

UNIVERSITY OF SWAZILAND

INSTITUTE OF DISTANCE EDUCATION

BACHELOR OF EDUCATION (ADULT EDUCATION) YEAR 5

MAIN EXAMINATION, MAY 2015

TITLE: SMALL SCALE BUSINESS MANAGEMENT

COURSE CODE: IDE-BAE527

TIME ALLOWED: THREE (3) HOURS

INSTRUCTIONS:

- 1. ANSWER FOUR QUESTIONS, TWO (2) QUESTIONS FROM EACH SECTION**
- 2. THE USE OF GOOD ENGLISH AND PROPER LANGUAGE WILL BE REWARDED**

THIS PAPER MUST REMAIN CLOSED UNTIL PERMISSION TO OPEN IT IS GRANTED BY THE CHIEF INVIGILATOR

SECTION A

QUESTION 1

Write short descriptions of the following terms; use examples to demonstrate your understanding:

- a) Financial statements
- b) Owners' equity
- c) Net profit
- d) Non-current liabilities
- e) Current assets

(5 x 5 = 25 marks)

QUESTION 2

- a) Calculate the gross / net profit of the following businesses

	Cost of goods purchased £	Sales £	Gross profit/ (gross loss) £
A	9,820	10,676	
B	7,530	14,307	
C	10,500	19,370	
D	9,580	9,350	
E	8,760	17,200	

12 ½ marks

- b) Using the answers obtained in (a) above, complete the FOLLOWING table

	Other revenues £	Expenses £	Net profit / (Net loss) £
A	-	2,622	
B	4,280	2,800	
C	500	2,500	
D	-	1,780	
E	3,260	2,440	

12 ½ marks

Total: 25 marks)

QUESTION 3

Outline and discuss at least five (5) leadership roles that a manager of a small scale business can play.

(25 marks)

SECTION B

QUESTION 4

Most of businesses owned by women in Swaziland are not performing as well as those businesses owned by men. Discuss highlighting the possible causes for this discrepancy.

25 marks

QUESTION 5

- a) What do you understand by the term "*business expansion*"? **(3 marks)**
- b) With the aid of examples, discuss at least five factors that a business owner must consider when contemplating business expansion. **(20 marks)**
- c) List at least two (2) ways in which a business can grow **(2 marks)**

QUESTION 6

- a) What is a contract **(2 marks)**
- b) List and discuss the elements of a valid contract **(21 marks)**
- c) List at least 2 types of contracts that you know **(2 marks)**

Total: 25 marks

End of question paper