This memorandum consists of 15 pages.
SECTION A

ANSWER SHEET

QUESTION 1.1

<table>
<thead>
<tr>
<th>1.1.1</th>
<th>A</th>
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QUESTION 1.2

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(5)

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### QUESTION 1.3

| A | B | C | D | E | F | G | H | I | J | **(5)** |

Understanding LO12 4.1

### QUESTION 1.4

| A | B | C | D | E | F | G | **(3)** |

Remembering LO12 1.2

### QUESTION 1.5

| 1.5.1 | Osteoporosis | Remembering LO 12 2.1 | **(1)** |
| 1.5.2 | Anorexia Nervosa | Remembering LO 12 2.1 | **(1)** |
| 1.5.3 | Cholesterol | Remembering LO 12 2.1 | **(1)** |
| 1.5.4 | Diabetes | Remembering LO 12 2.1 | **(1)** |
| 1.5.5 | Glycaemic Index | Remembering LO 12 2.1 | **(1)** |
| 1.5.6 | Bulimia Nervosa | Remembering LO 12 2.1 | **(1)** |
| 1.5.7 | Omega-3 fatty acid | Remembering LO 12 2.1 | **(1)** |

(7)

Remembering LO12 2.1

**TOTAL SECTION A: 40**
SECTION B: FOOD AND NUTRITION

QUESTION 2

2.1 2.1.1 Human Immunodeficiency Virus/HIV ✓ (1)

Remembering LO 12.2.1

2.1.2
- Strengthening the immune system ✓
- Fighting infection ✓
- Delaying the development of full-blown AIDS ✓
- Improve well-being/feeling better ✓
- Prolong life ✓ (Any 4) (4)

Remembering LO 12.2.1

2.1.3
- Group A: Peanut butter ✓: High in protein/selenium/zinc ✓
- Group B: Guavas ✓: High in vitamin C ✓
- Group C: Carrots ✓: High in vitamin A ✓ (6)

Understanding (3) and Remembering (3) LO 12.2.1

2.2 2.2.1
- Iron is a component of haemoglobin ✓ which is required to transport oxygen around the body to every cell/carry oxygen from the lungs to the rest of the body/blood is not able to carry enough oxygen around the body ✓
- Iron-deficient blood cannot carry enough oxygen to the body's cells ✓, which then cannot work efficiently/cannot maintain all their functions/cannot release energy ✓
- Not enough oxygen gets to the brain cells ✓ and as a result the ability to think/concentration is reduced/dizziness ✓
- Not enough oxygen gets to the body cells ✓ and as a result the children feel tired/tiredness/listless/weak/muscles are easily fatigued/low vitality/decreased ability to perform physical activity/poor school performance ✓ (Any 3 x 2) (6)

Applying LO 12.2.1

2.2.2
- Eat food such as liver/red meat/beef ✓ as they are high in iron ✓
- Eat dark green leafy vegetables/whole grains/legumes/eggs/dried fruit/seafood ✓ as they are high in iron ✓
- Include a source of vitamin C (ascorbic acid) in every meal/
  Eat vitamin C rich food ✓ it enhances the absorption of iron ✓
- Examples of foods high in vitamin C are citrus fruit/guavas/strawberries/berries/kiwi ✓ fruit/tomatoes/broccoli/Brussels sprouts/red peppers ✓
- Avoid drinking large amounts of coffee or tea with meals ✓ as they inhibit the absorption of iron ✓ (Any 3 x 2) (6)

Remembering LO 12.2.1
2.3  2.3.1 Lentils ✓

Understanding LO 12.2.1

2.3.2(a) • People with a lactose intolerance lack the enzyme lactase/ shortage of the enzyme lactase ✓
         • As a result they cannot digest the milk sugar/lactose/ inability to digest large amounts of lactose ✓

Remembering LO 12.2.1

2.3.2(b) • Soup C ✓
         • Soup C is the only soup that doesn't contain any cow's milk/dairy products/cream ✓
         • and thus lactose/milk sugar ✓

