



SOUTH AFRICAN COMPREHENSIVE ASSESSMENT INSTITUTE
SUID-AFRIKAANSE KOMPREENSIEWE ASSESSERINGSINSTITUUT

Adult Basic Education and Training (ABET)

Marking Guideline

Small Medium and Micro Enterprises: NQF Level 1

Examination Session: June 2023

Total Marks: 100 Marks



ANSWERS**SECTION A****Question 1**

1.1	1.1.1	C✓✓	(2)
	1.1.2	C✓✓	(2)
	1.1.3	B✓✓	(2)
	1.1.4	D✓✓	(2)
	1.1.5	B✓✓	(2)
	1.1.6	D✓✓	(2)
	1.1.7	C✓✓	(2)
	1.1.8	C✓✓	(2)
	1.1.9	D✓✓	(2)
	1.1.10	A✓✓	(2)
Total Marks for Question 1.1			[20]

1.2	1.2.1	False ✓	(1)
	1.2.2	True ✓	(1)
	1.2.3	False ✓	(1)
	1.2.4	True ✓	(1)
	1.2.5	False ✓	(1)
	1.2.6	True ✓	(1)
	1.2.7	False ✓	(1)
	1.2.8	False ✓	(1)



	1.2.9	True ✓	(1)
	1.2.10	False ✓	(1)
Total Marks for Question 1.2			[10]
1.3	1.3.1	E – Staff structure ✓	(1)
	1.3.2	D – Wealth creation ✓	(1)
	1.3.3	A – Market size ✓	(1)
	1.3.4	F – Gross Profit ✓	(1)
	1.3.5	B – Economic reasons ✓	(1)
Total Marks for Question 1.3			[5]
1.4	1.4.1	Questionnaire ✓	(1)
	1.4.2	Calculated risks ✓	(1)
	1.4.3	Reporting ✓	(1)
	1.4.4	Sales ✓	(1)
	1.4.5	Brainstorming ✓	(1)
Total Marks for Question 1.4			[5]

Total for Section A: 40 Marks



SECTION B**Question 2**

- 2.1 • Agri-business ✓ (1)
 • Trade business
- 2.2 • He is hard working ✓ (4)
 • He is committed ✓
 • He takes risks ✓
 • He is creative and innovative ✓
- 2.3 • Answering of questions ✓✓ (2)
- 2.4 • Markets ✓ (2)
 • Wholesalers ✓
 • Hawkers
 • Spaza shops
- 2.5 • Sole trader ✓ (1)
- 2.6 • Newspapers ✓ (2)
 • Pamphlets ✓



2.7

2.7.1 **Job creation** (2)

- He employed 25 permanent workers and during the harvest period, an additional 60 youths were also employed. ✓✓

2.7.2 **Empowerment** (2)

- His dream is to empower local SMMEs and support them to become sustainable and help them be self-sufficient. ✓✓

2.8 2.8.1 **Strength** (1)

- He has a lot of experience in horticulture. ✓
- He is willing to ask for help from industry experts and producers.

Markers to credit learners for any other related answer

2.8.2 **Weakness** (1)

- Despite the effort and the growth of the business, he could not manage the business finances. ✓

2.8.3 **Opportunity** (1)

- He expanded his business by buying land to open another farm. ✓

2.8.4 **Threat** (1)

- A new competitor emerged (Hendricks Farm). ✓



- 2.9
- To protect his business against crime. ✓ (2)
 - To ensure that his business is secured. ✓

Markers to credit learners for any other related answer

- 2.10
- Take out business insurance. ✓ (2)
 - Have fire extinguishers on the business property. ✓
 - Ensure his employees are trained on the protocol for fires and natural disasters.

Markers to credit learners for any other related answer



- 2.11 Calculate the missing amounts in the cash flow statement for March-May 2022.

The opening balance on the 1st of March is R30 000.

Cash coming to the business	MARCH	APRIL	MAY
Balance at the beginning of the month	R30 000 ✓✓	R22 000	R31 500
Cash coming into the business	R10 000	R25 000	R20 500 ✓✓
Total income	R40 000 ✓✓	R47 000 ✓✓	R52 000
Cash going out of the business	MARCH	APRIL	MAY
Fixed costs	R10 000	R10 000 ✓✓	R 10 000
Variable costs	R8 000	R5 500	R7 500 ✓✓
Total cash outflow	R18 000	R15 500	R17 500
Balance at the end of the month	R22 000 ✓✓	R31 500	R34 500 ✓✓

(16)

Total Marks for Question 2

[40]

Total for Section B: 40 Marks

SECTION C

Question 3

3.1 A viable business idea (2)

- Business that makes profit. ✓
- Ability to survive during difficult economic times.

A non-viable business idea

- Not able to make profit. ✓
- Inability to survive during difficult times of the economic changes.

Markers to credit learners for any other related answer.

3.2 (2)

- Capturing incorrect financial details. ✓
- Using the incorrect format. ✓
- Not highlighting potential competitors/competition.

Markers to credit learners for any other related answer.

3.3 (2)

- The target market can lose interest. ✓✓
- The demand for the product may drop.

Markers to credit learners for any other related answer

3.4 (4)

- The most expensive method of gathering data. ✓✓
- People are reluctant to give out information to strangers. ✓✓
- Difficult to get people to elaborate on their responses.



Markers to credit learners for any other related answer**3.5 Businesses (4)**

- Buyers may go to other businesses to find products because they cannot wait until the strike it's over. ✓
- Strike action can reduce the production of a business. ✓
- Reduce the profit of a business

Markers to credit learners for any other related answer.**Workers**

- No work and no pay can be implemented with strikes. ✓
- They will lose wages/salaries for the time that they are off work. ✓
- If the strikers are dismissed they may lose their income altogether.

Markers to credit learners for any other related answer**3.6 (2)**

- Savings ✓
- Potential investors ✓
- Grants

Markers to credit learners for any other related answer.**3.7 (4)**

- It helps the business to prepare the budget. ✓✓
- It keeps a good track record of the business finances. ✓✓
- Assist in improving the business's progress.



Markers to credit learners for any other related answer.

Total Marks for Question 3

[20]

Total for Section C: 20 Marks

GRAND TOTAL: 100 MARKS

