

MNB1501

(493905)

October/November 2014

BUSINESS MANAGEMENT IA

Duration 2 Hours

70 Marks

EXAMINERS :

FIRST

MS N DE METZ

SECOND

MS N DA SILVA-ESCLANA

Closed book examination

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This paper consists of 21 pages including 4 sheets of rough work paper (pages 18-21) plus instructions for the completion of one mark reading sheet.

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Each question counts one mark.

THE BUSINESS WORLD AND BUSINESS MANAGEMENT

- 1 The term _____ is a concept that originated in media revelations of malpractice by businesses and the resultant insistence of society on restricting such malpractice through regulation.
- 1 consumerism
 - 2 business ethics
 - 3 transformation
 - 4 social responsibility

Read the case study below and then answer questions 2 and 3.

Today Johnson & Johnson (J&J) is still a popular company for the internal and the external customer and has more than 250 companies in 57 countries. In an old wallpaper plant, the Johnson brothers made a medical plaster composed of medical compounds mixed in an adhesive. Soon they made even simpler versions, mass production began and they used dry heat to sterilise the bandages. This transformed the health care industry.

- 2 The **process** whereby the medical compounds are mixed into an adhesive and transformed into the medical plaster is known as _____.
- 1 conversion
 - 2 production
 - 3 exchange
 - 4 reaction
- 3 Which one of the following is an example of a **tangible resource** within Johnson and Johnson (J&J)?
- 1 J&J's brand and logo.
 - 2 The customer-care service they provide.
 - 3 The medical plaster composed of medical compounds mixed in adhesive.
 - 4 The excellent reputation J&J has.
- 4 Which one of the following statements regarding **socialism** is true?
- 1 Farmers, factory owners, industrialists and individuals are free to do what they want with their assets.
 - 2 The state owns and controls the community's resources.
 - 3 The state owns and controls principle industries such as transportation, health services and energy.
 - 4 There is minimum state interference in markets.

- 5 Resources are the basic inputs in the production of products and services. These resources are also known as production factors. Sibusiso owns a shoe factory and shop in Gugulethu. Which one of the following would describe **human resource** as a **production factor**?
- 1 The risk Sibusiso is taking in starting a shoe shop in Gugulethu?
 - 2 The sales experience and skills Lindiwe (Sibusiso's sales person) has
 - 3 The computer and sales programme Sibusiso purchased in order to make the recording of sales easier
 - 4 The leather Sibusiso sources in order to make his exclusive shoes.

Read the case study below and answer questions 6 to 10.

MXit competes in the market economy or free-market economy of mobile social networking against more established and bigger social networking companies that have more money and better technology, such as Facebook and Twitter. Instead of taking the competition head on, Heunis in his feasibility strategy, focused on a niche market, South Africa

- 6 What **disadvantage** does MXit face with regard to the **economic system** it is part of?
- 1 There is little incentive in state organisations.
 - 2 There is low productivity
 - 3 Planning is difficult or impossible.
 - 4 The environment is unstable.
- 7 MXit's offices and computers in Stellenbosch and Maunius form part of which one of the following **resources**?
- 1 Human resources
 - 2 Natural resources
 - 3 Capital resources
 - 4 Physical resources
- 8 Heunis can be described as a serial entrepreneur, having started several new ventures. What was the **driving force** behind Heunis's entrepreneurial decision?
- 1 Human needs
 - 2 Profit
 - 3 Success
 - 4 Available resources

ENTREPRENEURSHIP

- 9 After Herman Heunis of MXit realised that there was an opportunity to create a global community, he had to determine whether the opportunity could be turned into a successful business venture. This step in the **entrepreneurial process** is known as
-
- 1 the evaluation of entrepreneurial skills
 - 2 the determination of access to resources
 - 3 a feasibility study
 - 4 a business plan
- 10 Herman Heunis understands the needs and wants of MXit's customers. He can evaluate the offerings of the business and their features to determine how they satisfy customers' needs and wants, and to establish why customers find them attractive. This indicates that he has the following **skills** required by entrepreneurs
- 1 Planning skills
 - 2 Strategy skills
 - 3 Marketing skills
 - 4 Project management skills
- 11 Which one of the following statements is **true** about **small business owners**?
- 1 Small-business owners can also be classified as entrepreneurs
 - 2 Small-business owners are similar to entrepreneurs as they intend to grow and develop their business entrepreneurially.
 - 3 True entrepreneurs differ dramatically from small-business owners who are satisfied with some autonomy and earning a reasonable income for themselves
 - 4 High-growth entrepreneurs are vital for any economy and therefore less entrepreneurial SMMEs are not important for the economy.

