

**GRADE**  
**9+**

## **Extended Programme**

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**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 1**  
**40 Minutes**

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**Read these instructions first**

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- The total mark for this paper is 40 marks.

**Name of student :** .....



**SECTION A**

**Question 1 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** A sole trader is owned and controlled by?

- A A group of people
- B One person only
- C Partners
- D Shareholders

1. A ..... is a business organisation where each member contributes to the capital by buying shares.

- A government
- B cooperative
- C tax
- D sole-trader

2. The role of the ..... is to set up the enterprise and invest capital.

- A owner
- B money
- C risk
- D franchise

3. One of the uses of a business plan is to .....

- A make mistakes
- B increase risks of failure
- C apply for a bank loan
- D make losses



4. A demand curve shows the link between the quantity demanded and .....

- A supply
- B equilibrium output
- C the price of the product
- D the scale of production

5. Which of the following is a function of money?

- A scarce
- B medium of exchange
- C uniform
- D portable



**Question 2 [5 marks]**

State whether the following are 'True' or 'False'.

		True/False
<b>Example:</b> Consumers look for quality products at an affordable price.		True
1.	Companies raise capital by selling shares to shareholders.	
2.	Leading is to ensure that tasks are being done according to the expectations of the entrepreneur.	
3.	External communication takes place inside the business.	
4.	People can buy only clothing on e-bay.	
5.	Money is limited in supply.	

**Question 3 [5 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

entrepreneur	seller	buyer	goods
stakeholders	identifying	financial	

**Example:** People, groups or organisations that take interest in activities and decisions taken by a business are known as stakeholders.

- a) A business organisation is an enterprise which provides ..... and services to buyers.
- b) An ..... is an individual who sets up an enterprise by taking risks and who aims at making profits.
- c) Marketing is the process of ..... the needs of customers and attempting to satisfy them, with the idea of making profit.
- d) A ..... is someone who offers products for sale.
- e) A bank is an institution which provides ..... services.

**Question 4 [6 marks]**

**Match each term to its definition/ description. Write your answers in the table below. The first one has been done for you.**

	<b>Terms</b>		<b>Definitions/Descriptions</b>
<b>1</b>	Buyer	<b>A</b>	Employing workers to perform tasks in the enterprise
<b>2</b>	Franchise	<b>B</b>	Is the direct exchange of products without using money.
<b>3</b>	Staffing	<b>C</b>	One who purchases goods and services
<b>4</b>	Written communication	<b>D</b>	Is the process of collecting and analyzing data about customers and the market
<b>5</b>	Saving	<b>E</b>	Is an enterprise that buys a license from a franchisor to sell its products or services
<b>6</b>	Barter system	<b>F</b>	Money kept for future use
<b>7</b>	Market research	<b>G</b>	The exchange of information using written words

<b>Term</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>
<b>Definition</b>	<b>C</b>						

**Question 5 [5 marks]**

**The government regulates and monitors the activities of businesses, thus all companies need to be registered with the Registrar of Companies before starting their operations. Businesses usually seek financial assistance from commercial banks.**

a) State **two** documents needed to register a company. [2 marks]

Document 1: .....

Document 2: .....

b) Explain **two** objectives of the government? [2 marks]

Role 1: .....

Role 2: .....

b) State **two** functions of commercial banks. [2 marks]

Function 1: .....

Function 2: .....

**SECTION B**

**Question 6 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** The double entry system affects .....

- A one account
- B three accounts
- C five accounts
- D two accounts

1. Business transactions can be in form of .....

- A Cash
- B Credit
- C Bank
- D Cash, Bank and credit

2. Which of the following is a cash transaction?

- A Start business with cheque Rs30 000
- B Purchase goods with cash Rs2000
- C Sold goods to Sam Rs3000
- D Paid electricity by cheque Rs250

3. A trial balance is usually prepared at .....

- A the beginning of each year
- B the end of each month
- C the end of each week
- D the middle of each month

4. Stationary fee is .....

- A a liability
- B an income
- C an asset
- D an expense

5. Gross profit = .....

A	Revenue + Cost of sales
B	Expenses - Revenue
C	Revenue - Cost of sales
D	Cost of sales - Revenue

**Question 7 [3 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

bank	balance	ledger	debit	credit
------	---------	--------	-------	--------

**Example:** All transactions that are done through the bank should be recorded in one same bank account.

- a) Transactions are recorded using the .....
- b) ..... transaction is paid at a later date.
- c) A trial balance should always .....

**Question 8 [6 marks]**

For each of the transactions below, state their accounts. You have to choose from the given list. The first one has been done for you.

Wages Account

Electricity Account

Sales/ Revenue Account

Purchases Account

Advertising Account

Bank Account

Capital Account

Transaction		Account
	1	Capital Account
	2	
	3	
	4	

	<p>5</p>	
	<p>6</p>	
	<p>7</p>	



**GRADE**  
**9+**

## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 2**  
**40 Minutes**

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**Name of student :** .....



**SECTION A**

**Question 1 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

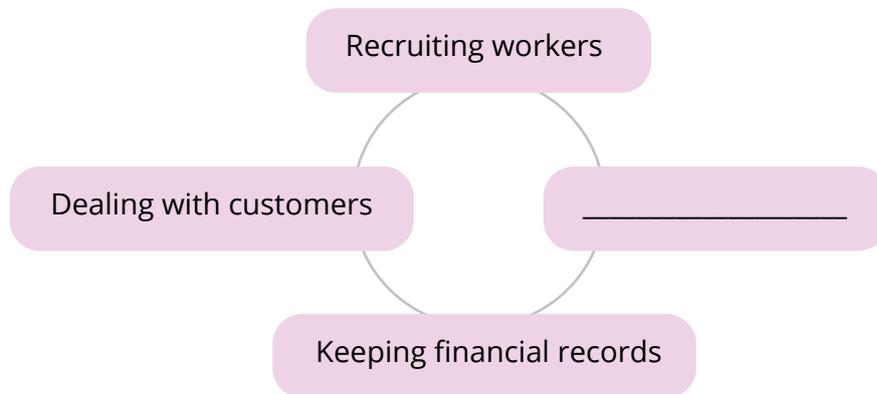
**Example:** A company is owned and controlled by .....

- A a manager
- B one person only
- C partners
- D shareholders

1. Companies should be registered with the .....

- A Registrar of companies
- B Registrar of building permit
- C Registrar of Cooperatives Division
- D Registrar of land and building

2. An entrepreneur undertakes several responsibilities. Complete the wheel below.



- A Wrongly promoting the product
- B Keeps accounting records disorderly
- C Takes time to handle customers
- D Orders raw materials or goods for resale

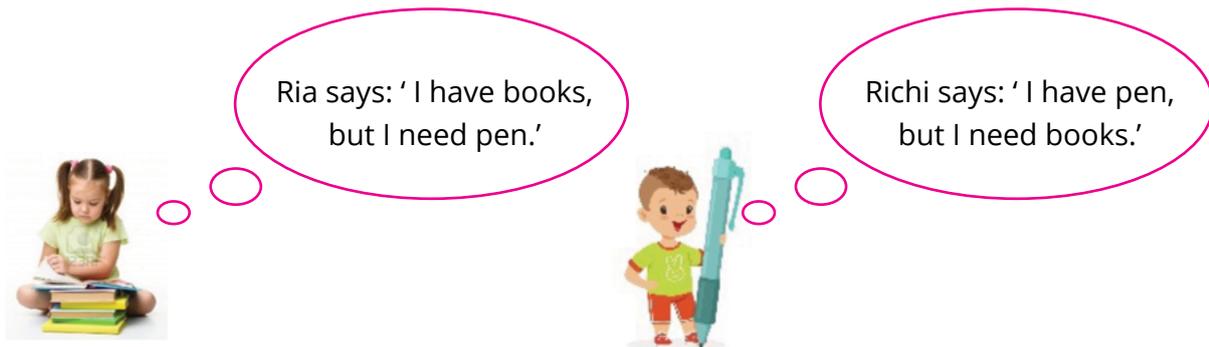
3. The communication process consists of the .....

