

MNB1501 (496428)
RMB151K (470235)

May/June 2015

BUSINESS MANAGEMENT IA

Duration 2 Hours

70 Marks

EXAMINERS .
FIRST
SECOND

MS N DE METZ
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This paper consists of 22 pages including 4 sheets of rough work paper (pages 19-22) 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 A businesses' effort to provide the greatest possible need satisfaction with limited available resources is known as _____.
- 1 need satisfaction
 - 2 productivity
 - 3 the rate of return on total capital
 - 4 the economic principle

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

The Steinhoff group believes that owning key parts of the supply chain is necessary in order to remain price competitive and deliver exceptional customer service to their global customer base. The business model followed by Steinhoff International is that of integration and diversification and it manufactures, procures, warehouses, distributes and retails furniture and household goods in Europe and the Pacific Rim. It procures some of its resources in the form of a diversified industrial business entity in Southern Africa. The Southern Africa business unit focuses on the manufacturing and sourcing of timber products and other raw materials, logistics services, building supplies and automotive retail.

- 2 The Steinhoff Group's business world consists of four different elements. Which one of the following elements involves using timber to produce furniture?
- 1 Human activities
 - 2 Transformation
 - 3 Exchange
 - 4 Profit
- 3 The Steinhoff Group sources much of its timber that is used to produce furniture, from South Africa. Which **type of resource** is the timber they use?
- 1 Natural
 - 2 Human
 - 3 Capital
 - 4 Entrepreneurship
- 4 Which one of the following systems represents a compromise between a pure market economy and a pure command economy?
- 1 Socialism
 - 2 Mixed economies
 - 3 Command market
 - 4 Such a system does not exist.

- 5 The producers of children's toys, Fischer-Price, have to comply with local and international standards to protect consumers from unsafe products. This is known as _____
- 1 business ethics
 - 2 consumerism
 - 3 sustainability
 - 4 social responsibility
- 6 In which one of the following **economic systems** does limited competition exist as a result of state industries?
- 1 Market economy
 - 2 Socialism
 - 3 Command economy
 - 4 Mixed market economy
- 7 The Nelson Mandela Children's Fund is a charitable organisation founded by Nelson Mandela that strives to change the way society treats its children and youth. Its mission is to give voice and dignity to the African child by building a rights-based movement. The Nelson Mandela Children's Fund is an example of a _____ organisation
- 1 private owned
 - 2 non-profit seeking
 - 3 partnership
 - 4 state owned

ENTREPRENEURSHIP

Read the case study below and then answer questions 8 and 9.

Google was no modular or incremental innovation. Some regard Google as the world's most innovative company. Co-founders Larry Page and Sergey Brn may be compared to Thomas Edison and Alexander Graham Bell.

- 8 **True entrepreneurs** such as Larry Page and Sergey Brn differ dramatically from small-business owners in the following ways
- a They have no intention of growing or developing their business and are happy with some autonomy
 - b They need to be personally responsible for solving problems
 - c They have an internal locus of control
 - d They have an external locus of control
- 1 a b
 - 2 b c
 - 3 a c
 - 4 c d

- 9 Sergey Brin and Larry Page need to have the ability to consider the business as a whole and to understand how it fits within its marketplace. Which **skill** is referred to here?
- 1 Strategy skills
 - 2 Planning skills
 - 3 Marketing skills
 - 4 Project management skills
- 10 Which **entrepreneurial trait** is characterised by actions of intense, prolonged and repeated effort to accomplish something that is difficult
- 1 Achievement motivation
 - 2 Innovation
 - 3 Risk taking
 - 4 An internal locus of control
- 11 A major law firm has entered into a contract with Healthy Eats, an independent catering company, to provide daily meals for the employees and visitors to the law firm. The law firm has _____ its catering needs to Healthy Eats
- 1 in-sourced
 - 2 outsourced
 - 3 privatised
 - 4 localised
- 12 Which one of the following is a **disadvantage** for buying an existing business?
- 1 There will be an established customer base
 - 2 Financing may be available from the owner
 - 3 Employees are inherited rather than chosen
 - 4 Planning can be done based on known historical data.
- 13 Once an opportunity has been identified, defined and assessed as realistic and objective, the availability of resources need to be evaluated. What is the **next step in the entrepreneurial process**?
- 1 Launch and manage the new business
 - 2 Determine the activities and skills required
 - 3 Conduct a feasibility study
 - 4 Compile a business plan