Read the case study below and answer question 12.

Sasol was created in 1950 to make oil from coal. This idea, by itself, was totally out of the box and attracted worldwide attention. The strategic reason was very simple: national self-sufficiency in fuel for a country without oil.

- 12 Before Sasol decided to go ahead with the plan to produce oil from coal, the management team had to evaluate the investment decision. Which one of the following is **not** a fundamental requirement for a **good investment opportunity**?
- 1 There must be a clearly defined market need for the product or service.
 - 2 The opportunity must be able to achieve a sustainable competitive advantage
 - 3 The opportunity must have the potential to stabilise.
 - 4 The timing of the opportunity must be right.

- 13 What **disadvantage** might a person experience should they wish to buy an **existing business** such as McDonald's?
- 1 Inexperienced employees will come with the business.
 - 2 Employees are inherited rather than chosen
 - 3 Supplier relationships will not be in place
 - 4 There will not be an established customer base
- 14 Moses has just opened a small business which sells shoes. He regards himself as an entrepreneur. Because his two sales people are very busy; Moses decides to make use of Peter's shoe repair business to repair customers' shoes. This is referred to as _____.
- 1 outsourcing
 - 2 supply sourcing
 - 3 demand sourcing
 - 4 insourcing
- 15 _____ allows the entrepreneur to start a business that has already been successful in the marketplace.
- 1 Intrapreneurship
 - 2 Franchising
 - 3 Acquisitions
 - 4 Investing

ESTABLISHING A BUSINESS

- 16 Lydia is writing a business plan for her business named Lacy Ladies. She is not entirely sure of the details under the **general company description**. She has contacted you, her business advisor for help. Which of the following statements would be the advice you give Lydia on the details of the **general company description**?
- 1 The general company description explains that Lacy Ladies is a private company; it provides a brief history as well as details on the fact that Lacy Ladies manufactures products made of the finest lace
 - 2 The general company description identifies the active investors, the management team and the directors.
 - 3 The general company description describes that the manufacturing of the lace products will take place in the Natal Midlands and using materials found locally.
 - 4 The general company description presents projections of revenues, costs and profits
- 17 Which one of the following sentences about the term "**legal personality**" is **incorrect**?
- 1 A legal personality exists independently of its members.
 - 2 It is recognised as a legal subject alongside natural persons or individuals.
 - 3 Its existence is affected by changes in its membership.
 - 4 It has its own rights, assets and obligations

18 Which of the following types of businesses can be considered **juristic persons**?

- 1 Companies and co-operative societies
- 2 Companies and sole proprietorships
- 3 Sole proprietorships and partnerships
- 4 Partnerships and co-operative societies

Read the case study below and answer questions 19 and 20.

In 1990, Heunis started his own information and communication technology (ICT) consultancy and in 1997/98 he established Swist Group Technologies, which focused primarily on the mobile telecommunications industry, developing software and providing systems support to large telecommunication companies. The MXit concept was an innovation of Swist's Research and Development department. Heunis evaluated it as a viable business opportunity.

19 For start-up financing, he used his own money – some of it generated from sales of earlier start-up businesses. This refers to _____, which is one of the four aspects banks look at when evaluating a loan application.

- 1 collateral
- 2 conditions
- 3 capital
- 4 character

20 Both Heunis's companies, Clockspeed Mobile (Pty) Ltd and MXit (Pty) Ltd, are **private companies**. Which one of the following statements is **true** about the **private companies** that Heunis owns?