- A transmitter only
- B feedback
- C both the sender and the receiver
- D none of the above

4. Which of the following is not a factor affecting demand?

- A Population
- B Taste and preference
- C Cost of production
- D Income of consumer

5. Ria needs a pen to write and Richi needs a book to read. This is an example of



- A money
- B cashless society
- C metallic money
- D double coincidence of wants

**Question 2 [5 marks]**

**State whether the following are 'True' or 'False'.**

		<b>True/False</b>
	<b>Example:</b> Leading is not a function of an entrepreneur.	False
1.	Members of cooperatives receive dividends as profit.	
2.	Effective communication leads to quicker decisions.	
3.	Marketing is important as it does not help to meet the needs of customers.	
4.	Central banks monitor the banking system.	
5.	People tend to save more when the rate of interest is low.	

**Question 3 [5 marks]**

**For each of the following tick (✓) the appropriate column to indicate whether it is an example of effective or ineffective communication. The first one has been done for you.**

	<b>Effective Communication</b>	<b>Ineffective Communication</b>
a. Roy has put a message on the noticeboard but no one responds to it.		✓
b. Sammy has replied promptly to the email received.		
c. Jason cannot write in Mandarin and he fails to send a memo to his Chinese suppliers.		
d. Umar has been praised for his positive feedback during the meeting.		
e. Due to technical problem, Maria cannot publish her marketing report on the website.		
f. The students were very attentive during the enterprise class and they have been able to participate actively in the project.		

**Question 4 [6 marks]**

a. Jeremie earns a monthly salary Rs 50 000. Fill in the table below with the missing figures. **The first two have been done for you.** [4 marks]

Month	Average income (Rs)	Spending (Rs)	Saving (Rs)	Borrowing (Rs)
May	50 000	30 000	<b><u>20 000</u></b>	<b><u>0</u></b>
June	50 000	75 000	<b><u>0</u></b>	<b><u>25 000</u></b>
July	50 000	20 000	_____	0
August	50 000	_____	15 000	0
September	50 000	55 000	_____	5 000
October	50 000	80 000	0	_____

b. If Jeremie borrows money from banks he has to pay ..... on the amount borrowed. (loan/ interest). [1 mark]

c. Jeremie needs to produce his ..... if he wants to take a loan. ( business plan/ memorandum of association). [1 mark]

**Question 5 [5 marks]**

Arvin, Lucas and Humayd are farmers and they decide to set up a cooperative business. They start up with their saving. Arvin explains to his friends about the business risks involved.

a) Identify one feature of a cooperative. [1 mark]

Feature 1: .....

b) Define the term “business risk”? [2 marks]

.....

c) State two reasons why saving is important [ 2 marks ]

1: .....

2: .....

**SECTION B**

**Question 6 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** The trial balance is .....

- A an asset
- B an income
- C an expense
- D a list of ledger accounts

1. Which of the following is a bank transaction?

- A Purchase goods with cheque Rs5000
- B Sold goods to Karen Rs4000
- C Paid water bill by cash Rs600
- D Drew cash for own use Rs450

2. Money needed to start up a business is called .....

- A cash transaction
- B bank transaction
- C capital
- D credit sales

3. The supplier is also known as .....

- A trade payable
- B creditor
- C debtor
- D trade receivable

4. The recording of credit sales affect two accounts and they are:

A	Dr Capital Account	Cr Cash Account
B	Dr Sales/ Revenue Account	Cr trade receivables Account
C	Dr Trade receivables Account	Cr Sales / Revenue Account
D	Dr Sales/Revenue Account	Cr trade payables Account

5. Commission received is .....

- A an income
- B an asset
- C an expense
- D a liability

**Question 7 [3 marks]**

Fill in the blanks with a suitable word from the list given below. An example is given.

<del>two</del>	larger	balance b/d	smaller	expenses
----------------	--------	-------------	---------	----------

**Example:** All transactions affect two accounts.

- a) ..... is recorded on the opposite side of balance c/d below the total.
- b) Balance c/d is the difference between the .....and the lower amount of an account
- c) Other income minus ..... equals net-profit

**Question 8 [ 6 marks]**

Hassan has the following list of balances. He has to classify the items in the debit and credit column. **The first one has been done for you.**

Purchases	Sales(Revenue)	General Expenses	Trade payable
Equipment	Drawing	Capital	

Debit balance	Credit balance
<b>Purchases</b>	

**GRADE**  
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## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 3**  
**40 Minutes**

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**Name of student :** .....



## SECTION A

### Question 1 [5 marks]

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** An Annual General Meeting (AGM) is a .....

- A monthly meeting
- B weekly meeting
- C yearly meeting
- D daily meeting

1. Each share has .....

- A 2 voting rights
- B 1 voting right
- C 3 voting rights
- D 4 voting rights

2. Which of the following is a function of an entrepreneur?

- A Risk taker
- B Leader
- C Intelligent
- D Passionate

3. Selling is defined as the .....

- A exchange of goods and services for cash
- B exchange of services only
- C exchange of goods and services only
- D exchange of goods for cash

4. Borrowing refers to .....

- A part of income which is kept for future use
- B payment over and above the initial amount
- C taking money from a person or a bank which must be repaid in the future
- D paying out money to buy goods or hire services

5. Observe the picture below and identify the correct function of money?



- A Medium of exchange
- B Store of value
- C Standard of deferred payment
- D Unit of account

**Question 2 [5 marks]**

**State whether the following are 'True' or 'False'.**

		True/False
<b>Example:</b> Trade is the buying of goods only.		False
1.	The entrepreneurs have to keep accounting records only.	
2.	A marketable product is a product which consumers does not need and are ready to buy.	
3.	Effective communication is a two-way process between the sender and the receiver where a feedback is provided.	
4.	International trade involves exports only.	
5.	Gold and silver coins are examples of metallic money.	

**Question 3 [5 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

business plan	tax	suppliers	risk takers
commercial	competitive	central	

**Example:** Tax is a payment charged by government.

- (a) Entrepreneurs are .....
- (b) A ..... is a document that contains a detailed plan to set up and develop an enterprise.
- (c) ..... pricing is to set the price of a product similarly with other similar products.
- (d) ..... supply goods and services.
- (e) The ..... bank is a governmental institution which controls the financial activities of a country.

**Question 4 [6 marks]**

**Hadad wants to purchase two cupcakes but unfortunately, she can afford to buy only one.**



- a. List and explain any two factors which influences the demand of cupcakes. [4 marks]

**Factor 1 :** .....

.....  
.....