ESTABLISHING A BUSINESS

- 14 Which one of the following represents the most **important objective of a business plan**?
- 1 It presents a written plan on how the entrepreneur plans to exploit an opportunity
 - 2 It provides a way to identify the key variables that will impact on the success of the business
 - 3 It identifies and describes the nature of the business opportunity or new venture
 - 4 It acts as a management instrument for comparing actual results with planned outcomes

Read the case study below and then answer questions 15 and 16.

Edgars Stores Limited was listed on the JSE in 1946, just after the end of the Second World War. The directors were then Sydney Press, Hubert Press, Eli Roos and Alan Leon. In 1999 the name changed to Edgars Consolidated Stores Limited, trading on the JSE as Edcon. In 2007 Bain Capital bought the Edcon group for R25 billion and de-listed it.

- 15 When Edgars Stores Limited was listed on the JSE in 1946, what **type of company** was it?
- 1 Private company
 - 2 Public company
 - 3 State company
 - 4 Non-profit organisation
- 16 In 2007 Bain Capital bought the Edcon group and de-listed it. The company therefore traded as a _____ company.
- 1 public
 - 2 private
 - 3 state-owned
 - 4 sole-proprietorship
- 17 The assets the owner pledges to a bank as security for repayment of a loan is known as _____.
- 1 conditions
 - 2 character
 - 3 collateral
 - 4 capital

- 18 Which one of the following statements is **true** for a **partnership**?
- 1 The enterprise has the advantage of being a legal person that exists separately from its members
 - 2 The members' personal assets in their private estates are not at risk of being lost in the business
 - 3 A founding statement and a Memorandum of Incorporation are needed to start this form of enterprise.
 - 4 The enterprise has a lack of continuity in that a new enterprise will be formed when the previous one is disbanded
- 19 Vusi Khumalo plans to open a cycling shop to sell cycling clothes, shoes and equipment. He prefers a form of ownership that is easy and inexpensive to set up, where the lifespan of the business is linked to his lifespan as an owner and where the business is not a separate legal person. In which section of Vusi's **business plan** will he describe the facilities, labour, raw materials and processing equipment?
- 1 Marketing plan
 - 2 Financial plan
 - 3 Management plan
 - 4 Operating plan
- 20 Match the components of the business plan in column A with its correct description in column B

Column A	Column B
a Marketing plan	(i) Presents projections of revenues, costs and profits.
b Management plan	(ii) Shows who will be the business's customers and what type of competition the business will face
c Operating plan	(iii) Identifies the 'key players' the active investors, management team and directors.
d Financial plan	(iv) Describes the facilities, labour, raw materials and processing requirements.

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

THE BUSINESS ENVIRONMENT

Read the case study below and then answer question 21.

De Beers Consolidated Mines (DBCM) is part of the global De Beers family of companies, and it experienced an added challenge that affected its operations the power shortages in South Africa. This so-called "load-shedding" was another reason why DBCM produced only 12 million carats in 2008, which was 3 million carats less than in 2007.

