



EXAMINATIONS COUNCIL OF ESWATINI
Eswatini Prevocational Certificate of Secondary Education

CANDIDATE
NAME

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CENTRE
NUMBER

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CANDIDATE
NUMBER

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ENTREPRENEURSHIP

5923/02

Paper 2

October/November 2024

2 hours

Candidates answer on the Question Paper.
No additional materials required.

READ THESE INSTRUCTIONS FIRST

Write your name, Centre number and candidate number in the spaces provided.

Write in **blue** or **black** pen.

Do **not** use staples, paper clips, highlighters, glue or correction fluid.

This paper consists of two sections (Section A and B): **Section A** will consist of short constructed responses worth 40 marks. **Section B** will consist of extended constructed responses worth 60 marks.

Answer **all** questions.

You may use a **calculator**.

The businesses described in this question paper are entirely fictitious.

The number of marks is given in brackets [] at the end of each question or part question.

For Examiner's Use	
1	
2	
3	
4	
5	
Total	

This document consists of **13** printed pages and **3** blank pages.

Mndobandoba Close Corporation (CC)

Introduction

A group of students who have completed their high school education formed a close corporation. The name of the enterprise is Mndobandoba Close Corporation (CC). The corporation supplies sugar cane harvesting personnel and sells harvesting equipment. The corporation's offices are located at Mndobandoba, a Swazi nation land. A consultant company was hired to draw a business plan. The corporation won a tender to supply Blue Sugar Company Ltd with harvesting personnel. There are other enterprises that are offering similar services to those offered by the corporation. Mndobandoba Close Corporation (CC) employed 20 local people on a full-time basis.



Management operations

The enterprise's intention is to provide superior service to its customers and has also set a target to harvest ten hectares per day. The management decided to buy a truck to transport the workers to the sugar cane fields. They also decided to hire a specialist salesperson and expanded the enterprise by selling harvesting equipment to other enterprises. The harvesting equipment is bought directly from manufacturers and it is branded with the name of the corporation.

Market strategies

The corporation invested a lot of money in the marketing department to conduct market research. The corporation used an observation method. The management employed different ways of informing customers about their products. The enterprise also used psychological pricing on their products.

Appendix 1

Local newspaper article (extract)

Eswatini has a mission to promote Small and Medium Enterprises (SME's) so that the country could become one of the most successful countries in terms of entrepreneurship.

The Government of Eswatini through the Ministry of Natural Resources is investigating Blue Sugar Company Ltd for failing to observe the act that governs the utilisation of natural resources in the country.

SECTION A

Answer **all** questions.

You may use the case study and your knowledge of enterprise where appropriate to answer the following questions.

- 1 (a)** Explain the term 'close corporation'.

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 [2]

- (b)** Explain **two** ways this close corporation may benefit the community.

Way 1

Explanation

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Way 2

Explanation

.....
 [4]

- (c) Analyse **two** internal environmental factors that could help Mndobandoba Close Corporation (CC) to be successful.

Factor 1

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Analysis

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Factor 2

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Analysis

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..... [6]

(d) Analyse **two** ways in which marketing could benefit the corporation.

Way 1

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Way 2

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..... [8]

- 2 (a) State **two** countries that have been successful in entrepreneurship.

Country 1

Country 2 [2]

- (b) Explain **two** ways that using a psychological pricing strategy may benefit the corporation.

Way 1

Explanation

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Way 2

Explanation

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..... [4]

- (c) Analyse **two** ways the corporation will use the business plan.

Way 1

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Way 2

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- (d) Analyse **two** reasons why acts that govern the utilisation of natural resources in Eswatini are needed?

Reason 1

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Reason 2

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..... [8]

SECTION B

Answer **all** questions.

- 3 (a)** Analyse **two** ways the selling of branded goods could benefit the corporation.

Way 1

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Way 2

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- [12]

4 (a) Analyse **two** ways of improving customer care and satisfaction.

Way 1

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Way 2

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..... [8]

(b) Justify, using the costs and benefits, if observation was the correct method of research for the corporation to use.

[12]

[8]

(b) Justify, using costs and benefits, if buying the equipment directly from the manufacturer was the best decision for the corporation.

..... [12]

