



SCHOOL NAME
 BUSINESS STUDIES
 GRADE 11
 NOVEMBER EXAMIN
 PAPER 1

Examiner: _____
 Moderator: _____

INSTRUCTIONS AND INFORMATION

1. Read the following instructions carefully before answering the set questions on this paper (consists of 10 pages).
2. SECTION A (Compulsory)
 - SECTION A (Consists of 10 set questions - answer any 10 set questions)
 - SECTION B (Consists of 10 set questions - answer any 10 set questions)
3. Read the instructions for each question carefully and take note of the marking scheme.
4. Marking will be awarded for answers that are numbered, written in ink and are checked for accuracy. The marking scheme will be used to award marks. Answers must be written in the mark allocation space of each question to determine the marks.
5. Begin the answer to each question on a new page. For example: Question 1 - 100 page, etc.
6. You may use a non-programmable calculator.
7. Write neatly and legibly.

- 4.2 Discuss the following strategies that businesses can use. (21)
 4.2.1 Segmentation (10)
 4.2.2 Diversification (10)
 4.2.4 Rationalisation

BUSINESS OPERATIONS

4.4 Read the advertisement below and answer the questions that follow.

PEOPLE'S CARES
 Selling cars in its own condition, ensuring our customers are always satisfied.
 Sales person.

The successful applicant will be enthusiastic, dynamic and innovative and committed to the challenges of present day car retail. They will be suitably qualified with one year of experience. If you feel you are the ideal candidate for this position, please post or email your application, together with a full CV and the names and telephone numbers of two referees to Mrs. Domamelle Matlala. No faxed applications will be accepted.

Contact details:
 PO Box 2208
 Platinumkloof, 2000
 Telephone: 011 462523
 Email: hr@peoplematters.co.za

People's Cares reserves the right not to proceed with the filling of the post. An application that does not enable the applicant to be interviewed.

- 4.4.1 Identify the position being advertised. (2)
 4.4.2 Is the information supplied above classified as a job specification or a job description? Justify your answer. (6)
 4.4.3 In your opinion, is there any information lacking in the advertisement? Make suggestions on how the advert can be improved. (4)
 4.5 Differentiate between monopoly and monopolistic competition. (3)
 4.6 Discuss the term 'personal selling'. (40)
- TOTAL SECTION B: (60)**

SECTION C

...unity between the employer and employee. Trade unions can take industrial action in the form of strikes, lock-outs and go-slows. They are sometimes successful in their demands. They are also successful in promoting labour relations. (40)

...employed in jobs with clear objectives or a manager. They are also successful in their demands. They are also successful in promoting labour relations. (40)

...in which you include the following aspects. You should be followed by identify the most suitable employment contract that both employer and employee would prefer. (40)

...with the Employment Equity Act which the new... (40)

TOTAL SECTION C: (40)

TOTAL MARKS: 100

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English & Afrikaans with Memo

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