



EXAMINATIONS COUNCIL OF ESWATINI  
Eswatini Prevocational Certificate of Secondary Education

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**ENTREPRENEURSHIP**

Paper 3

**5923/03**

**SPECIMEN 2025-2026**

**Total Marks: 100**

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***Confidential***

***MARK SCHEME***

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This document consists of **8** printed pages.

### Assessment Criteria for Stage 1 Plan for Negotiation

Stage 1 is out of 15 marks; 7 marks are awarded for assessment objective (AO2) and 8 marks are awarded for assessment objective (AO3).

AO2 Levels	This assessment objective involves some mental processing beyond simply recalling or reproducing a response. It requires two or more steps in processing of texts or part of texts. Students will be required to make observations, basic analysis or interpretation of information.	Marks
4	Candidate displays that initial planning for the negotiation was adjusted overtime to come up with final plan. Critically thought and well-reasoned purpose benefits as well as drawbacks. Excellent statement of people involved. (6 -7 marks)	6 - 7
3	Candidate displays a good, reasoned analysis and interpretation of the benefits, drawbacks and expected outcome of the negotiation. Good and clear statement of people involved. (4-5 marks)	4 - 5
2	Candidate displays basic reasoned purpose, analysis and interpretation of the benefits, drawbacks, and outcome of the negotiation. Fair statement of the people involved in the negotiation process. (2-3 marks)	2 - 3
1	Candidate displays lack of planning for the negotiation and just listed benefits, drawbacks, and outcomes without analysis and interpretation. Inadequate statement of people involved. (1 mark)	1
0	No credible response/no work presented.	0

AO3 Levels	This assessment objective involves reasoning and planning using evidence and higher mental processing. It requires thinking that is abstract. Students are required to make interpretations and justify them.	Marks
4	Candidate demonstrates excellent planning for negotiation and show that it was adjusted overtime to come up with final plan. Critically thought and well-reasoned purpose benefits as well as drawbacks. (7-8 marks)	7 - 8
3	Candidate demonstrates good planning and reasoned analysis and interpretation of the benefits, drawbacks and expected outcome of the negotiation. (5-6 marks)	5 - 6
2	Candidate demonstrates fair reasoned purpose, analysis and interpretation of the benefits, drawbacks, and outcome of the negotiation. Documented evidence of the negotiation submitted. (3-4 marks)	3 - 4
1	Candidate demonstrates a basic description of planning for the negotiation and benefits, drawbacks, and outcomes without analysis and interpretation. Documented evidence of the negotiation submitted. (1-2 marks)	1 - 2
0	No credible response/no work presented.	0

**N.B**

- If all of the descriptors/examples are fully met, then candidates should be awarded a mark at the top of the level.
- if all descriptors are fully met and there is some indication that candidates display evidence of the descriptors of the next level, they may be awarded at the bottom of that level.

**Assessment Criteria for Stage 2 Business Plan Development**

**This stage is out of 70 marks, 8 marks are awarded for assessment objective (AO2), 22 marks are awarded for assessment objective (AO3) and 40 marks awarded for assessment objective (AO4).**

<b>AO2 Levels</b>	<b>This assessment objective involves some mental processing beyond simply recalling or reproducing a response. It requires two or more steps in processing of texts or part of texts. Students will be required to make observations, basic analysis or interpretation of information.</b>	<b>Marks</b>
4	candidate has excellent description of the components of the business plan. (7 - 8 marks)	7- 8
3	Candidate has good description of the components of the business plan. (5 - 6 marks)	5 - 6
2	candidate has basic elements of the components of the business plan. (3 - 4 marks)	3 - 4
1	Candidate has inadequate/incomplete content of the preliminary pages and some components of the business plan. (1 - 2 marks)	1- 2
0	No credible response/no work presented.	0