- 1 Heunis can list both companies' shares on the JSE Limited.
- 2 The general public can subscribe to the shares of both Clockspeed Mobile and MXit.
- 3 The companies must have a minimum of three directors each.
- 4 The company's memorandum of incorporation must contain some restriction on the transferability of its shares.

21 The **depth of and details** in the business plan depend on the _____ of the proposed venture.

- 1 size and location
- 2 size and scope
- 3 scope and compliance
- 4 collateral and scope

22 Which one of the following is an **advantage** of a **sole proprietorship**?

- 1 The owner has total decision-making authority.
- 2 There is an increased opportunity for accumulation of capital.
- 3 It has the advantages of a separate legal personality.
- 4 There is a lack of continuity in the business.

23 Thandi and Thomas have to write a business plan in order to obtain finance from First National Bank (FNB) for their printing business. The active investors, directors and management team of their printing business are identified in the _____

- 1 executive summary
- 2 general company description
- 3 management plan
- 4 financial plan

THE BUSINESS ENVIRONMENT

24 The high inflation rate and increased petrol prices have a direct impact on the purchasing power of consumers. A consumer's purchasing power is a **variable** in SASOL's _____ environment and is represented by the consumer's _____ income

- 1 social, total
- 2 economic; total
- 3 market, disposable
- 4 economic; disposable

25 Kulula.com offers four types of services to its customers: flights between popular destinations in South Africa, hotel reservations, car rental, and holiday packages. It also has a Kulula credit card in conjunction with FirstRand Bank.

The **customers** to whom kulula.com offers these services are part of the _____ environment that has a/an _____ influence on the business.

- 1 micro/direct
- 2 micro/indirect
- 3 market/direct
- 4 market/indirect

26 When passengers buy a return air ticket from kulula.com, what type of **product** are they purchasing?

- 1 A durable product
- 2 A semi-durable product
- 3 A service
- 4 A perishable product

- 27 The term _____ may be defined as a favourable condition or trend in the market environment that can be exploited to the business's advantage by a deliberate management effort
- 1 environmental scanning
 - 2 environmental opportunity
 - 3 consumerism
 - 4 urbanisation
- 28 Changes in population-growth patterns, where people are moving from rural areas to cities, is known as _____. This is a **variable** in the _____ environment.
- 1 relocation; social
 - 2 urbanisation; social
 - 3 migration; physical
 - 4 relocation; physical
- 29 Which one of the following statements concerning the **business environment** is **incorrect**?
- 1 Management has complete control over the micro-environment.
 - 2 The market environment includes both suppliers and competitors.
 - 3 The market environment exerts no influence on the micro-environment
 - 4 An enterprise's mission and goals are variables within the micro-environment.
- 30 Which of the following **methods of environment scanning** would be best suited for Ryanair, if the airline decides to do environmental scanning at a **very advanced level**?
- 1 Ryanair would need to establish a scanning unit within the business, with its own staff who will monitor a broad range of environmental variables
 - 2 Ryanair would need to update relevant secondary or published information obtainable from a wealth of sources such as media, publications or financial journals.
 - 3 Ryanair would need to include the addition of primary information or special investigations on particular aspects of the environment
 - 4 Ryanair would need to analyse records in its own filing system as well as information obtained from its employees
- 31 The **market environment** of a business consists of consumers, competitors, suppliers and _____.
- 1 resources
 - 2 intermediaries
 - 3 technology
 - 4 the economy

CORPORATE SOCIAL RESPONSIBILITY

- 32 _____ means that corporations are granted constitutional rights
- 1 Corporate personhood
 - 2 Corporate social investment
 - 3 Business ethics
 - 4 Stakeholder engagement
- 33 SAB is looking for a **proactive approach** to align its CSR policy to the company's own vision, mission, values and guiding principles. Which **approach** would you advise them to use?
- 1 A value-based approach
 - 2 A stakeholder-engagement approach
 - 3 A management-by-objectives approach
 - 4 A corporate governance approach
- 34 SAB strives to make more beer with less water and is the world leader in responsible water management during the brewing process. Not only does SAB make its financial information available, but also the actions it takes and the non-financial aspects pertinent to its operation. This is an example of _____.
- 1 discipline
 - 2 transparency
 - 3 independence
 - 4 responsibility
- 35 _____ development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs
- 1 Sustainable
 - 2 Responsible
 - 3 Corporate social
 - 4 Investment
- 36 Should SAB open its production facilities to tours as part of its stakeholder engagement, this would be known as the _____ **level of engagement**.
- 1 monitor
 - 2 transact
 - 3 inform
 - 4 consult

