



**higher education  
& training**

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Department:  
Higher Education and Training  
**REPUBLIC OF SOUTH AFRICA**

**NATIONAL CERTIFICATE**  
**ENTREPRENEURSHIP AND BUSINESS**  
**MANAGEMENT N6**  
(First Paper)

(4090336)

**26 November 2019 (X-Paper)**  
**09:00–09:30**

**CLOSED-BOOK EXAMINATION**

**This question paper consists of 4 pages and an answer sheet of 4 pages.**

**DEPARTMENT OF HIGHER EDUCATION AND TRAINING**  
**REPUBLIC OF SOUTH AFRICA**  
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ENTREPRENEURSHIP AND BUSINESS MANAGEMENT N6  
(First Paper)  
TIME: 30 MINUTES  
MARKS: 50

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**INSTRUCTIONS AND INFORMATION**

1. Answer ALL the questions on the ANSWER SHEET (attached).
  2. Read ALL the questions carefully.
  3. Number the answers according to the numbering system used in this question paper.
  4. Write neatly and legibly.
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**SECTION A****QUESTION 1**

- 1.1 You may be thinking of starting a new business and wondering if you have the entrepreneurial skills to do so. Certainly, entrepreneurs have specific attributes that other people, who are not entrepreneurs, often do not have.
- Name FOUR of these entrepreneurial skills by writing the answer next to the question number (1.1.1–1.1.4) on the ANSWER SHEET (attached). (4 × 2) (8)
- 1.2 Define what each of the following entrepreneurs do by writing the answer next to the question number (1.2.1–1.2.6) on the ANSWER SHEET (attached):
- 1.2.1 Hustlerpreneur
- 1.2.2 Dealerpreneur
- 1.2.3 Jack-of-all preneur
- 1.2.4 Travelpreneur
- 1.2.5 Geekpreneur
- 1.2.6 Incubatorpreneur (6 × 2) (12)
- 1.3 List TWO advantages and TWO disadvantages of using a differentiation strategy on the ANSWER SHEET (attached). (4 × 2) (8)
- 1.4 When would a business be forced to consider the need for change? Write the answer next to the question number (1.4.1–1.4.4) on the ANSWER SHEET (attached). (4 × 2) (8)
- 1.5 Define each of the following terms by writing the answer next to the question number (1.5.1–1.5.2) on the ANSWER SHEET (attached):
- 1.5.1 Consultancy (2)
- 1.5.2 Merger (2)

- 1.6 Choose a component of a mission statement from COLUMN B that matches a description in COLUMN A. Write only the letter (A–E) next to the question number (1.6.1–1.6.5) on the ANSWER SHEET (attached).

COLUMN A		COLUMN B	
1.6.1	Our mission is to be our customers' favourite place at which to eat and drink 	A	concern for public image
		B	products and services
1.6.2	To offer a great workplace for our employees	C	philosophy
		D	markets
1.6.3	To have a strong, positive presence in the community	E	 employees
1.6.4	To deliver the quality, service, cleanliness and value that our customers have come to expect from us		
1.6.5	Symbol that can be trusted around the world		

(5 × 2)

(10)  
[50]**TOTAL SECTION A: 50**

## ANSWER SHEET

EXAMINATION NUMBER:

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### SECTION A

#### QUESTION 1



1.1      1.1.1      \_\_\_\_\_

\_\_\_\_\_



1.1.2      \_\_\_\_\_

\_\_\_\_\_

1.1.3      \_\_\_\_\_

\_\_\_\_\_

1.1.4      \_\_\_\_\_

\_\_\_\_\_

(4 × 2)      (8)



1.2      1.2.1      Hustlerpreneur:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

1.2.2      Dealerpreneur:



\_\_\_\_\_

\_\_\_\_\_

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**EXAMINATION NUMBER:**

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1.2.3 Jack-of-all preneur:

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1.2.4 Travelpreneur:



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1.2.5 Geekpreneur:

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1.2.6 Incubatorpreneur:

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(6 × 2)

(12)



EXAMINATION NUMBER:

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1.3 Advantages:

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Disadvantages:

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(2 × 2) (4)

1.4 1.4.1

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1.4.2

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1.4.3

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1.4.4

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(4 × 2) (8)

1.5 1.5.1 Consultancy:

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1.5.2 Merger:

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(2 × 2) (4)



- 1.6
  - 1.6.1
  - 1.6.2
  - 1.6.3
  - 1.6.4
  - 1.6.5



(5 × 2) (10)  
[50]

**TOTAL SECTION A: 50**