AO3 Levels	This assessment objective involves reasoning and planning using evidence and higher mental processing. It requires thinking that is abstract. Students are required to make interpretations and justify them.	Marks
4	Candidate has an excellent description of an enterprise, attempts all production plan, break-even analysis, and management plan. (17 - 22 marks)	17 - 22
3	Candidate has a good description of an enterprise, attempts at production plan, break-even analysis, and management plan. (11 - 16 marks)	11 - 16
2	Candidate has a fair description of an enterprise, fair attempt at production plan, break-even analysis, and management plan. (6 - 10 marks)	6 - 10
1	Candidate has a basic description of an enterprise, attempts at either, production plan, break-even analysis, and management plan. (1 - 5 marks)	1 - 5
0	No credible response/no work presented.	0

AO4 Levels	This assessment objective involves reasoning which is more complex. Candidates are required to use extended or integrated higher order thinking processes such as critical and creative reproductive thinking, reflection, and adjustments of plans over time.	Marks
4	Candidate attempts at executive summary with excellent information. An excellent attempt in marketing analysis and or profitability ratios. (31 - 40 marks)	31 - 40
3	Candidate attempts at executive summary with good information. A good attempt in marketing analysis and or profitability ratios. (21 - 30 marks)	21 - 30
2	Candidate attempts with fair, brief executive summary covering some necessary information. A fair attempt in marketing analysis and or profitability ratios. (11 - 20 marks)	11 - 20
1	Candidate attempts at executive summary with limited information. Some attempts on marketing analysis and or profitability ratios. (1 - 10 marks)	1 - 10
0	No credible response/no work presented.	0

**N.B**

- If all of the descriptors/examples are fully met, then candidates should be awarded a mark at the top of the level.
- if all descriptors are fully met and there is some indication that candidates display evidence of the descriptors of the next level, they may be awarded at the bottom of that level.

**Assessment Criteria for Stage 3 Business Plan Oral Presentation**

This stage is out of 15 marks, 7 marks are awarded for assessment objective (AO2) and 8 marks are awarded for assessment objective (AO3).

AO2 Levels	This assessment objective involves some mental processing beyond simply recalling or reproducing a response. It requires two or more steps in processing of texts or part of texts. Students will be required to make observations, basic analysis, or interpretation of information.	Marks
4	Candidate presentation is 8 to 10 minutes in length, excellent Voice projection, clear and loud to the audience, excellent eye-contact with audience and not mainly reading. (6 - 7 marks)	6 - 7
3	Candidate The presentation is 6 to 8 minutes in length, good voice projection, often clear and loud to the audience. good eye-contact with audience and not mainly reading. (4 - 5 marks)	4 - 5
2	Candidate presentation is 3 to 5 minutes in length, excellent voice projection, somewhat clear and loud to the audience, fair eye-contact with audience and occasionally reading. (2 - 3 marks)	2 - 3
1	Candidate presentation is 0 to 2 minutes in length, voice projection is not clear to the audience, inadequate eye-contact with audience and mainly reading. (1 mark)	1
0	No credible response/no work presented.	0

AO3 Levels	This assessment objective involves reasoning and planning using evidence and higher mental processing. It requires thinking that is abstract. Students are required to make interpretations and justify them.	Marks
4	Candidate displayed in almost throughout the presentation that it was planned, reasoned, effective, convincing and of excellent substance. (7 - 8 marks)	7 - 8
3	Candidate displays in some of the presentation that it was planned, reasoned, effective, convincing and of good substance. (5 - 6 marks)	5 - 6
2	Candidate has displayed in some stages of the presentation that it was planned, reasoned, effective, convincing and of fair substance. (3 - 4 marks)	3 - 4
1	Candidate displays lack of planning, reasoned, effective, convincing and substance during the entire presentation. (1- 2 marks)	1- 2
0	No credible response/no work presented.	0

**N.B**

- If all of the descriptors/examples are fully met, then candidates should be awarded a mark at the top of the level.
- if all descriptors are fully met and there is some indication that candidates display evidence of the descriptors of the next level, they may be awarded at the bottom of that level.