DEPARTMENT FOR CURRICULUM,
LIFELONG LEARNING AND EMPLOYABILITY
Directorate for Learning and Assessment Programmes
Educational Assessment Unit

Annual Examinations for Secondary Schools 2022

YEAR 9 BUSINESS STUDIES TIME: 1h 30min

Name: _____ Class: _____

FOR OFFICIAL USE							
SECTION	**A**	**B**	**C**	**D**		**E**	**TOTAL**
QUESTION	**1 – 5**	**6**	**7 - 16**	**17**	**18**	**19 - 21**	
MARKS	**10**	**10**	**10**	**25**	**25**	**20**	**100**
STUDENT'S MARK							

SECTION A [10 marks]
Answer all questions in this section. Each question carries 2 marks.
Tick (✓) the correct answer in the space provided.

1. The main objective of production is to
   (a) pay income tax regularly. ☐
   (b) exploit consumers. ☐
   (c) satisfy people's wants. ☐
   (d) all of the above. ☐

2. Barter is
   (a) the exchange of goods for other goods. ☐
   (b) the payment for goods by cheque. ☐
   (c) the payment for goods by cards. ☐
   (d) the acquisition of goods for free. ☐

3. Which of the following forms part of the manufacturing sector?
   (a) Farming. ☐
   (b) Construction. ☐
   (c) Retailing. ☐
   (d) Shipping. ☐

4. The public sector of an economy comprises
   (a) government departments. ☐
   (b) public corporations. ☐
   (c) nationalised industries. ☐
   (d) all of the above. ☐

5. The span of control shows
   (a) the total number of people below the grade of an official. ☐
   (b) all the subordinates of an official of a business organisation. ☐
   (c) the number of departments in which an organisation is divided. ☐
   (d) the number of persons under the direct control of an official. ☐

SECTION B **[10 marks]**

6. **Match the following terms by writing down the appropriate letter in the middle column. The first one has been done for you. There is an extra term in the column to the far right.**

(a)	Basic needs		Wage
(b)	Choice		Feedback
(c)	Organisation chart		Retirement
(d)	Communication		Recruitment
(e)	Graph		Scarcity
(f)	Age distribution		Non-verbal communication
(g)	Occupational mobility		Non-financial incentive
(h)	Human Resources Department	(a)	Food
(i)	Flat rate		Chain of command
(j)	Job satisfaction		Dependency ratio
(k)	Job termination		Job opportunities
			Indirect production

SECTION C **[10 marks]**
Underline the correct answer from the square brackets in each sentence.

7. When a business needs to employ new workers a [job description / job evaluation / job appraisal] is prepared.

8. Unemployment which affects a particular industry in the economy is called [frictional / structural / cyclical] unemployment.

9. Each choice involves [stages of production / economic sectors / opportunity cost].

10. One of the disadvantages of the barter system is [inflation / divisibility / value].

11. An item can be considered as money if it is [universally accepted / graphically designed / locally printed].

12. A [consumer / durable / capital] good is an item used by a firm in its production process.

13. [Oil drilling / Carpentry / Wholesaling] forms part of the extractive sector.

14. The [production / marketing / purchasing] department is responsible to buy the goods and equipment a business needs.

15. A letter is an example of [verbal / written / non-verbal] communication.

16. Demography is the study of [dependency / unemployment / population].

SECTION D **[50 marks]**

Answer both questions in this section on the foolscaps provided. Each question carries 25 marks.

17. **Read the following passage and then answer the questions that follow:**

> Jennifer and Lara wish to establish a new firm to import women's clothes. They wish to represent an important brand in Malta. They are aware that they will have to meet the competition of other established brands. Initially, they intend to use a market penetration pricing strategy. They would try to increase the demand for their products by making use of other marketing and promotion strategies.

(a) Define the term **brand name**. (2 marks)
(b) Besides using a brand name, firms may also make use of trade marks. Explain what a **trade mark** is. (2 marks)
(c) What are trade marks and brand names? (2 marks)
(d) What is meant by **market penetration pricing**? (2 marks)
(e) Explain the term **price discrimination**. (2 marks)
(f) Explain the following terms:
  (i) capturing the market strategy (2 marks)
  (ii) creaming the market strategy (2 marks)
(g) Explain the term **marketing**. (2 marks)
(h) Explain the **product life cycle** as used in marketing. (2 marks)
(i) Mention the **7 Ps** of marketing. (7 marks)

[Total for Question 17: 25 marks]

18. **Read the following passage and then answer the questions that follow:**

> Maria is the Chief Executive Officer (CEO) of a small limited liability company. There is a number of managers managing different departments. These managers can take decisions which are within the company's policies without referring to Maria. She is to be consulted only in exceptional cases which go beyond the company's policies.
> Joan is the CEO of another company but, unlike Maria, she requires that no final decision is made without her knowing it and unless she gives her approval.

(a) Douglas McGregor states that there are Type X and Type Y managers. Of the two CEOs who is
  (i) Type X manager (1 mark)
  (ii) Type Y manager (1 mark)
(b) Explain the term **Type X manager**. (5 marks)
(c) Explain the term **Type Y manager**. (5 marks)
(d) Explain the following management styles:
  (i) Autocratic management style (3 marks)
  (ii) Democratic management style (3 marks)
  (iii) Laissez-faire management style (3 marks)
(e) Which type of management, from all those mentioned in the above questions, would motivate employees most? Explain your answer. (4 marks)

[Total for Question 18: 25 marks]

SECTION E **[20 marks]**

Choose ONE of the following and answer all related parts on the foolscaps provided.

19. (a) Explain the following economic systems:
    (i) Free market (1 mark)
    (ii) Planned economy (1 mark)
    (iii) Mixed economy (1 mark)
    (b) (i) Explain two advantages of the free market economy. (4 marks)
    (ii) Explain two disadvantages of the free market economy. (4 marks)
    (c) (i) Explain two advantages of the planned economy. (4 marks)
    (ii) Explain two disadvantages of the planned economy. (4 marks)
    (d) What type of economic system is practiced in Malta? Explain your answer. (1 mark)

[Total for Question 19: 20 marks]

OR

20. (a) Mention the factors of production. (4 marks)
    (b) Define each factor of production mentioned in (a), above. (8 marks)
    (c) Mention the payment relative to each factor of production. (4 marks)
    (d) Mention four differences between goods and services. (4 marks)

[Total for Question 20: 20 marks]

OR

21. (a) Explain what is a partnership. (2 marks)
    (b) What is the minimum number of persons that can form a partnership? (1 mark)
    (c) What is the maximum number of persons that can form part of a partnership? (1 mark)
    (d) Define the terms:
    (i) Limited liability (2 marks)
    (ii) Unlimited liability (2 marks)
    (e) What is a **sleeping partner**? (2 marks)
    (f) What is a partnership deed? (2 marks)
    (g) Mention two items which a partnership deed could contain. (2 marks)
    (h) (i) Mention three advantages of a partnership. (3 marks)
    (ii) Mention three disadvantages of a partnership. (3 marks)

[Total for Question 20: 20 marks]

END OF PAPER