**Factor 2 :** .....  
.....  
.....

b. (i) Insert the correct arrow ( ↓ ) ( ↑ ) in the table below. [ 1 mark ]

<b>Law of demand</b>	
Price _____	Qty demanded ↓

(ii) Hence, there is a ..... ( direct/ inverse) relationship between price and quantity demanded. [1 mark]

**Question 5 [5 marks]**

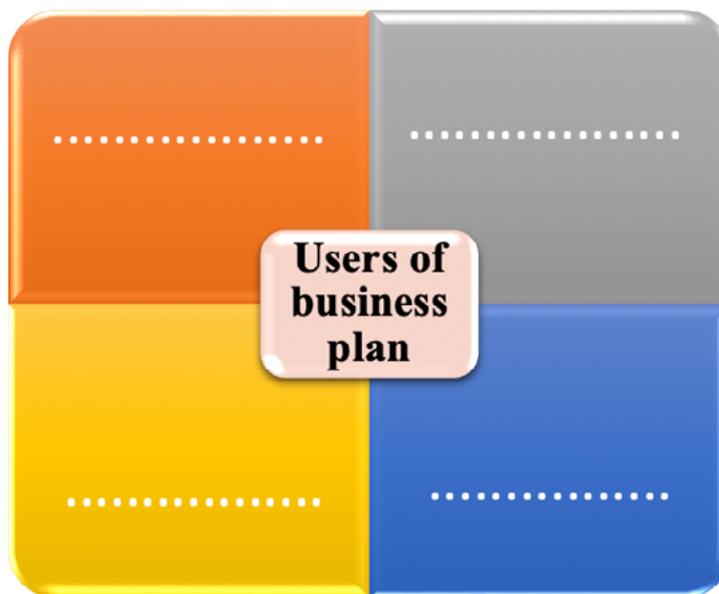
a. **Rearrange the words below to define a business idea. [1 mark ]**

opportunity	an innovative	business	into
converted	is	which can be	an enterprise

**A business idea** .....  
.....

.....  
b. Complete the figure by using the appropriate words given from the list below.

Sales promotion	Potential investors	Banks
Entrepreneurs themselves	Saving	Government



[4 marks]

**SECTION B**

**Question 6 [5 marks]**

**Multiple Choice Questions**

**Circle the correct answer as shown in the example.**

**Example:** A ledger is a book which consist of ..... accounts.

- (A) different
- B same
- C big
- D large

Study the wages account below and use it to answer multiple choice questions 1, 2 and 3.

Dr		Bank Account				Cr	
Date	Details	Amount (Rs)		Date	Details	Amount (Rs)	
Apr 15	Capital	12 000		Apr 18	Purchases	4 000	
Apr 25	Sales	40 000				<b>Y</b>	
		<b>X</b>					

- When money is received or paid by cheque, it is known as ..... .  
 A cash transaction  
 B bank transaction  
 C double entry  
 D credit transaction

2. What is the correct value of X and Y respectively?

	X (Rs)	Y (Rs)
A	52 000	4000
B	38 000	48 000
C	12 000	52 000
D	52 000	48 000

3. Which date must be recorded for the balance c/d?

- A Apr 30
- B Apr 26
- C May 01
- D Apr 17

4. Which of the following is the correct double entry for the following transaction:  
June 25: Bought motor-van Rs 35 000 by cheque

	<b>Account Debited</b>	<b>Account Credited</b>
A	Purchases Account	Motor-Van Account
B	Bank Account	Purchases Account
C	Motor- Van Account	Bank Account
D	Motor- Van Account	Purchases Account

5. Advertising account has .....

- A debit balance
- B credit balance
- C trial balance
- D zero balance

**Question 7 [3 marks]**

From the information given, find the value of **cost of sales**.

Purchases	Rs 15 000
Closing inventory	Rs 4 500
Revenue	Rs 25 000
Opening inventory	Rs 3 200

	<b>Rs</b>
<b>Cost of Sales</b>	

**Question 8 [ 6 marks]**

**Complete the table below. The first one has been done for you.**

<b>Transaction</b>	<b>Account Debited</b>	<b>Account Credited</b>
Paid advertising in cash Rs 300	Advertising Account	Cash Account
Sold equipment and received cheque Rs 2500	Bank Account	.....
Bought goods in cash Rs 400	.....	Cash Account
Sold goods to Sara Rs 4500	.....	.....
Purchase delivery van from Cheung Rs 7800	.....	.....



**GRADE**  
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## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 4**  
**40 Minutes**

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**Name of student :** .....



**SECTION A**

**Question 1 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** Shareholders are .....

- A owners
- B customers
- C lenders
- D suppliers

1. There are many forms of communication. Kiyaan always shakes hands with his friends. This is an example of ..... communication.

- A visual
- B written
- C verbal
- D non-verbal

2. The entrepreneur needs to consider the ..... when setting price for a product.

- A ability to pay
- B cost of advertising
- C the market
- D labelling practices

3. Which of the following is **NOT** a component of a business plan?

- A Start-up capital required
- B Personal details of the owner
- C Profits and losses to be made
- D Prices to be charged

4. What does 'X' represents in the figure below:

$$\boxed{\text{Income}} - \boxed{\text{X}} = \text{Disposable Income}$$

- A Food
- B Saving

- C Tax
- D Interest

5. When both buyers and sellers are found in the same country, this is known as .....

- A international trade
- B exports trade
- C trade
- D local trade

**Question 2 [5 marks]**

**State whether the following are 'True' or 'False'.**

		True/False
	Example: Banks offer loan at high interest rates.	False
1.	Entrepreneurs communicate with various stakeholders to convey messages during their business activities.	
2.	Setting the price low to attract customers is known as penetration pricing.	
3.	A business plan cannot be used to measure progress made by a business.	
4.	An online shopping website is a market.	
5.	The demand curve is a table which shows the quantity demanded of commodities at given prices.	

**Question 3 [5 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

ability	cooperative	willingness	externally
internally	home	channel of distribution	

**Example:** A cooperative is where a group of individuals join together to achieve a common purpose.

- (a) Entrepreneurs communicate with stakeholders both ..... and .....  
..... .
- (b) A ..... refers to the link a product passes through before it reaches the consumers.
- (c) Trade is classified as ..... trade and international trade.
- (d) Demand is the willingness and ..... to buy a product at a given price over a given period of time.

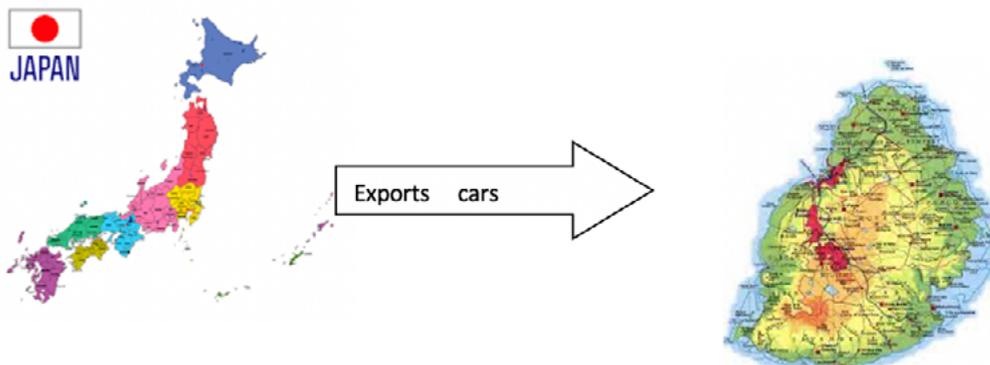
**Question 4 [6 marks]**

Match each term to its definition/ description. Write your answers in the table below. The first one has been done for you.

