



EXAMINATIONS COUNCIL OF ESWATINI
Eswatini Prevocational Certificate of Secondary Education

CANDIDATE
NAME

--

CENTRE
NUMBER

--	--	--	--	--

CANDIDATE
NUMBER

--	--	--	--

ENTREPRENEURSHIP

5923/02

Paper 2

October/November 2023

2 hours

Answer on the Question Paper.
No additional materials required.

READ THESE INSTRUCTIONS FIRST

Write your Centre number, candidate number and name on the spaces provided.
Write in blue or black pen.
Do **not** use staples, paper clips, highlighters, glue or correction fluid.

This paper consists of two sections (Section A and B): **Section A** will consist of short constructed responses worth 40 marks. **Section B** will consist of extended constructed responses worth 60 marks.

Answer questions **all** questions.

You may use a **calculator**.

The businesses described in this question paper are entirely fictitious.

At the end of the examination, fasten all your work securely together.

The number of marks is given in brackets [] at the end of each question or part question.

For Examiner's Use	
1	
2	
3	
4	
5	
Total	

This document consists of **12** printed pages.

FARM SHOP ENTERPRISE

Introduction

Vusani grew up in a rural area looking after his father's cattle. He was taught traditional values at an early age by his father. The father also taught him to be a strong man and believe in his ideas. After the death of his father, he inherited the farm. As an entrepreneur Vusani wanted to find ways to earn more revenue, therefore he decided to open a farm shop in the town. The shop sells produce from the farm to retailers and the general public. Vusani makes his products known to possible and current customers using different types of promotions.



(Source: Web Authoring, Spreadsheet Source files)

The farm is located in a rural area which at times experiences severe drought. There are no suppliers of farm inputs nearby such as suppliers of fertiliser and seeds, therefore Vusani has to travel a long distance to get them in town. As there is no storage area at the shop Vusani must make frequent deliveries. The distance, however, makes deliveries difficult. The idea of the farm shop was initiated by the need to get his produce nearer to potential customers. This was an unusual step for a farmer as usually farm products are sold to residents and other mobile retailers. Despite these barriers, he registered his business and protected his entrepreneurial ideas.

Enterprise management

Vusani attended a workshop conducted by the Small Enterprises Development Company (SEDCO) to get technical support for the enterprise. Thereafter, he formed a private limited company with his wife who is a qualified accountant. The name of the company is Farm Shop Ltd. Vusani's wife prepares financial statements and cash flow forecast for the company. She also monitors the stages of the business cycle.

Marketing strategies

The enterprise segments its market, it offers a range of packaged products which meet the different needs of each segment. They use different marketing strategies, such as selling products on credit to credit worthy customers.

Appendix 1

Farm Shop Ltd Management meeting minutes (Extract)

Resolutions:

- Prepare the business plan to align with the new enterprise operations.
- Implement measures to minimise business failure in future.

SECTION A

Answer **all** questions.

1 There are different types of entrepreneurs in the business world.

(a) State **two** types of entrepreneurs.

Type 1

Type 2 [2]

(b) Explain **two** reasons why it is important for Farm Shop Ltd to promote the produce.

Reason 1

.....

.....

.....

Reason 2

.....

.....

..... [4]

(c) Analyse how **two** barriers have affected Vusani's enterprise.

Barrier 1

.....

.....

.....

.....

.....

Barrier 2

.....

.....

.....

.....

..... [6]

(d) Analyse **two** ways that Vusani can protect elements of the Farm Shop enterprise idea.

Way 1

.....
.....
.....
.....
.....
.....
.....
.....
.....

Way 2

.....
.....
.....
.....
.....
.....
.....
.....
.....

[8]

2 Monitoring the stages of business cycle and preparing of cash flow forecast are the functions of the accountant in Farm Shop Ltd.

(a) State **two** stages of a business cycle.

Stage 1

Stage 2 [2]

(b) Explain **two** reasons why Farm Shop Ltd would benefit from producing a cash flow forecast.

Reason 1

.....

.....

.....

Reason 2

.....

.....

..... [4]

(c) Analyse how **two** areas of support provided by SEDCO could assist Farm Shop Ltd to be more successful.

Area of support 1

.....

.....

.....

.....

.....

Area of support 2

.....

.....

.....

.....

..... [6]

(d) Analyse **two** ways that Farm Shop Ltd benefited by forming as a private limited company.

Way 1

.....

.....

.....

.....

.....

.....

.....

.....

.....

Way 2

.....

.....

.....

.....

.....

.....

.....

.....

.....

..... [8]

SECTION B

Answer **all** questions.

3 Farm Shop Ltd segments its market and offers a range of packaged products which meet the different needs of each segment.

(a) Analyse **two** benefits to Farm Shop Ltd of selling branded packaged goods.

Benefit 1

.....

.....

.....

.....

.....

.....

.....

.....

Benefit 2

.....

.....

.....

.....

.....

.....

.....

..... [8]

4 (a) Explain **two** reasons why it is important for Farm Shop Ltd to conduct market research.

Reason 1

.....

.....

.....

.....

.....

.....

.....

.....

.....

Reason 2

.....

.....

.....

.....

.....

.....

.....

.....

.....

..... [8]

5 The Management resolved to implement measures to minimise business failure in future.

(a) Analyse **two** possible causes of business failure for Farm Shop Ltd.

Cause 1

.....

.....

.....

.....

.....

.....

.....

.....

.....

Cause 2

.....

.....

.....

.....

.....

.....

.....

.....

.....

[8]

