



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

GEC PILOT STUDY PAPER 2 MARKING GUIDELINE 2022 ECONOMIC AND MANAGEMENT SCIENCES: ENGLISH GRADE 9

SECTION A

- One mark per answer.
- There are no half marks.
- Tick (✓) only the correct answer and underline the incorrect one.
- No marks should be credited for multiple answers. Underline them all.
- If there is no answer indicated, skip the question.

No.	Expected answer		
1.	A	Keeping records	✓
2.	A	Keep sufficient stock	✓
3.	D	To increase sales	✓
4.	B	Keep financial records	✓
5.	A	Grant staff leave	✓
6.	C	Mass production	✓
7.	D	Controlling resources	✓
8.	B	Price	✓
9.	C	A detailed plan of action that sets out the nature and strategy of an enterprise.	✓
10.	A	Its uniqueness and beneficiary to the customer.	✓
11.	A	Simple, memorable, timeless, useful and appropriate.	✓
12.	B	Create a plan to meet company goals and objectives.	✓
13.	D	R2 500	✓
14.	B	(i) (ii) (iv)	✓
15.	A	R350	✓
16.	C	Selling price	✓
17.	D	Keeping documents in a safe place, being able to find them easily and quickly.	✓
18.	A	Quality, location, cost and reliability	✓
19.	B	Publicity	✓
20.	A	A plan to reach and persuade a customer to buy a product.	✓
21.	B	Advertising	✓
22.	C	Through training of employees in new technologies.	✓
23.	A	Poor planning and management	✓
24.	D	Organising	✓
25.	B	Staff would be trained and developed	✓
26.	A	Financial issues, market demand dries up and existing competition	✓
27.	D	Excellent customer service	✓
28.	A	Lack of relevant skills	✓

No.	Expected answer		
29.	B	Opportunity	✓
30.	D	Charge a delivery fee to customers	✓
31.	D	Buy more land and a delivery van.	✓
32.	D	Commission for Conciliation Mediation and Arbitration	✓
33.	B	The action workers take against their employers	✓
34.	C	Annual leave	✓
35.	B	It prevents employees from going on strikes.	✓
36.	C	The process in which employees through their unions negotiate contracts and conditions of service.	✓
37.	A	Fair wages for all public servants.	✓
38.	D	A committee of employees who meet with employers on regular basis for consultation at a workplace.	✓
39.	A	120 workers, apply to CCMA and committee elected by workers	✓
40.	A	SADTU, NUM and SAMWU	✓
41.	D	It resolves conflict between the employer and employee.	✓
42.	C	Acting against employee's misconduct.	✓
43.	C	The employer levels the charges against the employee.	✓
44.	D	Trade unions and their members hold a legal strike.	✓
45.	D	It causes decrease in productivity and a reduction in profit.	✓
46.	A	The level of income; goods and services available to a person.	✓
47.	B	Working hours, leave conditions and remuneration	✓
48.	A	Involves job creation and skill development.	✓
49.	C	Treats all employees fairly.	✓
50.	D	By improving both the standard of living and quality of life.	✓
51.	D	The increase of all goods and services produced within the country within a certain period.	✓
52.	B	To improve productivity as well as prospects for promotion.	✓
53.	A	To be involved in policy discussions and developments on job creation.	✓
54.	B	Maintain and improve workers' wages through bargaining with employers.	✓
55.	D	Employers provide protective clothing, compensation for injured workers and HIV/AIDS policy in place.	✓
56.	A	3 hours overtime.	✓
57.	D	The employees are working 9 hours a week.	
58.	B	Labour Relations Act	✓
59.	B	Payment for overtime, granting of leave and prescribed working hours.	
60.	C	It reduces injury costs and absenteeism.	✓

SECTION B

- Do not penalise the learner for the same mistake twice.
- There are no half marks.
- Underline errors committed by learners do not place a cross (X).

No.	Expected answer			Mark
61.	TOP LEVEL	MIDDLE LEVEL	LOWER LEVEL	6
	B✓	A✓	C✓	
	D✓	F✓	E✓	
62.	<u>Strength</u> John is a skilled/ trained bricklayer✓ Informal experience gained while hustling ✓ Problem solving skill ✓ Perseverance to make a business work ✓		1 mark per point. Accept any two relevant answers.	2
63.	<u>Threat</u> Covid-19 ✓ Monkey pox/ new disease✓			2
64.	<u>Fixed Costs</u> Selling price –variable costs ✓ $= \frac{1800}{(52.90 - 20)} \text{ OR } 32.90$ = 55			5