Understanding LO 12.2.1

2.3.3 • Soup C ✓
         • Soup C contains the highest sodium content (salt)/457 mg sodium ✓
         • Reducing salt/sodium intake/eating less salt helps to manage hypertension/high salt intake may contribute to hypertension/ consuming too much salt contributes to hypertension ✓

Understanding LO 12.2.1
2.3.4

- Soup B would be the best choice ✓ because:
  - A person who is trying to manage obesity should limit the intake of kilojoules, fat, carbohydrates and protein ✓

  **Soup B**
  - provides less energy /only 160 kJ/g ✓
  - contains only 3% cream/cream appears fourth on list of ingredients ✓
  - is low in fat /only 1.4 g fat ✓
  - provides less carbohydrates /only 4.0 g carbohydrates ✓
  - provides less sugar /only 1.2 g sugar ✓
  - provides less proteins /only 1.0g protein ✓
  - provides more fibre (1.4g) ✓/fibre fills you up for longer/delays the feeling of hunger ✓
  - has an overall lower energy content which contributes positively to the management of obesity ✓ (Any 7 reasons) (7)

  **OR**

- Soup A would NOT be the best choice ✓ because:
  - A person who is trying to manage obesity should limit the intake of kilojoules, fat, carbohydrates and protein ✓

  **Soup A**
  - provides more energy/225 kJ/g ✓
  - contains 8% cream/cream appears third on list of ingredients ✓
  - is high in fat / 2.5 g fat ✓
  - provides more carbohydrates / 6.0 g carbohydrates ✓
  - provides more sugar / 1.6 g sugar ✓
  - provides more proteins / 1.2 g protein ✓
  - provides less fibre (0.8g) ✓/fibre fills you up for longer/delays the feeling of hunger ✓
  - has an overall higher energy content which contributes negatively to the management of obesity ✓ (Any 7 reasons) (7) (8)

Evaluating LO 12.2.1

**TOTAL SECTION B:** 40

**SECTION C: CLOTHING**

**QUESTION 3**

3.1 3.1.1

- A set of written (or unwritten) rules ✓ about the type of clothing ✓ the employer expects the employees to wear to work ✓

- It is a policy drawn up by a business ✓ to specify the type of dress/clothing ✓ that is expected for the employees of that business ✓ (Any 3) (3)

Understanding LO 12.2.3
3.1.2 • Clothes that fit properly/comfortably /not too tight.
• Moderately heeled shoes/polished and in good condition
• Use accessories in moderation/according to dress code of the company
• Take dress code of Itileng into consideration/Dress to fit the specific work environment
• Be neatly dressed
• Clothes should be clean/well ironed/wrinkle free
• Clothes should be in good condition/no missing buttons
• Do not wear clothing with controversial words/slogans that will offend others/Do not wear clothing in colours that convey controversial messages
• Clothes that are not too revealing/overly sexy (Any 6) (6)

Remembering LO12.2.3

3.1.3 • It can have a positive influence/increase her self esteem/positive attitude towards herself
• She will feel accepted by colleagues/customers/clients, it will prevent feelings of rejection
• If she is well dressed she will be more likely to be relaxed at work
• She will be more confident at work
• When she is admired, her self-esteem/self-confidence/sense of security will increase
• If she wears her clothes with confidence it will influence the respect people show her (Any 4) (4)

Understanding LO12.2.3

3.2 1. Innovation/introduction/emerging/launch/start
2. Rise/growth/emulation/acceleration
3. Peak/economic/popular/culmination/maturity
4. Decline
5. Obsolete/out datedness (5)

Remembering LO12.2.4

3.3 • Fashion items on sale/discount/cheaper/special offer
• Fewer of the fashion items on shelves/display/available
• Fewer people wearing the fashion items
• New fashion items/designs on display (Any 3) (3)