- 21 The "load-shedding" can be seen as a/an _____ in the _____ **environment**
- 1 opportunity , macro
 - 2 threat , macro
 - 3 opportunity , market
 - 4 threat , market
- 22 South Africa has seen dramatic increases in the fuel price in recent years, which has had a knock-on effect on the prices of food and other commodities. This development forms part of the _____ **environment** and has a/an _____ **influence** on the business
- 1 macro-, direct
 - 2 macro-, indirect
 - 3 market, direct
 - 4 market, indirect
- 23 Consumer lifestyles, habits and values which make certain demands on the business organisation are variables in the _____ **environment**
- 1 technological
 - 2 social
 - 3 physical
 - 4 economic
- 24 Burger King's signature burger is called the Whopper®. The Whopper® is made to order for each customer, using only the freshest ingredients. The Whopper® trademark is an example of a/an _____ **resource**.
- 1 tangible
 - 2 physical
 - 3 intangible
 - 4 organisational

- 25 Competition in the market environment is defined as a situation in which several businesses offering more or less the same product/service compete for the same patronage or customer. Which one of the following is **NOT** a result of competition in the market environment?
- 1 It bridges the gap between manufacturer and consumer
 - 2 It keeps excessive profits in check
 - 3 It is a stimulant for higher productivity
 - 4 It encourages technological innovation.
- 26 Duma knows that he needs to stay abreast of what is happening in the business environment around him. He is aware that the business environment is dynamic and he needs to be aware of changes that might influence his business. Duma does elementary environmental scanning. Which one of the following statements is correct regarding **elementary environmental scanning**?
- 1 Duma contacts a consultant to determine which factors will influence his business in the short and long term
 - 2 Duma updates himself regularly by means of newspapers, SMME websites and his own sales records
 - 3 Duma has employed a person to monitor changes in the business environment. This person is responsible for conducting regular research projects and to assess general economic fluctuations
 - 4 Duma has contacted an environmental scanning company and pays them a hefty amount every month as a retainer so that they can keep watch over his business environment.
- 27 When Woolworths made the decision a few years ago to stop selling five Christian magazines, a few Christian organisations called for their members to boycott the retailer. Woolworths then found that they had no choice but to reverse their decision. This situation sketched above refers to the _____ **sub-environment** which is part of the _____ **environment**.
- 1 technological, macro
 - 2 consumer, micro
 - 3 social; macro
 - 4 supplier, micro

CORPORATE SOCIAL RESPONSIBILITY
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- 28 The term _____ refers to the increasing expectations for companies to publicly report not only on financial matters but also on social and environmental issues
- 1 sustainable development
 - 2 sustainable reporting
 - 3 corporate governance
 - 4 bottom line

Read through the case study below and answer questions 29 and 30.

Edcon is a socially responsible organisation and is committed to the reasonable and cost effective management of its direct and indirect impacts on the environment. It also aims to provide a healthy and safe environment for employees, customers and the society.

- 29 The society is part of the _____ stakeholders of Edcon
- 1 internal
 - 2 external
 - 3 primary
 - 4 formal
- 30 Edcon ensures an integration of stakeholders into governance structures with the goal of delegating decision making on particular issues to stakeholders. What level of engagement are they involved in?
- 1 The collaborative level
 - 2 The transaction level
 - 3 The consultation level
 - 4 The empowering level
- 31 Which step in the stakeholder-engagement process involves the co-development of the engagement plan, including the agenda and logistics, to meet the engagement objectives?
- 1 Prepare
 - 2 Plan
 - 3 Design
 - 4 Engage
- 32 Which one of the following statements about corporate social investment (CSI) is correct?
- 1 Corporate social investment refers to a company's contribution to society through its core business activities
 - 2 Corporate social investment refers to a company's contribution through its engagement in public policy
 - 3 Corporate social investment is also called corporate philanthropy
 - 4 Corporate social investment is synonymous with corporate social responsibility

- 33 Edcon aims to be socially responsible by
- always meeting relevant legislative requirements, and
 - requiring business partners to certify that they meet relevant legislative requirements

To which **driver** of corporate social responsibility do these statements refer?