	Terms		Definitions/Descriptions
1	<b>Public goods</b>	<b>A</b>	The process of marketing a product using the internet.
2	E-marketing	<b>B</b>	An example of commodity money.
3	Web marketing	<b>C</b>	Promoting products through the use of email to customers.
4	Email marketing	<b>D</b>	Money borrowed which must be repaid usually with interest over a given period of time.
5	Social media marketing	<b>E</b>	<b>Are goods which are produced by the government.</b>
6	Loan	<b>F</b>	Involves the use of social network like Facebook and Twitter to market products.
7	Precious stone	<b>G</b>	Promoting products or enterprises on the internet through websites.

**Question 5 [5 marks]**

Japan is trading cars to Mauritius. However, Mauritius wants to reduce its imports due to a lack of funds.



a. When Japan exports cars to Mauritius, there is an ..... (inflow/outflow) of money in Japan. [1 mark]

b. Tick (✓) to indicate which of the following is an Export or Import for Mauritius. [4 marks]

	Export	Import
i Purchase rice from Madagascar		✓
ii. Selling t-shirts to Seychelles		
iii. Buying petrol from Saudi Arabia		
iv. Mauritians travelling to Reunion Island for holidays		
v. Buying octopus from Rodrigues		

## SECTION B

### Question 6 [5 marks]

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** A ..... shows the amount paid by the bank.

- Ⓐ cheque
- B receipt
- C invoice
- D quotation

1. A business transaction which is paid at a later date is known as ..... transaction.

- A credit
- B cash
- C bank
- D purchases

2. If the total of the debit side is greater than the credit side, the ledger account will have a ..... balance.

- A credit
- B debit
- C equal
- D zero

3. Which of the following is **not an example** of current asset?

- A Inventory
- B Furniture
- C Cash at bank
- D Account receivable

4. What does 'M' represents?  $\text{Assets} = M + \text{Capital}$

- A Current Asset
- B Cost of sales
- C Liability
- D Furniture

5. Capital is also known as .....

- A owner's equity
- B opening inventory
- C closing inventory
- D cost of sales

**Question 7 [3 marks]****Complete the advertising account**

Dr		<b>Advertising Account</b>				Cr
Date	Details	Amount (Rs)		Date	Details	Amount (Rs)
<b>July 20</b>	<b>Bank</b>	<b>8 000</b>		July 30	Balance .../d	_____
						8 000
_____	Balance --/d	8 000				

**Question 8 [ 6 marks]****You are required to record the following transactions in a cash account and balance it off.**

March 02	Started business with cash	Rs 40 000
March 05	Sold goods for cash	Rs 8 000
March 15	Paid electricity in cash	Rs 12 000
March 23	Paid advertising in cash	Rs 5 000
March 26	Purchased goods for cash	Rs 13 000

Dr	Cash Account					Cr
Date	Details	Amount (Rs)		Date	Details	Amount (Rs)
<b>March 02</b>	<b>Capital</b>	<b>40 000</b>				

**GRADE**  
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## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 5**  
**40 Minutes**

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**Name of student :** .....



## SECTION A

### Question 1 [5 marks]

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** A partnership business consists of .....

- A 2 persons
- B 1 person
- C 55 persons
- D 60 persons

1. The objective of consumers as a stakeholder is to .....

- A ensure safe, reliable and value for money products
- B ensure that jobs are created
- C earn a fair pay
- D be successful

2. Which of the following is a cause of ineffective communication?

- A Good feedback
- B Right information
- C Simple language
- D Distractions

3. Market research is important as it helps to .....

- A make inappropriate business plan
- B launch new product with fear
- C respond quickly to changes in customers' preferences
- D make unwanted products

4. The law of supply states that as price ....., quantity supplied .....

	Price	Quantity supplied
A	rise	Rise
B	no change	Fall
C	fall	Rise
D	rise	no change

5. There may be a rise in supply due to a .....

- A rise in cost of production
- B reduction in taxes
- C poor weather condition
- D decrease in population level

**Question 2 [5 marks]**

State whether the following are 'True' or 'False'.

	True/False
<b>Example:</b> E-marketing allows buying and selling at odd hours.	True
1. Promotion is about communicating with customers so as to encourage them to buy the products of an enterprise.	
2. Advertisement for a new product on television is an example of internal communication.	
3. Being skillful is to come up with new ways of doing things.	
4. The use of modern technology will decrease supply.	
5. There is only one central bank in each country.	

**Question 3 [5 marks]**

Fill in the blanks with a suitable word from the list given below. An example is given.

spend	verbal	employee
questions	spoken	low
		high

**Example:** An employee is an example of shareholder.

- a) Before preparing a business plan, entrepreneurs should ask a set of key .....
- b) ..... communication is the oral exchange of information through ..... words.
- c) Wealthy people ..... more than ..... wage earners.

**Question 4 [6 marks]**

Sanjay is a Chef and wants to open his own restaurant. He has to prepare a business plan. Sanjay likes to work alone to avoid conflicts. He has developed the right qualities to become a successful entrepreneur.

- a) State one advantage and one disadvantage if Sanjay has decided to set up a company. [2 marks]

Advantage : .....

Disadvantage: .....

- b) Outline any two qualities that Sanjay needs to be successful. [2marks]

**Quality 1:** .....

**Quality 2:** .....

- c) Give 2 examples of conflicts that might arise if Sanjay employs many workers. [2 marks]

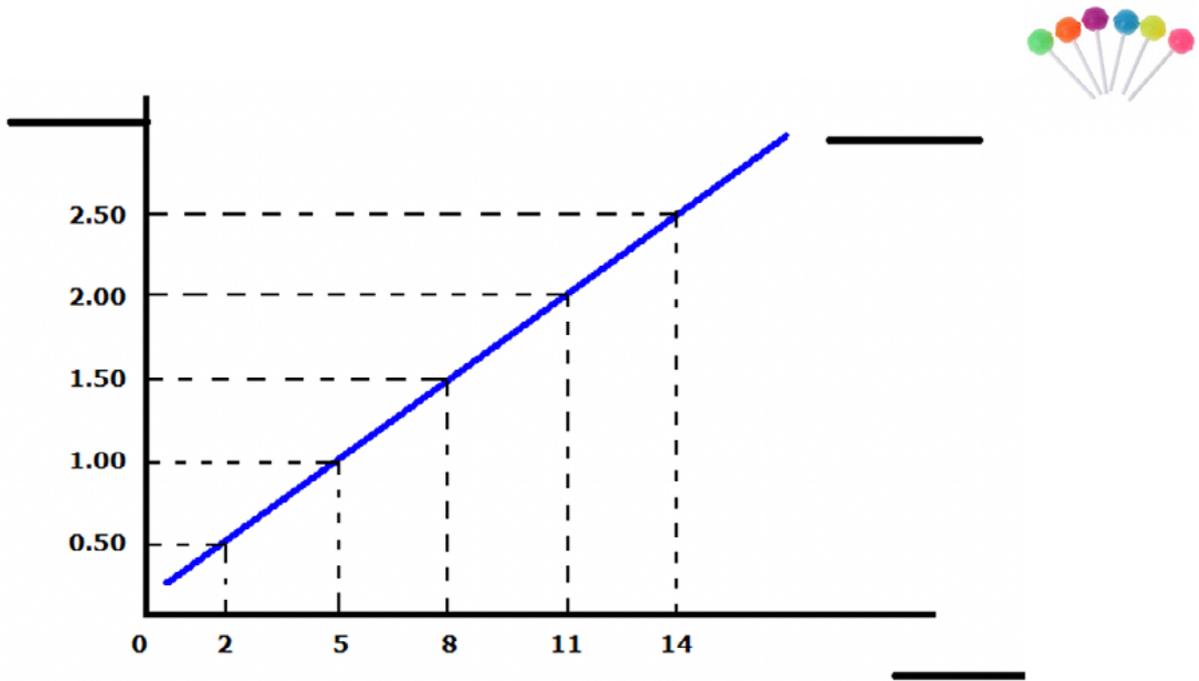
Example 1: .....

