

INSTRUCTIONS

1. This task consists of TWO ACTIVITIES.
2. Complete ALL questions in the task.
3. Learners should work on all activities individually.
4. Adhere to the numbering used in this question paper.



ACTIVITY 1

1. When you are thinking about potential business ideas, you may come up with many different ideas. Never ignore or throw an idea away until you have researched it thoroughly.

- 1.1 In a tabular form compare TWO differences between viable and non-viable business ideas. (4)

Viable business idea	Non-viable business idea
1.	1.
2.	2.

- 1.2 Define the concept of market research. (2)

- 1.3 Explain to an upcoming entrepreneur TWO advantages of door-to-door surveys. (4)



Total Marks for Activity 1**(10)****ACTIVITY 2**

2.1 Indicate whether the following statements are **TRUE** or **FALSE**. Choose the answer and write only TRUE or FALSE in the spaces provided.

2.1.1 Tone and tempo are the skills required when presenting a business plan. (1)

2.1.2 Cost price includes the money spent to pay for rent and machinery before any profit is added. (1)

2.1.3 The business plan can be used for monitoring the progress of the business. (1)



2.1.4 Materials and production costs are the examples of variable costs. (1)

2.2 List TWO purposes of a business plan. (2)

2.3 Discuss TWO main things that the Executive Summary should have. (4)

2.4 Read the scenario below and answer the questions that follow.

Tasty Bistro

Ntokozi has always enjoyed baking treats and cakes and after 5 years of saving money, she registered a cafe and named it “*Tasty Bistro*”.

She rented an unused shop and agreed to pay R6 000,00 per month. She applied for a loan of R100 000,00 to cover all the start-up costs of the business. She plans to repay the loan within 3 years and is paying R3 500 a month towards the loan repayment. She hired a person who would assist her with orders and serving customers and paid them R5 000,00 per month.



At the end of the previous month, Ntokozo had a balance of R27 500,00 after she paid her monthly expenses. She plans to buy new machinery and equipment for the cafe for R7 000,00 and expects to sell R30 000 worth of cakes and sweets in the new month.

(Own creation)

Using the Cash Flow Sheet below, calculate Tasty Bistro's Projected Cash Flow for ONE month. (10)

PROJECTED CASH FLOW	1 MONTH
Bank balance	
Cash Receipts	
TOTAL	
New Equipment	
Loan Repayment	
Salaries	
Rent	
TOTAL	
SURPLUS AT THE END OF MONTH	

Total marks for Activity 2 (20)

TOTAL MARKS FOR TASK 2 [30]

Total for Task 2: 30 Marks

Task	Activity	Maximum Mark	Learner's Mark	Moderated Mark
Task 2	Activity 1	10		
	Activity 2	20		
	Total Marks	30		

