

Course Code: IDE-BAE 411 1&2 (M) 2007

UNIVERSITY OF SWAZILAND
INSTITUTE OF DISTANCE EDUCATION
BACHELOR OF EDUCATION (ADULT EDUCATION) YEAR V
FINAL EXAMINATION PAPER, MAY 2007

TITLE OF PAPER : SMALL SCALE BUSINESS MANAGEMENT

COURSE CODE : IDE-BAE 411-1&2

TIME ALLOWED : THREE (3) HOURS

**INSTRUCTION : ANSWER ALL QUESTIONS IN SECTION A
AND THREE (3) QUESTIONS IN SECTION B.**

**THIS PAPER IS NOT TO BE OPENED UNTIL PERMISSION HAS BEEN GIVEN BY
THE INVIGILATOR**

SECTION A

QUESTION 1

Using the Committee for Economic Development (cited in Young, 1977), identify and describe four (4) main qualitative features of a small business. [4 x 5 = 20 marks]

SECTION B

QUESTION 2

- (a) Explain what you understand by 'business plan'. [5 marks]
- (b) Identify and describe any five (5) elements of a business plan. [5 x 3 = 15 marks]

QUESTION 3

"With specific reference to business, not all agreements are contracts but all contracts are agreements". Explain this statement. [2 x 10 = 20 marks]

QUESTION 4

Compare and contrast a cash budget and income statement. [2 x 10 = 20 marks]

QUESTION 5

- (a) Explain what you understand by 'merchandise'. [5 marks]
- (b) Identify and describe three (3) categories of merchandise in small business. [3 x 5 = 15 marks]

QUESTION 6

Hiring personnel can present challenges for the small business entrepreneur.

Identify and explain two (2) such challenges, giving examples to illustrate your answer. [2 x 10 = 20 marks]