Example2: .....

**Question 5 [5 marks]**

Mario, the lollipop seller wants to increase his sales. He asked his son to label the supply curve for the lollipop.

a. Label the diagram below. [3 marks]



b. Complete the supply schedule. [2 marks]

Price (Rs)	Quantity supplied
0.50	2
1.00	
1.50	

**SECTION B**

**Question 6**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** DR refers to .....

- A debit side
- B different reference
- C debit reference
- D debit receipt

1. .... is earned when revenue exceeds cost of sales.

- A Net profit
- B other income
- C total expenses
- D Gross profit

**Below is an extract of income statement. Use the information to answer part 2-5**  
**Income statement for the year ended 31 Dec XXX**

	Rs	Rs
Gross profit		2 400
Add other income:		
.....		.....
		2 800
Less -----		
Rent	400	
Transport	700	(1 100)
Net Profit		.....

2. Which of the following could be classified as other income?

- |    |                   |              |                     |
|----|-------------------|--------------|---------------------|
| 1. | Donation received | 2. Equipment | 3. Trade receivable |
| A  | 1 and 2           |              |                     |
| B  | 1 and 3           |              |                     |
| C  | 1 only            |              |                     |
| D  | All of the above  |              |                     |

3. What is the corresponding value of 'other income'?

- A Rs 200
- B Rs 5200
- C Rs 400
- D Rs 1 100

4. Rent and transport are examples of .....

- A expenses
- B other income
- C liabilities
- D assets

5. The net-profit for the year is .....

- A Rs 1 100
- B Rs 2 800
- C Rs 400
- D s 1 700

**Question 7 [3 marks]**

Marco is an entrepreneur selling 'alouda' in the central market of Rose-Hill for more than 20 years. Now, he has been asked by his accountant to give details about what his enterprise owns.



**Complete the conversation below between Marco and his accountant Jersey.**

Marco: Hello, Jersey. Why are assets important for any business?

Jersey: Assets are important because

.....

.....

Marco: Therefore, assets can be classified as:

Assets

.....

**Question 8 [6 marks]**

Terese is junior accountant and has recently joined 'Cool Ltd'. She has been given a list of balances and is required to prepare the trial balance for Cool Ltd as at 30<sup>th</sup> September. The first one has been done for you.

Purchases	Rs 1000
Sales (Revenue)	Rs 2000
Jenny ( Trade receivable)	Rs 3000
Equipment	Rs 4500
Capital	Rs 8000
Salaries	Rs 1200
Drawings	Rs 300

Trial balance as at 30<sup>th</sup> September

	Debit (Rs)	Credit (Rs)
<b>Purchases</b>	<b>1000</b>	



**GRADE**  
**9+**

## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 6**  
**40 Minutes**

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**Read these instructions first**

- Write your name in the space provided below.
- Use black or blue ink.
- HB pencils may be used for the diagrams / sketches only.
- Do not use correction fluid.
- Read each question carefully.
- All answers must be written in the spaces provided.
- Answer all questions.
- The number of marks is given in the brackets [ ] at the end of each question or part question.
- The total mark for this paper is 40 marks.

**Name of student :** .....



**SECTION A**

**Question 1 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** People need to work to earn a .....

- A living
- B job
- C house
- D bungalow

1. What is the difference between a private limited company and a public limited company is?

	<b>Private limited company</b>	<b>Public limited company</b>
A	shares profit with managers	shares profit with workers
B	raises capital through family & relatives	raises capital through the general public
C	is a large organisation	is a small organisation
D	has "Co Ltd" in its name	does not have "Co Ltd" in its name

2. The role of the government as a stakeholder is to .....

- A supply raw materials to businesses
- B spend time in the enterprise
- C regulate and monitor the running of the business
- D manage and run the business

3. Informing or persuading consumers to buy a product by using media is known as

.....

- A public relation
- B personal selling
- C advertising
- D direct marketing

4. From the demand schedule below, calculate the change in quantity demanded when price rises from Rs 20 to Rs 30.

Price (Rs)	Quantity demanded
10	5
20	4
30	3
40	2

- A rises by 1 unit
- B falls by 1 unit
- C remains unchanged
- D rises by 15%

5. The ..... curve can be drawn from the supply schedule.

- A demand
- B supply
- C equilibrium
- D price

**Question 2 [5 marks]**

**State whether the following are 'True' or 'False'.**

	<b>True/False</b>
<b>Example:</b> Effective communication is a two way process.	True
1. A company should submit a Memorandum of Association upon registration.	
2. One example of visual communication is writing reports.	
3. Compliance risk refers to chances of business failure as enterprises fail to follow laws and regulations.	
4. Export allows cash to flow in the country.	
5. Disposable income is a factor influencing saving.	

**Question 3 [5 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

technology	<del>profit</del>	sends	intelligent
online	taxes	business risk	

**Example:** An entrepreneur aims at making profit.

- (a) A ..... refers to any factor that represents a threat to an enterprise ability to achieve its goals.
- (b) The transmitter is the person who ..... information to others.
- (c) Being ..... refers to taking the right decision by the entrepreneur.
- (d) The use of new ..... may lead to an increase in supply.
- (e) Nowadays, people buy many products ..... because it saves time.

**Question 4 [6 marks]**

Below are factors influencing demand and supply. Tick (✓) the appropriate column (s). The first one has been done for you.

[4 marks]

<b>Factors</b>	<b>Factor influencing demand</b>	<b>Factor influencing supply</b>
<b>Price of the product</b>	✓	✓
Rise in cost of production		
Changes in climatic conditions		
A fall in the level of income		

a) Rearrange the word below to define the term “supply”. [2 marks]

willing and able	at a given price	sellers are
quantity of a product	to sell	and time

**Supply is the** .....

.....