- 1 Social drivers
- 2 Governmental drivers
- 3 Market drivers
- 4 Ethical drivers

INTRODUCTION TO GENERAL MANAGEMENT

- 34 Joanna is a manager at the Sweet and Tasty Bakery. She is in the process of allocating the different resources to the various sections of the bakery, and she is defining the duties of the employees and the procedures they need to follow in order to ensure the bakery meets its goals. Joanna is in the _____ phase of the management process.

- 1 planning
- 2 organising
- 3 leading
- 4 control

- 35 The marketing manager of Company X represents which level of management?

- 1 Lower management
- 2 Supervisory management
- 3 Upper management
- 4 Middle management

- 36 Sarah is the human resource manager at DCM Logistics and is responsible for setting the functional objectives for the human resource department. As the head of a functional area within DCM Logistics, Sarah forms part of the _____ management team.

- 1 top
- 2 middle
- 3 lower
- 4 executive

Read through the case study below and answer questions 37 to 40.

In 1990, Heunis started his own information and communication technology (ICT) consultancy, and then 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

37 In the position of founder and manager of the Swist Group Technologies Company, Heunis needs to have sufficient _____ **skills** in order to view the business in a holistic manner

- 1 technical
- 2 interpersonal
- 3 conceptual
- 4 coercive

38 When Heunis evaluated the MXit concept and saw it as a viable business opportunity, he was fulfilling a/an _____ **role** when he launched MXit in January 2005

- 1 interpersonal
- 2 decision-making
- 3 information
- 4 managerial

39 Lower-level managers at Swist Group Technologies, would require sufficient _____ **skills**.

- 1 technical
- 2 interpersonal
- 3 conceptual
- 4 coercive

40 As a manager, Heunis will need to fulfil four basic tasks planning, organising, leading and control Match the management task in column A with the correct description in column B

Column A	Column B
a Organising	(i) Heunis constantly establishes whether the business is on a proper course towards the accomplishment of its goals
b Planning	(ii) Heunis directs the human resources of the business and motivates them
c Leading	(iii) Heunis determines the mission and goals of the business, including the ways in which the goals are to be reached in the long term
d. Control	(iv) Heunis allocates the human, financial and physical resources of the business to the relevant persons and defines the duties in order to reach the goals of the business

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

- 41 The _____ **management approach** focuses on the threats and opportunities in the environment, and evaluates its strengths and weaknesses in order to overcome the threats and exploit the opportunities
- 1 learning organisation
 - 2 strategic
 - 3 contingency
 - 4 re-engineering

PLANNING

Read the case study below and answer questions 42 and 43.

South African Breweries (SAB) was established in 1895 as Castle Breweries and has a long and colourful history. In 2006, SABMiller introduced a new apple ale, Sarta, and also expanded its range of Brutal Fruit variants. Other innovations included a new BonAqua water range, a lifestyle range, sparkling water and bottles featuring sports nozzles.

- 42 What specific **corporate strategy** did SABMiller use?
- 1 Product development strategy
 - 2 Joint venture
 - 3 Diversification strategy
 - 4 Horizontal integration strategy
- 43 SABMiller's long-term goal is to increase market share from 15% to 20%. In order for SABMiller to achieve this goal, sales will have to increase by 12% each financial year, and additional staff will have to be appointed. This is an example of _____ goals which are derived from _____ goals
- 1 operational; short- term
 - 2 operational; long term
 - 3 tactical, short term
 - 4 tactical; long term
- 44 A primary school has a one-time organisational goal to make the school a WiFi hot spot. This is part of a bigger set of plans to make the school technologically more advanced. This is an example of a _____
- 1 programme
 - 2 project
 - 3 policy
 - 4 standard procedure

