

Candidate Name

Centre Number

Candidate Number

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**ZIMBABWE SCHOOL EXAMINATIONS COUNCIL**  
**General Certificate of Education Ordinary Level**

**BUSINESS ENTERPRISE SKILLS**  
**PAPER 2 Case Study**

**4048/02**

**SPECIMEN PAPER**

**2 hours 15 minutes**

Candidates answer on the question paper

**Allow candidates 5 minutes to count pages before the examination.**

**TIME** 2 hours 15 minutes

**INSTRUCTIONS TO CANDIDATES**

Write your name, centre number and candidate number in the spaces at the top of this page.  
 Write your centre and candidate number on the top right-hand corner of every page of this paper.  
 Check that all the pages are in the booklet and ask the invigilator for a replacement if there are duplicate or missing pages.

**Section A**

Answer **all** questions.

**Section B**

Answer **three** questions.

**INFORMATION FOR CANDIDATES**

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

You are advised to spend no longer than 45 minutes on **Section A** and **1 hour 15 minutes** on **Section B**.

<b>FOR EXAMINER'S USE</b>	
Section A	
Section B	
<b>TOTAL</b>	

**This specimen paper consists of 6 printed pages and 2 blank pages.**

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**SECTION A** [40 marks]

Answer **all** questions.

1. Read the passage and answer **all** questions that follow:

**Daisy's Food Dishes**

After undertaking studies in Business Enterprise Skills, Daisy found herself jobless. She decided to start her own enterprise as a sole proprietor. She did this with passion so as to become a successful enterpriser. She knew that restaurants selling traditional food were very popular and she was an excellent cook for modern foods.

Daisy decided to start cooking Thai food dishes and selling them to local people for dinner parties. She used her own kitchen to prepare the food and advertised in the local newspaper.

Customers would ask her to cook a particular dish of their choice. She became very popular for providing quality foods and received more orders for dinner parties than she could cope with.

Daisy decided to rent larger premises in which she could put large cookers. This required employing additional workers. However, she was giving little attention to the welfare of the existing employees such that some resigned.

After two years of renting the premises, Daisy decided to buy the premises. She invested in automated machinery to cook the food and her premises were connected to the internet for online orders.

- (a) Define the following terms:

- (i) Sole proprietor,

\_\_\_\_\_  
\_\_\_\_\_ [2]

- (ii) Quality.

\_\_\_\_\_  
\_\_\_\_\_ [2]

(b) (i) List any **three** stakeholders in Daisy's Food Dishes.

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[3]

(ii) Explain any **two** drivers towards enterprising.

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[4]

(c) Outline any **five** characteristics of a successful enterpriser.

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[5]

(d) State any **four** advertising media that can be used by Daisy in her business.

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[4]

(e) Explain any **two** causes of poor motivation in an organisation.

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[4]

(f) Explain any **three** types of resources required in an enterprise.

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[6]



**SECTION B [60 MARKS]**

Answer any **three** questions from this section.

- 2** (a) Explain the benefits of enterprising. [8]
- (b) Assess the extent to which the Zimbabwean government has enabled the survival of Small to Medium Enterprises (SMEs). [12]
- 3** (a) Describe any **four** objectives which can be set by an enterprise. [8]
- (b) Evaluate the importance of business ethics. [12]
- 4** (a) Outline the factors that a firm might consider when choosing a source of finance. [8]
- (b) Evaluate any **two** long term sources of finance. [12]
- 5** Evaluate the importance of market research to an entrepreneur. [20]
- 6** (a) Giving relevant examples, explain the stages of production. [8]
- (b) Discuss factors that can lead to relocation of a business. [12]
- 7** (a) Explain the benefits to an entrepreneur of entering a foreign market. [8]
- (b) Evaluate any **two** electronic methods of communication. [12]

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