

**UNIVERSITY OF E-SWATINI**

**INSTITUTE OF DISTANCE EDUCATION**

**B. ED. (ADULT EDUCATION) YEAR V**

**FINAL EXAMINATION, NOV/DEC., 2018**

**COURSE CODE: BAE 524**

**PAPER TITLE: SMALL-SCALE BUSINESS MANAGEMENT I**

**WEIGHT: 100 MARKS**

**TIME ALLOWED: THREE (3) HOURS**

**INSTRUCTIONS: ANSWER ALL QUESTIONS IN SECTION A AND TWO (2)  
QUESTIONS IN SECTION B**

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TO DO SO**

## Section A

### Question 1

Identify and discuss the role of small-scale business in the Swazi economy. Discuss four (4) such roles, giving relevant examples to illustrate your answer [4 x 10 = 40 marks]

## Section B

### Question 1

Small business, like all businesses, requires finance to operate. Identify and discuss two (2) internal sources of financing a business idea and two (2) external sources of financing a business idea and/or strategy [4 x 7.5 = 30 marks]

### Question 2

Explain three (3) factors that influence business location in this country or a country of your choice [3 x 10 = 30 marks]

### Question 3

(a) The manner in which a small business has laid out its wares has a bearing on the extent to which it will realise sales. Define lay-out in small-scale business management [6 marks]

(b) Discuss three (3) types of business lay-out, indicating which one you would recommend and why [3 x 8 = 24 marks]

[Total marks = 30]

### Question 4

(a) Define, in your words, 'merchandising' in small-scale business management [6 marks]

(b) Discuss the main categories learned in this (BAE 524) course under which merchandise falls [3 x 8 = 24 marks]

[Total marks = 30]

**End of Question Paper**