- 45 Sandy needs to follow a particular process in order to get a refund for a conference she attended to broaden her skills on occupational safety. She needs to follow a series of precise steps in order to attain this goal. This is known as a _____
- 1 policy
 - 2 rule
 - 3 standard procedures
 - 4 budget
- 46 The most **obvious advantage** of the **management by objectives (MBO) approach** is that _____
- 1 only top level managers have a say in setting goals and are part of the decision-making process
 - 2 employees have a say in setting goals, which improves worker motivation
 - 3 only middle managers and top managers are involved in setting goals and lower managers do not have a say in setting goals
 - 4 consultants from outside the organisation set the goals of the organisation
- 47 In expanding its share of the retail and grocery market in South Africa the Shoprite group has embarked on a major campaign to acquire grocery retailers similar to itself. This has led to a marked increase in market share for the group. What kind of **long-term growth strategy** has been adopted by Shoprite?
- 1 Market development strategy
 - 2 Concentration growth strategy
 - 3 Horizontal integration strategy
 - 5 Diversification strategy

ORGANISING

- 48 **Formal authority** is distinguished by which of the following **characteristics**?
- a Formal authority is vested in people
 - b Formal authority is vested in organisational positions
 - c Formal authority flows down the vertical hierarchy of an organisation
 - d Positions at the top of the organisational hierarchy are vested with less formal authority than positions at the bottom
- 1 a b
 - 2 a c
 - 3 b c
 - 4 c d

- 49 **Organising** means _____
- 1 that direction is given to the organisation in the form of goals and plans
 - 2 that management has to develop mechanisms in order to implement the strategy or plan
 - 3 narrowing the gap between what was planned and the actual achievement of management, and ensuring all activities are carried out as they should be
 - 4 influencing employees to work willingly toward the achievement of organisational objectives
- 50 A large organisation such as Unisa has a tall organisational structure. In a tall organisational structure, managers are usually _____ utilised and there is _____ control over subordinates
- 1 over, excessive
 - 2 under, excessive
 - 3 over, moderate
 - 4 under; moderate
- 51 Thandie is a lecturer at Unisa. She requests advice from the legal advisor at Unisa regarding a student who wants to lay charges against her for discrimination. The legal advisor has _____ **authority**.
- 1 line
 - 2 staff
 - 3 functional
 - 4 strategic
- 52 What is a main **disadvantage** of using the **matrix organisational structure**?
- 1 Divided authority and a serious risk of soured relations between the project and functional executives.
 - 2 Managers in each section concentrate their attention almost exclusively on their products and tend to lose sight of the products of the rest of the business.
 - 3 Administrative costs increase because each section has to have its own functional specialists such as market researchers or financial experts
 - 4 It is a very basic type of departmentalisation and specialised knowledge of employees are not used to maximum effect
- 53 The more complex the business is, the _____ the **potential span of management** is.
- 1 broader
 - 2 narrower
 - 3 flatter
 - 4 more decentralised

- 54 Darren is the Human Resource manager at Computers 4U. As part of his duties he needs to establish how many technicians will report to each technical manager Darren is therefore establishing the _____
- 1 span of management
 - 2 chain of command
 - 3 line of authority
 - 4 coordinating activities
- 55 Arthur owns a small second-hand bookstore and would like to hire an assistant to help him with the management of the shop He determines that the new assistant will be responsible for assisting clients and answering the phone. To which one of the **building blocks** of organising does this refer?
- 1 Designing jobs
 - 2 Job enrichment
 - 3 Grouping jobs
 - 4 Reporting relationships

LEADING

- 56 Danny is the technical manager at a large computer engineering firm. He organised a meeting with one of the technicians as he knows that she could perform better Danny decided that he should put some pressure on her and told her that she could be demoted or even retrenched if she did not perform. Danny is exercising _____ power over the technician
- 1 legitimate
 - 2 coercive
 - 3 referent
 - 4 expert

Read the scenario below and answer question 57.