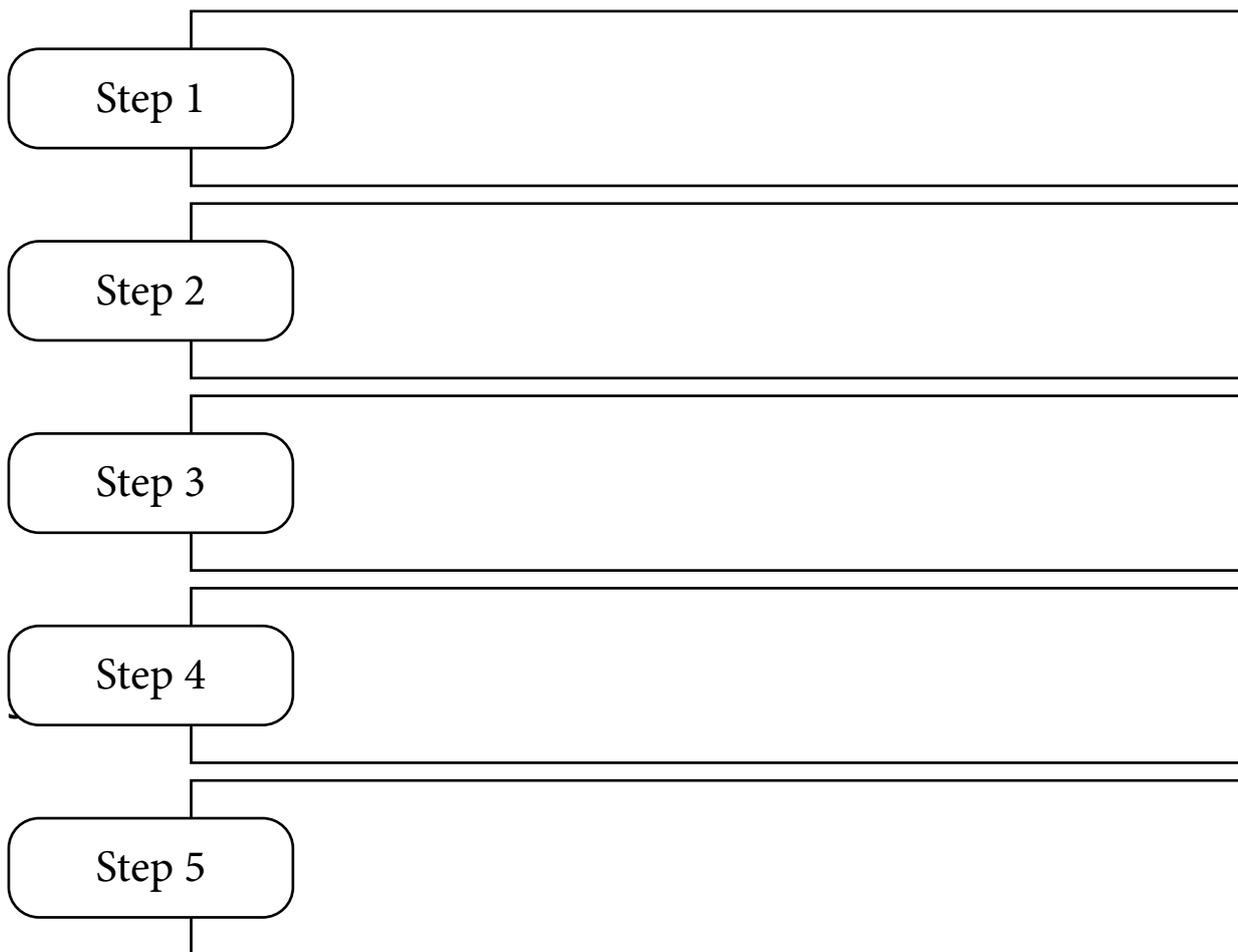
.....

**Question 5 [5 marks]**

Lyly enterprise deals with delivery of flowers and is growing in size. She is aware of the different risks involved. Lyly needs to identify the correct steps to manage the risks in her enterprise. The list is provided below.

- » Implement the plan
- » Assess the impact of the loss
- » Review and evaluate the plan
- » Identify potential risks
- » Develop a plan to mitigate the risk(s)





**Question 6 Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** Travelling expense is an example of .....

- A cash flow
- B cash inflow
- C net cash flow
- D cash outflow

1. One account has a debit entry and the other account has a credit entry. This is known as .....

- A name of account
- B ledger
- C dual aspect principle
- D transaction

2. An enterprise records business transactions in .....

- A ledger
- B cash
- C banks
- D credit

3. Jan 4: Lucas started business with cash Rs 50, 000. Which two accounts are affected?

	First Account	Second Account
A	Cash	Business
B	Cash	Capital
C	Capital	Business
D	Lucas	Bank

4. On 15<sup>th</sup> November, goods were bought on credit for Rs 45,000 from a supplier; Khan Ltd. Khan Ltd is .....

- A trade receivable
- B debtor
- C trade payable
- D owner

5. Cheque receipts refers to .....

- A business buys goods and services
- B outflows of funds
- C cheques which are withdrawn from the bank
- D cheques which are deposited into the bank

**Question 7 [3 marks]**

Fill in the blanks using the word given below

cost of sales    expenditures    gross profit    closing inventory

- a. Expenses are also known as .....
- b. Revenue minus ..... is equalled to .....

**Question 8 [6 marks]**

Pawla is an inexperienced bookkeeper and she has prepared the following cash account. It contains several errors. You are required to re-work it in the blank cash account given below.

<b>DR</b>	<b>Cash Account</b>				<b>CR</b>	
<b>Date</b>	<b>Details</b>	<b>Amount (Rs)</b>		<b>Date</b>	<b>Details</b>	<b>Amount (Rs)</b>
Jan 01	Capital	100 000		Jan 06	Sales	150 000
Jan 09	Purchases	20 000		Jan 10	Transport	13 000
Jan 11	Rent	10 000		Jan 12	Equipment	40 000
Jan 21	Electricity	5 000		Jan 16	Advertising	26 000
Jan 31	Bal c/d	94 000				
		<b>229 000</b>				<b>229 000</b>
				<b>Feb 01</b>	<b>Bal b/d</b>	<b>94 000</b>

DR	Cash Account				CR
Date	Details	Amount (Rs)	Date	Details	Amount (Rs)



**GRADE**  
**9+**

## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 7**  
**40 Minutes**

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**Read these instructions first**

- Write your name in the space provided below.
- Use black or blue ink.
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- Read each question carefully.
- All answers must be written in the spaces provided.
- Answer all questions.
- The number of marks is given in the brackets [ ] at the end of each question or part question.
- The total mark for this paper is 40 marks.

**Name of student :** .....



**SECTION A**

**Question 1 [5 marks]**

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** Resources are ..... in supply.

- A unlimited
- B plentiful
- C renewable
- D limited

1. Individuals who are elected by shareholders to manage a company are known as .....

- A managers
- B employees
- C owners
- D Board of Directors

2. Chances of business failure due to poor business objectives is defined as .....

- A strategic risk
- B operational risk
- C financial risk
- D compliance risk

3. Setting a high price for a high quality product that is unique on the market refers to .....

- A penetration pricing
- B premium pricing
- C cost plus pricing
- D promotional pricing

4. Which of the following is a factor influencing supply?

- 1. Technology
- 2. Level of income
- 3. Taxes

- A 1 and 3
- B 2 and 3
- C 1 and 2
- D All of the above.

5. Examples of commercial banks in Mauritius and Rodrigues are .....

- A The Mauritius Commercial Bank Ltd and The Bank of Mauritius
- B The MauBank and The Mauritius Commercial Bank Ltd
- C The State Bank (Mauritius) Ltd and The Bank of Mauritius
- D The Bank of Mauritius and the MauBank

**Question 2 [5 marks]**

**State whether the following are 'True' or 'False'.**

	<b>True/False</b>
<b>Example:</b> The reward for the factor of production land is rent.	True
1. Shareholders in a company have unlimited liability.	
2. Sales promotion is reducing price or giving gifts to achieve short-term increases in sales.	
3. Banks are the only users of business plan	
4. The Mauritius Revenue Authority (MRA) charges tax to students only.	
5. Lemons sold in Rodrigues is an example of home trade for Rodrigues.	