- 37 One of the ten priorities set by SAB is to reduce the amount of water they require to produce their beer. Which one of the following would be the **driver** behind this **CSR policy**?
- 1 Social driver
 - 2 Governmental driver
 - 3 Market driver
 - 4 Ethical driver
- 38 Environmental NGOs supported by a company such as SAB are usually viewed as _____ stakeholders
- 1 primary
 - 2 formal
 - 3 minor
 - 4 secondary
- 39 The term _____ recognizes corporations as legal persons with certain rights and responsibilities in the same way as individual citizens have rights and responsibilities as members of a community.
- 1 fiduciary relationship
 - 2 corporate citizenship
 - 3 corporate social investment
 - 4 corporate governance

PLANNING

- 40 Which one of the following statements about **strategic goals** is **incorrect**?
- 1 Middle managers are responsible for formulating tactical goals and plans.
 - 2 Strategic goals include a vision, a mission statement and short-term goals.
 - 3 Long-term strategic goals are derived from the organisation's mission statement.
 - 4 Strategic goals should be clear, since tactical goals derive from them.
- 41 During the development of MXit, Heunis would have had to draw up a numerical plan that allocated financial, human, physical and information resources to specific activities. This is known as a _____ which is a/an _____ plan.
- 1 policy; operational
 - 2 budget; operational
 - 3 policy; standing
 - 4 budget; standing

- 42 Heunis is known as a serial entrepreneur and is constantly developing new products for existing markets. Which type of **corporate strategy** does he follow?
- 1 A market development strategy
 - 2 A product development strategy
 - 3 A concentration growth strategy
 - 4 A joint venture strategy
- 43 Which one of the following is a **disadvantage** of the **management-by-objectives (MBO)** technique?
- 1 The efforts of managers and employees focus on attaining organisational goals
 - 2 Operational goals may displace strategic goals.
 - 3 Individual goals do not align with organisational goals.
 - 4 Employees are less motivated.

Read the case study below and answer questions 44 and 45.

In the past year, Edcon focused mainly on upgrading of existing stores, but in line with its growth strategy, it has also formulated a long-term estate expansion plan for the future.

- 44 The long-term strategic goal set by Edcon for an estate expansion plan would have been derived from its _____.
- 1 vision statement
 - 2 mission statement
 - 3 operational goals
 - 4 functional plans
- 45 After Edcon has evaluated all alternative plans, what is the next **step in the planning process**?
- 1 Establish the goals.
 - 2 Select a plan.
 - 3 Implement the plan.
 - 4 Do reactive planning.
- 46 When managers state the goal in such terms that the result can be evaluated objectively and in quantified terms, then the goal is considered _____.
- 1 specific
 - 2 measurable
 - 3 attainable
 - 4 relevant

ORGANISING

47 _____ increases both the number of tasks the worker does and the control the worker has over the job.

- 1 Job enrichment
- 2 Job rotation
- 3 Job specialisation
- 4 Job creation

48 The managing director of a large accounting firm makes use of a legal adviser to provide assistance and recommendations on legal matters. The legal adviser has _____ authority due to his or her special knowledge of legal matters

- 1 line
- 2 staff
- 3 decentralised
- 4 formal

Read the case study below and answer questions 49 and 50

Faced with a crises situation in 2008, top management at NCX Pharmaceuticals decided to decentralise operations and concentrate attention on the customer. They created three major divisions namely the health care, nutrition and medical products

49 Developing an action plan was top management's second plan. Once the vision began to take shape, the HR department established a game plan to get their ideas implemented. Approval by top management and the line managers was seen as critical to successful implementation

The approval by top management is a form of _____ authority

- 1 line
- 2 staff
- 3 functional
- 4 informal

50 If NCX Pharmaceuticals wants to retain power and authority in the hands of higher-level managers, they would be involved in the _____ process.

