resource manages all administrative aspects and workers' compensation claims to include tracking hours used, to ensure that payment for employees is accurate.

27. Which of the options best explains the role of human resource?
- A Mitigating risk strategies
  - B Administering staff leaves
  - C Handling customer demand
  - D Keeping financial records
- (1)

28. What determines the demand of a commodity?
- A Promotion
  - B Price
  - C Place
  - D Product
- (1)

The Production function shows the relationship between the number of inputs and the number of outputs generated within the period.

29. Which one is the role of the production function?

- A Deals with evaluating public opinion
- B Dealing with incorrect deliveries
- C Deals with building public image
- D Deals with meeting customer demand (1)

Hazel wants to start a business of printing. She does not have enough money to hire a qualified manager.

30. What is the suitable form of ownership for Hazel's business?

- A Sole trader
- B Partnership
- C Close Corporation
- D Public Company (1)

Papaya a Grade 9 girl opened a Facebook page to embark on social media marketing.

31. Which age group will Papaya's target market be?

- A Females (age 36 to 59)
- B Males (age 36 to 59)
- C Youth (age 16 to 35)
- D The elders (age 60 and above) (1)

32. What defines the concept fixed costs?
- A Costs that vary with production
  - B Total costs to establish the business
  - C Costs that remain constant
  - D The cost price of the product
- (1)

33. What are the threats in a business?
- A Threats are the internal factors that lead a business to success
  - B Threats are the internal factors that may affect the business negatively
  - C Threats are the external factors that help the business to succeed
  - D Threats are external factors that may affect the business positively
- (1)

34. Which concept can be identified as the internal factor that may lead a business to success?
- A Opportunity
  - B Weakness
  - C Strength
  - D Threat
- (1)

Tiny-T Kids Manufacturers produces 1 000 socks at the cost of R2 000. They added R1 profit on each item. They sold 900 socks.

35. How much did Tiny-T Kids Manufacturers receive for the socks sold?
- A R1 000
  - B R1 900
  - C R2 700
  - D R3 000
- (1)

36. What defines the concept start-up costs?
- A The costs that increased with each unit
  - B The total costs to establish the business
  - C The day-to-day operational business costs
  - D The costs that do not vary with production
- (1)

37. Which is an example of the variable costs?
- A Raw material
  - B Rent Expense
  - C Insurance premium
  - D Manager's Salary
- (1)

Mr Muffins started selling homemade muffins. He has the following costs:

Variable costs: R5 per muffin

Fixed costs: R200 per month

Selling price: R9 per muffin

38. How many muffins must be produced in order to break even?
- A 40
  - B 22
  - C 50
  - D 14
- (1)

Administration function decides on daily activities to be performed by all the departments in the business.

39. Which option best defines the above scenario?
- A Producing
  - B Publicity
  - C Planning
  - D Pricing
- (1)
40. Which business function is responsible for accurate record keeping?
- A Administration function
  - B Marketing function
  - C Purchasing function
  - D Public Relations function
- (1)
41. Which function is the secretary responsible for in a business?
- A Purchasing function
  - B Administration function
  - C Production function
  - D Human Resource function
- (1)



Ramafole Primary school learners display their product on Entrepreneur's Day.

42. Which option best describe the scenario above?

- A Checking deliveries
- B Advertising and promotion
- C Information technology
- D Suitable suppliers

(1)



43. Which option describes the group of consumers that a business wants to sell its goods or services to?

- A Social responsibility
- B Record keeping
- C Target market
- D Negative publicity

(1)

FNB offers bursaries for talented youth to pursue their studies of Financial Literacy to uplift communities.

44. Which option is relating to the above scenario?

- A Evaluating public
- B Latest technology
- C Social responsibility
- D Job description

(1)

TMN conducts a telephonic survey on customer satisfaction.

45. Why is TMN conducting a survey?

- A To evaluate public opinion
- B To evaluate quality and efficiency
- C To evaluate production process
- D To evaluate the latest technology

(1)

SAPPI, a company that specialises in paper production, builds a clinic for Amahlongwa community.

46. Why is SAPPI engaging in community development?

- A To train local staff
- B To train service
- C To limit financial risk
- D To build public image

(1)



XYZ Limited has got a highly skilled and qualified staff.

47. Which factors determines the quality of the product?

- A Employee's experience and expertise
- B The price of the raw material
- C Competitor's experience and expertise
- D The price of substitute products

(1)

Londy was renting a business premises in Sandton for a year and realised that she is not making enough profit.

48. How can she increase her profit?

- A By buying her own premises
- B By investing in advertising
- C By increasing her prices
- D By reducing staff

(1)

Themba is renting business premises for the past five years at the cost of R36 000. He is offered to buy the same business premises for R1 000 000.