**Question 3 [5 marks]**

**Fill in the blanks with a suitable word from the list given below. An example is given.**

money	conflict	natural	suppliers
franchisee	franchisor	interest	

**Example:** Land is a natural resource.

- a) A ..... is an individual or business that buys a patent to operate a franchise business.
- b) ..... provide raw materials and other input to the enterprise.
- c) ..... is a situation in which there is a disagreement or disapproval with another person, or within a group.
- d) The seller obtains ..... when she sells the products
- e) When loans are taken from banks, an ..... has to be paid on the amount borrowed.

**Question 4 [6 marks]**

Richie lives in China and he has an automobile business. He has customers in Mauritius, Reunion and France.



- a) List three reasons why international trade is important for an economy . [3 marks]

Reason 1: .....

.....

Reason 2: .....

Reason 3: .....

a. Tick ( ✓ ) the correct statement and cross ( ✗ ) the incorrect one.[3]

i. Richie is the exporter	
ii. France earns money when it buys cars from Richie.	
iii. Mauritius and Reunion islands face an outflow of money	

**Question 5 [5 marks]**

Shanaya has just completed her studies and she set up a small dressmaker shop. Help Shanaya to identify the component of the business plan based on the description given in column 1. **The first one has been done for you.**

Components of the business plan

- Information about the enterprise
- Human resources
- Operations
- Marketing
- Finances



	<b>Column 1</b>	<b>Column 2</b>
	Expected expenses/ revenue	<b>Finances</b>
	Units of goods to be produced	
	Location of the business	
	Number of workers required	
	Prices to be charged	
	Business idea	

## SECTION B

**Question 6 Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:**

A ..... can be in the form of cash.

- A sales
- B credit
- C transaction
- D bank

1. Credit sales refers to .....

- A goods sold by a business and money is received by cheque.
- B goods sold by a business but receipts are obtained later from the customer.
- C goods sold by a business and money is received in cash.

D goods sold by a business but for which payments is done later.

2. Adrien pays rents in cash Rs 5 000. How is this transaction recorded in the books of Adrien?

A	Dr Cash Account	Cr Rent Account
B	Dr Rent Account	Cr Cash Account
C	Dr Adrien Account	Cr Rent Account
D	Dr Rent Account	Cr Adrien Account

3. Where are credit balances entered in the trial balance?

- A credit column
- B debit column
- C both debit and credit columns
- D not recorded in the trial balance

4. A statement of financial position is .....

- A a classification of receipts and payments to calculate profits and losses
- B a statement that shows all the assets, liabilities and owner's capital in an enterprise at a particular date.
- C a statement which comprises income statement and list of assets.
- D the accounting year of a business ends.

5. What is the correct value of total costs 'X'?

	Rs	Rs
Revenue/Sales		1500
Cost of Purchases	720	
Selling expenses	600	
Less Total costs		(X)
Profit		180

A Rs 180      B Rs 720      C Rs 1320      D Rs 820

**Question 7 [3 marks]**

**Fill in the blank spaces with the values given below. The first one has been done for you.**

**Rs 48 000**

**Rs 129 000**

**Rs 73 000**

**Rs 23 000**

**~~Rs 12 000~~**

<b>Total Assets (Rs)</b>	<b>Non-Current Assets (Rs)</b>	<b>Current Assets (Rs)</b>
40 000	28 000	<b><u>12 000</u></b>
75 000	52 000	.....
.....	30 000	18 000
120 000	.....	47 000

**Question 8 [6 marks]**

**Below is Leticia's Income statement. She owns a candle shop. Complete the Income statement for the year ending 31 December 2021 and state clearly the value of cost of sales and gross-profit.**

<b>Purchases</b>	<b>Rs 60 000</b>
<b>Revenue from sales</b>	<b>Rs 110 000</b>
<b>Opening inventory</b>	<b>Rs 10 000</b>
<b>Closing inventory</b>	<b>Rs 15 000</b>



	<b>(Rs)</b>	<b>(Rs)</b>
<b>Revenue from sales</b>		
<b>Cost of sales:</b>		
<b>Less cost of sales</b>		
<b>Gross-profit</b>		



**GRADE**  
**9+**

## Extended Programme

**BUSINESS & ENTERPRISE EDUCATION**

**Practice Paper 8**  
**40 Minutes**

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**Read these instructions first**

- Write your name in the space provided below.
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- Do not use correction fluid.
- Read each question carefully.
- All answers must be written in the spaces provided.
- Answer all questions.
- The number of marks is given in the brackets [ ] at the end of each question or part question.
- The total mark for this paper is 40 marks.

**Name of student :** .....



## SECTION A

### Question 1 [5 marks]

**Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:** Rain, sun and natural flowers are examples of ..... resources.

- A renewable
- B non-renewable
- C human
- D financial

1. One example of effective communication is .....

- A orders are not placed on time
- B employees know about job expectations
- C the enterprise does not meet customers' orders on time
- D decisions are taken slowly

2. Which of the following represent a channel of distribution?

- A Producer → Retailer → Consumer
- B Producer → Consumer → Retailer
- C Producer → Retailer → Wholesaler → Consumer
- D Consumer → Producer

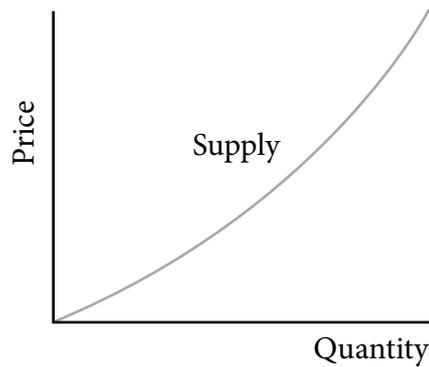
3. One of the question that entrepreneurs should ask before preparing a business plan is?

- A Who will be the customers
- B Who are the competitors
- C What type of enterprise should be set up
- D All of the above

4. A cyclonic season would cause a decrease in the supply of .....

- A laptops
- B furniture
- C skirts
- D fresh tomatoes

5. Below is a supply curve. Which of the following is the correct labelling of the supply curve?



- A SD
- B SS
- C DS
- D DD

**Question 2 [5 marks]**

State whether the following are 'True' or 'False'.

	True/False
<b>Example:</b> Before setting up an enterprise, entrepreneurs should know about the risks involved.	True
1. Direct marketing involves making direct contact with consumers through telephone selling.	
2. Luck is an essential quality of an entrepreneur.	
3. Written communication is the exchange of information through the use of written words.	
4. Individuals and firms can borrow money from the government.	
5. Money is heavy and difficult to carry around.	

**Question 3 [5 marks]**

Fill in the blanks with a suitable word from the list given below. An example is given.

income	profit	government-	private limited company
public limited company		teenagers	individual

**Example:** Profit is the reward for the factor of production enterprise.

- a) A ..... issues shares to members of the general public.
- b) A ..... issues shares to family members and friends.
- c) The ..... regulates and monitors the running of businesses in a country.
- d) ..... and elders tend to save less than ..... earners.

**Question 4 [6 marks]**

Read the conversation between Serena and her economics teacher and answer the questions which follows.



Hello teacher. I am not able to do the activity on demand and supply diagram.