- 1 centralisation
- 2 coordinating
- 3 delegation
- 4 specialisation

- 51 The second step in establishing reporting lines is _____
- 1 to determine how many people will report to one manager
 - 2 to determine who reports to whom
 - 3 to identify the chain of command
 - 4 to determine the type of authority
- 52 Mary is a sales representative at *Pretty Girl Cosmetics*. Mary, along with three other sales representatives, reports to Sally, a supervisor in the organisation _____. Sally refers to Mary only reporting to one supervisor, while _____ refers to the four sales representatives who report to Sally
- 1 Span of control; the scalar principle
 - 2 Unity of command; span of control
 - 3 Unity of command; the harmony rule
 - 4 The harmony rule; the scalar principle
- 53 Which one of the following statements about **job specialisation** is correct?
- 1 When an employee who performs a specialised job is absent, the managers need to train somebody new at a very high cost.
 - 2 Job specialisation is normally an extension of organisational growth
 - 3 Specialisation involves systematically moving employees from one job to another.
 - 4 The more narrowly defined a job is, the more difficult it is to develop specialised equipment to assist with that job
- 54 Match the form of departmentalisation in column A to the appropriate example in column B.

Column A	Column B
a. According to function	(i) The company has departments which focus on selling equipment to the motor industry, the computer industry and the Navy.
b. According to location	(ii) The company has departments that specialise in selling its products in Gauteng and KwaZulu-Natal respectively.
c. According to customer	(iii) Sasol has various business units which focus on the production of different products such as Sasol Synthetic Fuels, Sasol Fertilizers, and Sasol Plastics.
d. According to product	(iv) The company has grouped all its financial activities under the financial manager or section and all its marketing activities under the marketing manager or section.

- 1 a (iv) b (ii) c (i) d (iii)
- 2 a (ii) b (iv) c (iii) d (i)
- 3 a (iii) b (iv) c (i) d (ii)
- 4 a (ii) b (iii) c (iv) d (i)

- 55 Which one of the following is **NOT** a reason why management should encourage the informal organisational structure?
- 1 It promotes teamwork within departments.
 - 2 The informal organisation supports the formal organisation.
 - 3 Informal communication takes place much more rapidly than formal communication
 - 4 The informal structure may include activities that are not in harmony with activities envisaged in the formal structure.

LEADING

- 56 Motivation is not the only factor that influences work performance. The **variables** that determine **performance** are _____
- 1 motivation, ability and leadership
 - 2 motivation, intelligence and resources
 - 3 motivation, ability and resources
 - 4 motivation, capital and skills
- 57 Edcon uses the McFarlane Cup to recognise superior sales performance of its merchandising and operations teams. In addition, Edcon offers a performance reward incentive based on the individual's performance as well as on that of the Group. By providing these opportunities, management at Edcon is practising _____ power.
- 1 coercive
 - 2 reward
 - 3 legitimate
 - 4 referent
- 58 Sydney Press can be described as a leader who provides an environment of trust, admiration, loyalty and respect for the leader, where employees are motivated to do more than what is expected of them. This **type of leadership** is referred to as _____ leadership.
- 1 transactional
 - 2 charismatic
 - 3 visionary
 - 4 transformational
- 59 A group of employees at Unisa decide to campaign for additional office equipment such as air-conditioning systems and new heaters in each office. This **group** is referred to as a/an _____ group
- 1 friendship
 - 2 interest
 - 3 command
 - 4 task

- 60 Edcon's monthly *Club* magazine has a readership of 5.8 million. The *Club* magazine communicates with account holders and communicates not only special offers, but also important account information. Within the communication model the Club magazine is the

-
- 1 sender
 - 2 receiver
 - 3 message
 - 4 channel

- 61 Which one of the following aspects is an important characteristic of a group?

