



EXAMINATIONS COUNCIL OF ESWATINI

Junior Certificate Examination

CANDIDATE NAME

CENTRE NUMBER

CANDIDATE NUMBER

BUSINESS STUDIES

521/01

Paper 1

October/November 2021

SPECIMEN

1 hour 15 minutes

READ THESE INSTRUCTIONS FIRST

1. Write your name, Centre number and candidate number on the spaces provided.
2. Answer all questions.
3. Write your answers using a dark blue or black pen in the spaces provided.
4. Marks are given in [] at the end of each question or part question.
5. Special attention must be paid to legibility and neatness.
6. Name(s) of businesses/persons used in this paper are fictitious.

For Examiner's use only	
1.	
2.	
3.	
4.	
TOTAL	

This question paper consists of **13** printed pages and **3** blank page

QUESTION 1

Different people want different goods and services. Wants may be classified as material and non-material.

- (a) State any **two** examples of material and **two** examples of non-material wants.

Material wants

Example 1

Example 2

Non-material wants

Example 1

Example 2 [4]

- (b) Explain the meaning of the term 'needs' and give **one** example.

Needs

.....

Example [3]

Themba is a carpenter and uses his double garage as a workshop for operating the business. His business produces a variety of furniture and sells it to customers who are near and far. He currently uses a lot of labour for the production of the furniture. He is considering changing to capital intensive production.

- (c) Explain **two** aims of the carpentry business.

Aim 1

Explanation

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Aim 2

Explanation

..... [4]

(d) Explain the **two** stages of production that the carpentry business is in.

Stage 1

Explanation

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Stage 2

Explanation

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..... [6]

QUESTION 2

In the past barter trade was used as a medium of exchange. Nowadays, money is used in exchange for goods and services.

(a) State **four** characteristics of money.

Characteristic 1

Characteristic 2

Characteristic 3

Characteristic 4 [4]

(b) Explain why money is said to be 'legal tender'. Make an example with regards to ESwatini.

Explanation

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Example [3]

(c) Explain the meaning of the following functions of money: **measure of value** and **money as a store of value**.

Measure of value

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Money as a store of value

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..... [4]

(d) Explain **two** differences between a Central Bank and commercial banks.

Difference 1

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Difference 2

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..... [6]

- (e) Barter trade was commonly used in the past as a means of exchange.
Do you think this was a good system of exchange? Support your answer.

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[Total marks: 25]

QUESTION 3

Most businesses use cheques as a means of payment for their day to day activities.

(a) Identify **four** items that can be found in a cheque.

Item 1

Item 2

Item 3

Item 4 [4]

(b) Show by means of a diagram a Restrictive Special Crossing.

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..... [3]

(c) Define the following terms and give an example of payments that can be made using each.

Direct debit

Explanation

.....

Example

Standing order

Explanation

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Example [4]

Sito has just enrolled with a Medical University in Russia. He has been asked by the University to pay for his education through internet banking.

(d) Explain **two** benefits to Sito of using internet banking.

Benefit 1

Explanation

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Benefit 2

Explanation

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..... [6]

QUESTION 4

Bhaliwe is a shoemaker, she makes traditional sandals and shoes. Over the years, her products have been selling well but of late she is finding it difficult to get a market for her products.

(a) Name the **four** components of a marketing mix.

Component 1

Component 2

Component 3

Component 4 [4]

(b) Use a flow diagram to show the most commonly used distribution channel for shoes.

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..... [3]

(c) Explain **two** sources of secondary data that can be used by Bhaliwe to source information on how she can make her products known to the public.

Source 1

Explanation

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Source 2

Explanation

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..... [4]

Bhaliwe wants to explore a market in Town B. She has been advised to conduct a primary research.

- (d) Analyse interviews and questionnaires as methods of primary research that Bhaliwe could use.

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Bhaliwe enjoys running the business alone.

- (e) Consider **one** advantage and **one** disadvantage of a sole trader. Would you recommend for Bhaliwe to remain a sole trader? Justify your answer.

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[Total marks: 25]

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