<i>Consultant</i>	<i>What is the least satisfying aspect of your work?</i>
<i>Thabo</i>	<i>Probably the fact that my sales team and I have targets to achieve but we are never sure that the target would be reached As sales reps we have to ensure that business comes in</i>

- 57 The sales team at NCX Pharmaceuticals is committed to bringing in sales and achieve set targets This is an example of a/an_____.
- 1 command group
 - 2 task group
 - 3 informal group
 - 4 work team

58 Which one of the following statements about **groups** is **correct**?

- 1 Group size does not affect the group's overall performance
- 2 Homogeneous groups tend to outperform heterogeneous groups over time.
- 3 Group composition can influence a group's performance
- 4 A weak relationship exists between performance norms and cohesiveness

59 "You can't be a good leader if you don't genuinely like people", which is how Sir Richard Branson defines a good leadership and management style. According to him, a good leader is self-confident and articulates the vision of the organisation. This is an example of Richard Branson's _____ leadership

- 1 charismatic
- 2 visionary
- 3 transactional
- 5 transformational

60 **Referent power** refers to a manager's _____.

- 1 ability to influence employees with something that is of value to them
- 2 expertise, knowledge and professional abilities
- 3 personal power or charisma
- 4 particular position in the organisation

61 Match the type of group in column A with the correct description in column B

Column A		Column B	
a	Interest groups	(i)	The marketing manager assigns a group of employees to work together in a group for a new marketing campaign
b	Command groups	(ii)	A group of employees starts a research group to investigate how often students use the online myUnisa tool
c.	Task groups	(iii)	A group of lecturers at UNISA decide to arrange a fun walk around campus to raise money for charity.
		(iv)	A group of employees at work start a coffee club, where they get together once a week for an hour social

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

62 _____ is the process leaders follow when communicating ideas, gaining acceptance of them, and inspiring followers to support and implement the ideas through change

- 1 The communication process
- 2 Planning
- 3 Influencing
- 4 Motivation

- 63 Mike, Joe and Tony work together at the furniture factory. Every Friday they get together to play Poker at Tony's house. This is an example of a _____ group.
- 1 friendship
 - 2 command
 - 3 task
 - 4 formal

CONTROL

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

Newspaper circulation is in decline and innovation is needed to address this global trend. *Zero Hora*, a newspaper based in Porto Alegre, Brazil, wants to create real perceptions of value. Delivery, billing and subscriptions are made flexible through innovative operations. They have implemented an effective call centre to diligently retain customers as it costs 15% more to gain a new customer than retain an existing one.

- 64 With the decline in newspaper circulation, *Zora Hero* decides to take action and implement an innovative operation in order to improve customer loyalty. Which **step in the control process** are they involved in?
- 1 Measure actual performance
 - 2 Evaluate deviations
 - 3 Take corrective action
 - 4 Establish standards
- 65 *Zero Hora* has decided that only important or exceptional disparities between real and planned achievements will be reported to top management. Less important deviations will be dealt with by subordinates. Which **principle** is applied here?
- 1 Control by exclusion
 - 2 Control by exception
 - 3 Management by objectives
 - 4 Management by exception
- 66 *Zero Hora* decides to implement a control instrument that can be applied in respect of labour turnover, absenteeism and the composition of the labour force. Which **control instrument** will they make use of?
- 1 Specific ratio analysis
 - 2 Performance measurement
 - 3 Total quality management
 - 4 Time projections and projects

- 67 Which **type of budget** will *Zero Hora* need to implement when focusing on aspects of the organisation that are not expressed in financial terms?
- 1 Capital budget
 - 2 Contract budget
 - 3 Production budgets in units
 - 4 Sales budgets
- 68 Which **inventory control system** estimates the demand for raw materials and the components necessary to create a finished product?
- 1 Economic ordering quantity (EOQ)
 - 2 Materials requirement planning (MRP)
 - 3 Just-in-time
 - 4 Total quality management (TQM)
- 69 Which one of the following can be used to control both **labour turnover and absenteeism**?
- 1 Specific ratio analyses
 - 2 Performance appraisals
 - 3 Performance measures
 - 4 Labour analyses
- 70 For a control system to be effective it should be designed in such a way that it provides an objective picture of the situation and errors and deviations should not be concealed in the data. Which **characteristic of a control system** is being described here?
- 1 Integration
 - 2 Accuracy
 - 3 Flexibility
 - 4 Simplicity