- 1 Homogeneous groups outperform heterogeneous groups over time.
- 2 Age and experience of group members have very little influence on group status
- 3 There is a strong relationship between performance norms and group cohesiveness.
- 4 Members of small groups tend to loaf socially.

- 62 Margaret Whitman, the chief executive (CEO) of eBay, announced her plans to retire at the beginning of 2008. She had served in the position for 10 years and was popularly known as Meg Whitman and "darling of the internet". In 2007, she accepted the Lifetime Achievement Award for the community of buyers and sellers that makes up eBay

As CEO of eBay, Whitman had _____ power. This is a form of _____ power, which is likened to _____ authority.

- 1 referent, positional; informal
- 2 referent; positional; formal
- 3 legitimate; personal; formal
- 4 legitimate, positional; formal

- 63 The tendency of individuals to put in less effort when working in a group than when working individually is known as _____.

- 1 social loafing
- 2 incompetence
- 3 inconsistency
- 4 moonlighting

CONTROL

Read the case study below and answer questions 64 to 67.

By the end of 2010 MTN saw a 22% increase in subscriber base to 141,6 million in all the countries that it operates in. By 31 December 2010 MTN was also classified as a much diversified group with 68% of its revenue generated in currencies other than the South African rand. Their market share in South Africa in 2010 stood at 36%, which was positively influenced by their sponsorship of the 2010 FIFA World Cup.

- 64 If MTN's market share suddenly drops by the end of 2014, what would be the next step in their **control process** after they have realised the drop in shares?
- 1 Set new goals
 - 2 Evaluate deviations
 - 3 Take corrective action
 - 4 Measure actual performance
- 65 The **final step of the control process** MTN would follow, will involve_____.
- 1 MTN ensuring the disparities are genuine
 - 2 determining whether the deviations are large enough to justify further investigation
 - 3 MTN revising their strategies to ensure standards are accomplished
 - 4 management of MTN receiving information to indicate the disparities between performance standards and actual performance
- 66 If MTN decides to do **economic forecasting**, which **area of control** would this activity relate to?
- 1 Control of physical resources
 - 2 Control of human resources
 - 3 Control of information resources
 - 4 Control of financial resources
- 67 MTN wants to make sure their control systems are able to accommodate change, and adjust to revisions, within limits, without management having to develop and implement an expensive new control system. Which **characteristic of an effective control system** is described here?
- 1 Integration
 - 2 Flexibility
 - 3 Accuracy
 - 4 Timeliness

- 68 A performance standard is _____
- 1 a planned target against which the actual performance will be compared
 - 2 the actual performance that is achieved
 - 3 part of the mission statement that is compared against the actual performance
 - 4 a control standard that is compared to the planned target
- 69 Thabo is the CEO of Computers Ltd, an IT company in Pretoria. Thabo uses certain control procedures to ensure that the company is progressing towards their goals and that the company's resources are being used properly and productively. He does this by means of the control process which consists of four steps. Arrange the statements below in the correct order according to the **four steps of the control process**
- a Thabo revises some of the company's strategies in an attempt to accomplish the standards that were not met.
 - b Thabo establishes certain performance standards related to profitability, market share, productivity and staff development. These performance standards enable Thabo to monitor the company's strategies and goals.
 - c Thabo is concerned to see that sales are 10% lower than the previous year and decides to investigate why there was a deviation between the previous year and the current year.
 - d Thabo measures the actual performance of the company to indicate whether there are disparities between performance standards and actual performance of the company
- 1 b d c a
 - 2 d c a b
 - 3 c a b d
 - 4 a c d b
- 70 Quinn has her own medical practice and has appointed an additional four physicians to look after patients. Quinn decides to implement a new control system that monitors physicians' hygiene levels rigorously. In order for her system to be effective, which **characteristics** are required?
- 1 Complexity and flexibility
 - 2 Creativity and integration
 - 3 Creativity and complexity
 - 4 Integration and flexibility

