

**BUSINESS STUDIES****Grade 12****BUSINESS VENTURES****04 JULY 2014****Checklist**

Make sure you:

- Know how to:
 - Distinguish between management and leadership styles and approaches.
 - Accurately and concisely interpret verbal and non-verbal presentations of a variety of business-related information (including graphs), respond professionally to questions and feedback, and amend information as necessary.
- Can explain:
 - Concepts related to investments (securities and insurance).
 - Forms of ownership in detail.

Exam Questions**Question 1***(Adapted from Via Afrika Business Studies, p. 169)*

Read the following scenarios and decide how you as a leader would personally deal with them. In your answer make reference to the leadership styles and theories you have learnt about the topic.

Scenario 1

The production department of a car manufacturing business consists of 35 employees. A group of eight employees is always late for work. They are uncooperative, waste time and don't finish their work on time. Other employees in the department have reported that they constantly complain about their conditions at work and about management.

Scenario 2

Your business has won a tender to produce a large number of vehicles for the police force. While there is a lot of money to be made from the tender, it will mean that the employees will have to work overtime in order to meet the requirements of the contract on deadline.

Scenario 3

Your business has to implement new technology in the production process to be able to compete with other car manufacturers and to keep its share of the market. This will result in major changes in the workplace, one of them being the retraining of workers. Many workers are unhappy and unsure about the changes at work.





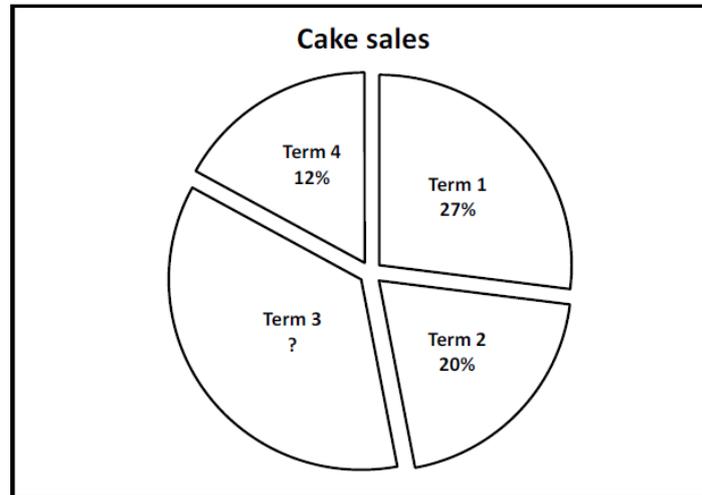
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Question 2

(Adapted from Feb 2013, Paper 1, Question 2)

The graph below represents the sales volume of cakes at Stanger Manor School during the four school terms for 2011.



- 2.1 Identify the graph illustrated above. (2)
- 2.2 Which school term recorded the highest percentage (%) sales. Justify your answer by showing all calculations. (6)
- 2.3 Recommend TWO practical strategies that Stranger Manor School can use to improve their poor sales performance in Term 4. (4)

Question 3

(Adapted from Feb 2013, Paper 1, Question 2)

Briefly explain how the following factors can contribute to the success and failure of a sole proprietor/sole trader:

- 3.1 Management (4)
- 3.2 Capital (4)

Question 4

(Adapted from Nov 2013, Paper 1, Question 3)

Anele invested R5 000 for three years, at 10% interest per year, compounded annually, with Capital Bank. (Show ALL calculations)

- 4.1 Calculate the amount Anele will receive after three years. (6)
- 4.2 Calculate the amount of interest that Anele will earn. (4)
- 4.3 Suggest TWO other types of investments Anele could have used. (4)

Question 5

(Adapted from Nov 2011, NSC, Question 7)

Good management and good leadership will influence businesses and organisations to become more successful and to be able to achieve their goals and objectives favourably.

Analyse the above statement and then evaluate autocratic (boss-centred), laissez-faire (free-reign) and charismatic leadership/management styles.

Use examples to explain how these styles could be successfully applied in the workplace.

[40]



**BUSINESS STUDIES****Grade 12****Test Yourself****Question 1**

- 1.1 An insurance contract will only come into existence if there is ...
- A. security.
 - B. an insurable interest in the object to be insured.
 - C. distribution of risk.
 - D. payment of an excess.
- 1.2 Jet Shoes Ltd has a greater chance of success than Pat Shoe Store, because ...
- A. Pat Shoe Store can make quick decisions.
 - B. Jet Shoes Ltd can issue shares to raise more capital.
 - C. Pat Shoe Store uses bank overdraft facilities in times of financial difficulty.
 - D. Jet Shoes Ltd needs the consent of all shareholders to buy new buildings.
- 1.3 Insurance products that pay an income used at retirement are known as:
- A. Long term loans
 - B. Retail bonds
 - C. Securities
 - D. Annuities
- 1.4 Senior managers take all the important decisions with no involvement from workers:
- A. Autocratic leadership
 - B. Democratic leadership
 - C. Charismatic leadership
 - D. Paternalistic leadership
- 1.5 An example of a non-verbal presentation would include:
- A. Presenter talking through slides
 - B. Presenter reading the handout given
 - C. Playing a video clip
 - D. Presenter taking questions after the presentation