ROUGH WORK

ROUGH WORK

ROUGH WORK

ROUGH WORK

PART 1 (GENERAL/ALGEMEEN) DEEL 1

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INITIALS AND SURNAME
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EXAMINATION CENTRE (E.G. PRETORIA)
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PART 2 (ANSWERS/ANTWOORDE) DEEL 2

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15	1) 2) 3) 4) 5)	50	1) 2) 3) 4) 5)	85	1) 2) 3) 4) 5)	120	1) 2) 3) 4) 5)
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17	1) 2) 3) 4) 5)	52	1) 2) 3) 4) 5)	87	1) 2) 3) 4) 5)	122	1) 2) 3) 4) 5)
18	1) 2) 3) 4) 5)	53	1) 2) 3) 4) 5)	88	1) 2) 3) 4) 5)	123	1) 2) 3) 4) 5)
19	1) 2) 3) 4) 5)	54	1) 2) 3) 4) 5)	89	1) 2) 3) 4) 5)	124	1) 2) 3) 4) 5)
20	1) 2) 3) 4) 5)	55	1) 2) 3) 4) 5)	90	1) 2) 3) 4) 5)	125	1) 2) 3) 4) 5)
21	1) 2) 3) 4) 5)	56	1) 2) 3) 4) 5)	91	1) 2) 3) 4) 5)	126	1) 2) 3) 4) 5)
22	1) 2) 3) 4) 5)	57	1) 2) 3) 4) 5)	92	1) 2) 3) 4) 5)	127	1) 2) 3) 4) 5)
23	1) 2) 3) 4) 5)	58	1) 2) 3) 4) 5)	93	1) 2) 3) 4) 5)	128	1) 2) 3) 4) 5)
24	1) 2) 3) 4) 5)	59	1) 2) 3) 4) 5)	94	1) 2) 3) 4) 5)	129	1) 2) 3) 4) 5)
25	1) 2) 3) 4) 5)	60	1) 2) 3) 4) 5)	95	1) 2) 3) 4) 5)	130	1) 2) 3) 4) 5)
26	1) 2) 3) 4) 5)	61	1) 2) 3) 4) 5)	96	1) 2) 3) 4) 5)	131	1) 2) 3) 4) 5)
27	1) 2) 3) 4) 5)	62	1) 2) 3) 4) 5)	97	1) 2) 3) 4) 5)	132	1) 2) 3) 4) 5)
28	1) 2) 3) 4) 5)	63	1) 2) 3) 4) 5)	98	1) 2) 3) 4) 5)	133	1) 2) 3) 4) 5)
29	1) 2) 3) 4) 5)	64	1) 2) 3) 4) 5)	99	1) 2) 3) 4) 5)	134	1) 2) 3) 4) 5)
30	1) 2) 3) 4) 5)	65	1) 2) 3) 4) 5)	100	1) 2) 3) 4) 5)	135	1) 2) 3) 4) 5)
31	1) 2) 3) 4) 5)	66	1) 2) 3) 4) 5)	101	1) 2) 3) 4) 5)	136	1) 2) 3) 4) 5)
32	1) 2) 3) 4) 5)	67	1) 2) 3) 4) 5)	102	1) 2) 3) 4) 5)	137	1) 2) 3) 4) 5)
33	1) 2) 3) 4) 5)	68	1) 2) 3) 4) 5)	103	1) 2) 3) 4) 5)	138	1) 2) 3) 4) 5)
34	1) 2) 3) 4) 5)	69	1) 2) 3) 4) 5)	104	1) 2) 3) 4) 5)	139	1) 2) 3) 4) 5)
35	1) 2) 3) 4) 5)	70	1) 2) 3) 4) 5)	105	1) 2) 3) 4) 5)	140	1) 2) 3) 4) 5)

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