

HOËRSKOOL JOHAN JURGENS
GRADE 11 BUSINESS STUDIES



TERM 1 CYCLE TEST

TOTAL: 100 MARKS

4 MARCH 2026

TIME: 1.5 HOURS

EXAMINER: L. KRIEK

MODERATOR: K. POTGIETER

INSTRUCTIONS AND INFORMATION

Read the following instructions carefully before answering the questions:

1. This question paper consists of THREE sections:

SECTION A: COMPULSORY

SECTION B: Consists of THREE questions. Answer any TWO questions.

SECTION C: Consists of TWO questions. Answer ONE question.

2. Read the instructions for each question carefully and take note of what is required.
3. Number the answers correctly according to the numbering system used in this question paper – no marks will be awarded for answers that are numbered incorrectly.
4. Start each question on a NEW page.
5. Except where other instructions are given, answers must be in full sentences.
6. Write neatly and legibly!

SECTION A (COMPULSORY)

QUESTION 1

1.1 Various options are provided as possible answers to the following questions. Choose the correct answer and write ONLY the letter (A - D) next to the question number, for example 1.1.6 B

1.1.1 Businesses that experience low levels of productivity due to high employee absenteeism, is affected by the ... environment:

- A external
- B market
- C macro
- D micro

1.1.2 This is the granting of small loans to people who cannot obtain credit from commercial banks:

- A Micro lending
- B Market lending
- C Macro lending
- D Bank loan

1.1.3 It involves acquiring public support for issues such as children or animal rights:

- A Networking
- B Power relations
- C Lobbying
- D Social responsibility

1.1.4 Employees report for duty as normal but deliberately work at a slower pace:

- A Strike
- B Industrial action
- C Protest
- D Go-slow

1.1.5 This environment includes all those factors that influence financial matters such as interest rates, inflation rates etc.:

- A Social Environment
- B Economic Environment
- C Legal Environment
- D Natural Environment

(5 x 2) (10)

1.2 Complete the following sentences by using the word(s) in the list below. Write ONLY the word(s) next to the question number, for example 1.2.6) ombudsman.

go-slow; mission statement; psychographics; social factors;
vision; strike; demographics; political factors; competition

- 1.2.1 When there is no ... the business will lack focus and direction.
- 1.2.2 Employees of TDK decided to embark on a legal ... to avoid losing their salaries.
- 1.2.3 ... refers to customers' lifestyles and behaviour.
- 1.2.4 ... factors such as low-income levels of consumers and unemployment, are not in control of the macro environment.
- 1.2.5 Increased ... forces businesses to decrease their prices and so their profit margins decrease.

(5 x 2) (10)

TOTAL SECTION A: 20

SECTION B

Answer ANY TWO questions in this section.

NOTE: Clearly indicate the QUESTION NUMBER of each question that you choose.
The answer to EACH question must start on a NEW page, e.g. QUESTION 2 on a NEW page, QUESTION 3 on a NEW page etc.

QUESTION 2

2.1 List any THREE components of the micro-environment. (3)

2.2 Read the scenario below and answer the questions that follow:

CRAZY CLOTHING CREATIONS (CCC)

CCC has employees who have a negative attitude towards new employees. They struggle a lot with their supplier to deliver their raw materials on time. The government has increased import tariffs, making it difficult to import fabric from China.

Use the table below to answer the following questions:

2.2.1 Quote THREE challenges faced by CCC from the scenario above. (3)

2.2.2 Classify EACH challenge according to the THREE business environments. (3)

2.2.3 State the extent of control CCC has over each business environment mentioned in QUESTION 2.2.2. (3)

CHALLENGES (2.2.1)	BUSINESS ENVIRONMENT (2.2.2)	EXTENT OF CONTROL (2.2.3)
1.		
2.		
3.		

2.3 Discuss ways in which businesses can overcome competition in the market environment. (4)

2.4 Explain benefits of businesses that are involved in the macro environment. (4)

[20]

QUESTION 3

3.1 State any THREE components of the market environment. (3)

3.2 Read the scenario below and answer the questions that follow:

ELDWIN FURNISHERS (EF)

Eldwin Furnishers has joined together with OK Furnishers to start a new company. Together they have bought some shares from Lewis Furnishers to have controlling interests. Later on, they bought another company at an agreed price.

3.2.1 Identify the THREE concepts that were used by EF to adapt to challenges of the business environments. Motivate your answer by quoting from the scenario. (9)

Use the table below to answer QUESTION 3.2.1:

CONCEPTS USED BY EF	MOTIVATIONS
1.	
2.	
3.	

3.3 Discuss projects that businesses can undertake as part of social responsibility. (4)

3.4 Explain the advantages of networking. (4)

[20]

QUESTION 4

4.1 Outline reasons why businesses have full control over the micro-environment. (4)

4.2 Explain the following ways in which businesses can adapt to challenges of the business environment:

4.2.1 Information management

4.2.2 Strategic responses (4)

4.3 State the benefits of CSI/social responsibility projects for businesses. (6)

4.4 Discuss any TWO challenges of the market environment.

(6)

[20]

TOTAL SECTION B: 40

SECTION C

Answer ANY ONE question in this section.

QUESTION 5

The business environments pose many challenges on businesses and their operations. Businesses need to be able to adapt to these changes, to stay ahead of their competitors.

Write an essay on business environments on the following aspects:

- Outline the reasons why businesses have limited control over the *market environment*.
- Describe any FOUR challenges of the *micro-environment*.
- Explain any THREE contemporary legislation that may affect business operations.
- Recommend ways how businesses can be involved in the *macro-environment*.

[40]

QUESTION 6

Businesses lobby their regulator or supervisory body to try influence prices, policies, regulations and other decisions made by the regulator or the supervisory body. Businesses also need to network with entrepreneurs so that they can meet new people and build alliance with others. The power that the business has on the environment determines the status it holds within its industry.

Write an essay on the following aspects:

- Outline the meaning of networking.
- Explain examples of networking.
- Discuss any TWO types of lobbying.
- Suggest ways how businesses can form power relations.

[40]

TOTAL SECTION C: 40

GRAND TOTAL: 100