



EXAMINATIONS COUNCIL OF ESWATINI

Junior Certificate Examination

CANDIDATE NAME

CENTRE NUMBER

CANDIDATE NUMBER

BUSINESS STUDIES

521/02

Paper 2

October/November 2021

SPECIMEN

1 hour 45 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 pages.

PnP Dressmakers Enterprise

Phetsa and Phetsi are twin girls with a passion for sewing and fashion. They have just completed high school. The twins obtained good passes but failed to secure a government scholarship for their university studies. This however did not make them lose hope and direction. They decided to start a partnership business of dressmaking as they felt it would be easier for them to run it than a private limited company.

Having studied Economics, Accounting, Business Studies and Fashion and Fabrics in school, they were confident that their business will do well. The two come from a background where their mother was a simple dressmaker and would make and fix clothes for the local community. Their mother ensured that the twins develop sewing skills at a tender age. Phetsa and Phetsi decided to conduct a research to find out the needs of the community. They looked for different segments within the market. They discovered that the local schools were struggling to get tunics and shirts suppliers and that the local women travel long distances to buy simple clothes for the members of their families.

After operating for two months, the business experienced a high demand for the products. This meant that the partners had to organise more finance for the business and there was a need to increase the workers from 10 to 20 and for them to work overtime. Production uses specialisation and division of labour and each worker is paid according to the piece rate. The workers find it important to join a trade union thus joined one called GWTU.

The partners want to employ a manager to run the business. They want someone who will help increase the output in the business so that demand is met. The partners have researched on the effectiveness of the autocratic and democratic leadership styles, using two dressmaking businesses in the region. Business A uses the democratic style while Business B uses the autocratic style.

Appendix A

Below are output levels and returns of faulty products per week for Business A and Business B. The businesses use different leadership styles.

	Business A (Democratic)	Business B (Autocratic)
Output per week	750 units	800 units
Faulty products (returned) per week	5 units	50 units

QUESTION 1

The twins found the partnership business to be the most suitable for them.

(a) State **three** contents of a partnership deed.

- Content 1
- Content 2
- Content 3 [3]

(b) Explain **two** advantages of a partnership business to the twins.

- Advantage 1
- Explanation
-
-
- Advantage 2
- Explanation
- [4]

Phetsa and Phetsi found the private limited company difficult to start.

(c) Analyse the **two** documents that Phetsa and Phetsi would have drafted and submitted if they formed a private limited company.

- Document 1
- Explanation
-
-
-
- Document 2
- Explanation
-
-
- [8]

QUESTION 2

Phetsa and Phetsi found it important to conduct a market research before they start operating.

(a) Name **three** factors that should be considered when segmenting the market.

Factor 1

Factor 2

Factor 3 [3]

(b) Explain **two** objectives of marketing to the partnership business.

Objective 1

Explanation

.....

.....

Objective 2

Explanation

.....

..... [4]

The partnership opted for conducting a research but they could have operated without conducting one.

- (c) Explain the **two** approaches to marketing and their importance to a business such as PnP Dressmakers Enterprise.

Approach 1

Explanation

.....

.....

.....

Approach 2

Explanation

.....

.....

..... [8]

QUESTION 3

The partners have decided to employ a manager who will be responsible for the operations of the business.

(a) Identify **three** qualities the manager should have.

Quality 1

Quality 2

Quality 3 **[3]**

(b) Explain **two** functions of management to PnP Dressmaking.

Function 1

Explanation

.....

.....

Function 2

Explanation

.....

..... **[4]**

The partners find it important for workers to remain motivated.

- (c) The partners are considering to review the system of paying the workers. Analyse the **two** methods of paying wages and how they motivate workers.

System 1

Explanation

.....

.....

.....

System 2

Explanation

.....

.....

.....

[8]

QUESTION 4

The dressmaking enterprise experienced a rise in the demand for the products which also necessitated a need for finance.

(a) State **three** types of demand.

- Type 1
- Type 2
- Type 3 [3]

(b) Explain **two** factors that may have led to the rise in the demand for the dressmaking products.

- Factor 1
- Explanation
-
-
- Factor 2
- Explanation
-
- [4]

(c) Explain the **two** sources of finance the partners should consider, give an example of each.

Source 1

Explanation

.....

.....

Example

Source 2

Explanation

.....

.....

Example [8]

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