



EXAMINATIONS COUNCIL OF ESWATINI
Eswatini Prevocational Certificate of Secondary Education

ENTREPRENEURSHIP

5923/03

SCHOOL-BASED PROJECT

Specimen 2025-2026

Paper 3

Duration: 7 Months

Total Marks: 100

INSTRUCTIONS TO CANDIDATES:

1. Entrepreneurship Paper 3 is a school-based project (business plan) that is to be submitted to ECESWA by the 31st of October 2025.
2. From the given **Situation** you are to undertake a school-based project which consists of an A4 size **Portfolio** and **Business Plan**.
3. The work must be original and submitted by yourself as an individual.
4. You are expected to come up with a written negotiation plan by the 31st of March 2025.
5. You are allowed to consult with your teacher on the development of the project.
6. You are expected to be able to present, explain and reflect on your work.
7. You are expected to cooperate with the external examiner who will be coming at certain intervals to assess the development tasks of your business plan.
8. You are required to document evidence of the development stages of your business plan in the portfolio.
9. The portfolio should be availed to the external examiner on demand.
10. You are expected to submit a completed **business plan** and **portfolio** to ECESWA by the 31st of October 2025.

This document consists of **3** printed pages and **1** blank page.

The entrepreneurship project involves generating a viable business idea based on the product which you are developing in your area of specialisation. You are to develop the business concept into a business plan for an enterprise. Your idea should conform to the situation presented in Figure 1. The situation provides a basis for the problem statement of your project. You are expected to develop the problem statement further based on the situation.

Project Specification

SITUATION	
THEME: Enterprise Business Plan	
You are setting up an enterprise to market the commodity you are developing in your area of specialisation. Develop a business plan for the enterprise and prepare a PowerPoint presentation of the business plan to an investor for the purpose of sourcing capital for the establishment of the enterprise.	
The business plan should have all preliminary pages such as the hard cover page, table of contents, appendices and references. It should also have all the other business plan components such as:	
1.	Executive summary
2.	Enterprise description
3.	Marketing plan
4.	Production plan
5.	Management plan
6.	Financial plan

Figure 1

From this **Situation** you are to complete the stages as described below.

Stage 1: Plan for Negotiation

Develop a plan for negotiation clearly showing the situation, people involved, benefits, drawbacks and expected outcomes.

15 marks

The negotiation plan write-up should be between 600-800 words under the guidance of the supervisor. After the approval by the supervisor, candidates may continue with the project. The negotiation plan will be submitted to ECESWA as a hard copy by **31st of March 2025**.

Stage 2: Business Plan Development

Consolidate all the business plan components into a complete business plan document in readiness for presentation to a potential investor.

70 marks

Business Plan presentation format

Arial font, 12 pts, single line spacing, and pagination: bottom centre, margins: top and left 3 cm, bottom and right 2.54 cm number of words: 2300-2800, reference style: American Psychological Association (APA).

Business Plan submission mode

The report and presentation slides should be submitted as a hard copy by the Centre to ECESWA.

Stage 3: Business Plan Oral Presentation

You will make an oral presentation in front of a potential investor (external examiner), the presentation should be in PowerPoint. The presentation date will be communicated by ECESWA.

15 marks

Checklist

Documents to be submitted to ECESWA

ITEM	SUBMITTED (✓)	DATE SUBMITTED
Negotiation plan (hard copy)		
Business Plan (hard copy)		
Hard copy of presentation slides		
Signed declaration form of originality of the business plan and presentation.		

Submission dates

Negotiation Plan- by 31 March 2025.

Business Plan - by 31 October 2025.

Oral presentation dates: To be communicated to Centres well in advance.

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