Well, you always have to label the curves and the axes. You also have to identify the equilibrium point.



a. Complete the sentence below:

Equilibrium is ..... [1]

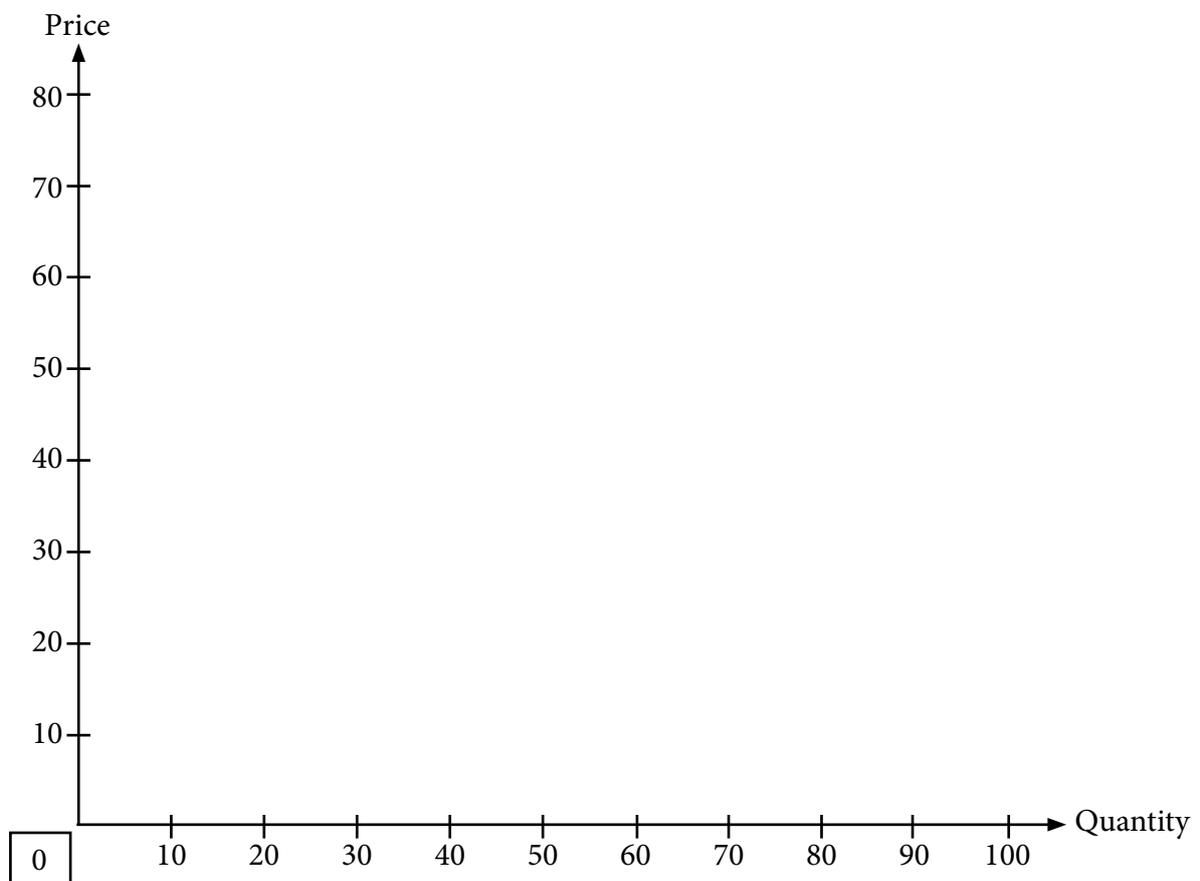
b. Using the information provided below identify (i) the equilibrium price and the (ii) equilibrium quantity. [2]

Price (Rs)	Quantity demanded (Units)	Quantity supplied (Units)
10	50	30
20	40	40
30	30	50

(i) The equilibrium price is Rs ..... ( Rs 10 / Rs 20).

(ii) The equilibrium quantity is ..... units. ( 40 units/ 30 units).

c. Draw and label the demand and supply curves in the space provided. Label your diagrams clearly and show the equilibrium point 'E'. [3 marks]



**Question 5 [5 marks]**

**Match each term to its definition/description. Write your answers in the table below. The first one has been done for you.**

	<b>Terms</b>		<b>Definitions/Descriptions</b>
<b>1</b>	Stakeholders	<b>A</b>	Prices are reduced for a short period of time. A shop selling Christmas decorations will reduce its prices during Christmas period.
<b>2</b>	Penetration pricing	<b>B</b>	Prices are set up by adding cost per unit to a % of profit. A flower shop will sell the souvenirs by adding a % of profit to the cost of the flowers.
<b>3</b>	Cost plus pricing	<b>C</b>	Prices are set up similarly with other similar products on the market. Two peanuts seller will sell their products at the same price outside a cinema hall.
<b>4</b>	Promotional pricing	<b>D</b>	Are people, groups or organizations that take interest in activities and decisions taken by a business
<b>5</b>	Premium pricing	<b>E</b>	Prices are set lower in order to attract customers to buy a new product. KFC made a new recipe of burgers. It will sell this new product at a lower price in order to attract customers.
<b>6</b>	Competitive pricing	<b>F</b>	Prices are set higher for a high quality product that is unique on the market. A computer manufacturer invented a new model of computer. He will put high prices as the product is of good quality.

<b>Term</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>Definition</b>	<b>D</b>					

**SECTION B**

**Question 6 Multiple Choice Questions. Circle the correct answer as shown in the example.**

**Example:**

A business transaction must have a ..... value.

- (A) monetary
- B sales
- C credit
- D purchases

1. Adriana’s enterprise deals in face masks. Her suppliers offer her credit facilities. This is referred as .....

- A drawings
- B credit purchases
- C profit
- D credit sale

2. Work out the **balance carried down (c/d)** of Marjorie’s Account.

Marjorie Account

Dr

Cr

Date	Details	Amount (Rs)		Date	Details	Amount (Rs)
Feb 4	Cash	200		Feb 3	Purchases	1 400
Feb 7	Bank	800		Feb 19	Rent	100
Feb 18	Sales	2 200				

- A Rs 1600
- B Rs 3200
- C Rs 1000
- D Rs 1700

3. An entry on the left side of an account shows what ..... the business.

- A goes out
- B comes in
- C remains in
- D left out

4. A liability is .....

- A owned by a business
- B a business transaction
- C what the business owes
- D a receipt

5. Money needed to start up a business is called .....

- A cash transaction
- B credit transaction
- C capital
- D drawings

**Question 7 [3 marks]**

Given the following information calculate Mr. Graham equity in the statement of financial position as at 31<sup>st</sup> July 2021.

	Rs
Capital	80 000
Trade payables	5 000
Drawings	12 000
Bank loan	40 000
Net profit for the year	25 000

**Statement of Financial Position (Extract)**

	Rs	Rs
Capital	80 000	80 000
Add: _____		
Less: _____		
Owner's equity		

**Question 8 [6 marks]**

**Jia has wrongly prepared the trial balance. You are required to rewrite the trial balance correctly.**

**Trial balance as at 31 July 2020**

<b>List of accounts</b>	<b>Debit (Rs)</b>	<b>Credit (Rs)</b>
Capital	8000	
Rent		2000
Furniture		2500
Motor-van	1500	
Drawings		1800
Trade payable	1400	
Cash in hand	1600	
	12500	6300

**Trial balance as at 31 July 2020**

<b>List of accounts</b>	<b>Debit (Rs)</b>	<b>Credit (Rs)</b>
<b>Capital</b>		
<b>Rent</b>		
<b>Furniture</b>		
<b>Motor-van</b>		
<b>Drawings</b>		
<b>Trade payable</b>		
<b>Cash in hand</b>		