49. What was the advantage of Themba renting the business premises?

- A Themba was paying rent every month
- B Themba was obeying the rules of the landlord
- C Themba was spending less on rental than buying
- D Themba was not owning any property.

(1)

50. Which one is the strength of a business?
- A The internal factors that lead a business to success
  - B The internal factors that may affect the business negatively
  - C The external factors that help the business to succeed
  - D The external factors that may affect the business negatively (1)

The customer bought building material from SABC Hardware Stores and it was delivered to a wrong address.

51. Which business function deals with the matter above?
- A Public Relations function
  - B Administration function
  - C Marketing function
  - D Purchasing function (1)

52. Which processes are followed in the formation of workplace forum?
- A 100 workers, apply to SAMU, no committee elected by workers
  - B 100 workers, apply to CCMA, committee elected by workers
  - C 100 workers, apply to SADTU, committee elected by workers
  - D 100 workers, apply to COSATU, no committee elected by workers (1)

53. Which one of the activities involve administration?
- A Paying staff
  - B Chairing meetings
  - C Supervising staff
  - D Organising meetings (1)

Awareness of a product refers to the movement of information from the source to the general community via the media.

54. Which one refers to the above scenario?

- A Producing
- B Publicity
- C Pricing
- D Purchasing

(1)

Workers are employed under the Basic Conditions of Employment Act. The employer is not permitted to withhold the remuneration.

55. Which option is referring to the discussion above?

- A The employer pays the salaries of employees at the end of the month
- B The employer withholds the salaries of employee on sick leave
- C The employer deducts the salaries of employees without agreement
- D The employer pays the employees a week after the month end.

(1)

Ngumbela Fruit & Veg Market takes the cashiers and sales personnel for training every year.

56. Which of the following options is classified as strength in the business?

- A The stock sold is less than the demand of fruit and vegetables
- B The manager is well equipped with business skills for vegetables
- C There is no parking area for the customers buying vegetables
- D The business is informal and has no trading license for vegetables

(1)

Nhlali is a franchisee for Engine petrol station for the past 5 years, suddenly a Shell petrol station opened in his area.

57. How would Engine petrol station react to the new entrant in the market?
- A Close some of its stores
  - B Retrench some of its staff members
  - C Drop prices of its products
  - D Invest in massive marketing
- (1)

The Audit at Marok reveals that since the July 2021 looting in KwaZulu-Natal, there was a sharp increase in sales volume. There was no increase in profits.

58. How should the management of Marok respond to the above situation?
- A Review the pricing policy
  - B Change their suppliers
  - C Reduce the size of staff
  - D Open another branch
- (1)

Lindy (Pty) Ltd in South Africa produces containers for exports. In 6 months, a company producing similar containers will be opened in France.

59. What is the threat facing Lindy (Pty) Ltd?
- A Lindy (Pty) Ltd will sell more containers in 6 months' time.
  - B Lindy (Pty) Ltd will sell fewer containers in 6 months' time.
  - C Lindy (Pty) Ltd will lose workers to France in 6 months' time
  - D Lindy (Pty) Ltd will sell containers to other countries in 6 months' time
- (1)

Khulu Tiles (Pty) Ltd manufactures SABS approved roof tiles. However, they are facing a shortage of raw material in the area.

60. What should Khulu Tiles (Pty) Ltd do about the above situation?

- A Discontinue its product line
- B Find an alternative supplier
- C Relocate to another area
- D Close the company

(1)

**[60]**

EXEMPLAR

## SECTION B

Answer all the questions to the best of your ability on the spaces provided.

- A. New Cellphone company in South Africa produces state of the art mobile handsets that are guaranteed to last for 36 months.
- B. Eyombuso investment provides tasty chicken and spices in KwaZulu-Natal.
- C. People in the township do not have time to cook during the week. Thokozile took advantage of the situation and opened Thoko's Kitchen.
- D. Influencers are paid a fortune in South Africa.
- E. University offers new online courses in Coding and Robotics.

61. Read the five newspaper articles above and identify appropriate advertising media for each business mentioned. (5)

Article	Appropriate media
A.	
B.	
C.	
D.	
E.	

Human Resource function is responsible for the appointment of the suitable people in the business. There are different sub-sections within the section that are responsible for the appointment of people.

62. Distinguish amongst the following activities found in human resource function: (6)

Advertising	Recruitment Agency	Interviews

**Executive Summary**

Echelons is multi-million- rand property company which has been in existence for the past 3 years, with an experienced CEO in property management.

Echelons is looking for a R10 Million loan to fund its expansion into affordable accommodation for private individuals.

63. Read the above passage and craft one strength and one weakness for the business. (4)

Strength	Weakness

[15]

**END OF TEST**

EXEMPLAR