ROUGH WORK

ROUGH WORK

ROUGH WORK

ROUGH WORK

PART 1 (GENERAL/ALGEMEEN) DEEL 1

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e6	e6	e6	e6	e6	e6	e6	e6	e6
e7	e7	e7	e7	e7	e7	e7	e7	e7
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INITIALS AND SURNAME
VOORLETTERS EN VAN

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e5	e5	e5	e5	e5	e5	e5	e5	e5
e6	e6	e6	e6	e6	e6	e6	e6	e6
e7	e7	e7	e7	e7	e7	e7	e7	e7
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 - CHECK THAT ONLY ONE ANSWER PER QUESTION HAS BEEN MARKED
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 - KONTROLEER DAT DIE UNIEKE NOMMER REG INGEVUL IS
 - MAAK SEKER DAT NET EEN ALTERNATIEF PER VRAAG GEMERK IS
 - MOENIE VOU NIE

PART 2 (ANSWERS/ANTWOORDE) DEEL 2

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6	e1	e2	e3	e4	e5
7	e1	e2	e3	e4	e5
8	e1	e2	e3	e4	e5
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22	e1	e2	e3	e4	e5
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24	e1	e2	e3	e4	e5
25	e1	e2	e3	e4	e5
26	e1	e2	e3	e4	e5
27	e1	e2	e3	e4	e5
28	e1	e2	e3	e4	e5
29	e1	e2	e3	e4	e5
30	e1	e2	e3	e4	e5
31	e1	e2	e3	e4	e5
32	e1	e2	e3	e4	e5
33	e1	e2	e3	e4	e5
34	e1	e2	e3	e4	e5
35	e1	e2	e3	e4	e5
36	e1	e2	e3	e4	e5
37	e1	e2	e3	e4	e5
38	e1	e2	e3	e4	e5
39	e1	e2	e3	e4	e5
40	e1	e2	e3	e4	e5
41	e1	e2	e3	e4	e5
42	e1	e2	e3	e4	e5
43	e1	e2	e3	e4	e5
44	e1	e2	e3	e4	e5
45	e1	e2	e3	e4	e5
46	e1	e2	e3	e4	e5
47	e1	e2	e3	e4	e5
48	e1	e2	e3	e4	e5
49	e1	e2	e3	e4	e5
50	e1	e2	e3	e4	e5
51	e1	e2	e3	e4	e5
52	e1	e2	e3	e4	e5
53	e1	e2	e3	e4	e5
54	e1	e2	e3	e4	e5
55	e1	e2	e3	e4	e5
56	e1	e2	e3	e4	e5
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61	e1	e2	e3	e4	e5
62	e1	e2	e3	e4	e5
63	e1	e2	e3	e4	e5
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65	e1	e2	e3	e4	e5
66	e1	e2	e3	e4	e5
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87	e1	e2	e3	e4	e5
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90	e1	e2	e3	e4	e5
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92	e1	e2	e3	e4	e5
93	e1	e2	e3	e4	e5
94	e1	e2	e3	e4	e5
95	e1	e2	e3	e4	e5
96	e1	e2	e3	e4	e5
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99	e1	e2	e3	e4	e5
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106	e1	e2	e3	e4	e5
107	e1	e2	e3	e4	e5
108	e1	e2	e3	e4	e5
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110	e1	e2	e3	e4	e5
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114	e1	e2	e3	e4	e5
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116	e1	e2	e3	e4	e5
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122	e1	e2	e3	e4	e5
123	e1	e2	e3	e4	e5
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126	e1	e2	e3	e4	e5
127	e1	e2	e3	e4	e5
128	e1	e2	e3	e4	e5
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130	e1	e2	e3	e4	e5
131	e1	e2	e3	e4	e5
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133	e1	e2	e3	e4	e5
134	e1	e2	e3	e4	e5
135	e1	e2	e3	e4	e5
136	e1	e2	e3	e4	e5
137	e1	e2	e3	e4	e5
138	e1	e2	e3	e4	e5
139	e1	e2	e3	e4	e5
140	e1	e2	e3	e4	e5

Specimen only