Applying LO12.2.4
3.4

- Fashion trends are communicated much faster and easier/there is instant access to new trends/there is more advanced communication and media available to individuals (for example internet)
- People will accept fashion changes more readily because they are easily exposed to the media
- Clothing businesses using the media are able to reach more people
- Clothing businesses are able to market/advertise new trends easier and faster
- It brings fashion to people of all social and economic classes all over the world/to a wide variety of people
- People can order new fashion trends easier and faster, for example, internet shopping/catalogue ordering

(Any 5) (5)

Applying LO12.2.4

3.5 3.5.1

- Good quality
- High prices
- Status
- Knowledge of the latest fashion trends
- The image of the Adidas company
- Success / achievement
- Popularity
- Acceptance
- Importance
- Exclusivity
- Authenticity/originality

(Any 4) (4)

Understanding LO12 2.4

3.5.2

- They represent South African consumers
- They inform consumers of their rights
- They refer consumers to the correct organisations when they have a complaint
- Monitor and raise consumer issues
- Provide counselling to consumers who have financial problems
- Provide consumer education
- Do research/surveys/testing products to verify and prevent complaints

(Any 4) (4)

Remembering LO12 1.1
3.5.3 • He did not complain the correct way ✓

Reasons
• He did not have the receipt when he went to complain ✓
• He was furious and he stormed into the shop ✓
• He did not ask for the manager ✓
• He was rude/not polite/impolite to the salesman by throwing the T-shirt into his face ✓
• He threatened the shop with legal action ✓
• He did not tell the shop what he expected as a redress ✓
• He did not follow the correct procedure to complain ✓

(Any 5 reasons) (5) (6)

Analysing LO12 1.1

TOTAL SECTION C: 40

SECTION D: HOUSING AND SOFT FURNISHINGS

QUESTION 4

4.1 4.1.1 Sectional title ✓

Understanding LO 12.2.5

4.1.2 • Disclosure of all facts relating to the property, including the defects/Point out defects to the buyer ✓
• Assists the family with completing the offer to purchase form/ Draft an offer to purchase/Guides the family through making an offer/Presenting offer to seller ✓
• Determine the buying power of the family/how much the family can buy for/the loan the family is entitled to ✓
• Link between the buyer and seller/Will negotiate an agreement of sale acceptable to both parties/Negotiate the purchase price between the buyer and seller/She is the negotiator between the buyer and seller, with regard to the price, terms, date of occupation, etc. ✓
• Assistance with applying to a bank for a home loan/apply for a bond on behalf of the buyer ✓
• Making sure that any monies paid by the buyer are properly receipted and paid into an appropriate trust account ✓
• Checks that the interest earned on trust monies is paid to the entitled person ✓
• Helps to co-ordinate and manage all activities taking place after the Offer to Purchase is signed until the property is registered in the buyer's name ✓

(Any 4) (4)

Understanding LO 12.2.5


4.1.3(a) • Conveyance fees/Transfer fees ✓
        • Deeds Office fees ✓
        • VAT ✓

*(NOTE: Transfer duty is not payable on R590 000,00 as R0–R600 000,00 is exempted from Transfer duty.)*

(3)

Understanding LO 12.2.5

4.1.3(b) R340,00 ✓

(1)

Remembering LO 12.2.5 / LO 12.1.2 / LO 12.3.4

4.1.3(c) The municipality ✓

(1)

Remembering LO 12.2.5 / LO 12.1.2 / LO 12.3.4

4.1.4 The Body Corporate. ✓

(1)

Remembering LO 12.2.5

4.1.5 • Paying for day-to-day running of the complex. ✓
        • Insurance on the buildings in the complex. ✓
        • Maintenance of the exterior of buildings in the complex, e.g. painting of the walls / Maintenance of buildings. ✓
        • Maintenance of common areas / complex gardens. ✓
        • Paying maintenance staff. ✓
        • Water consumption of all the areas that concern the complex, e.g. gardens, excluding / except owner’s own private water consumption. ✓
        • Electricity consumption of areas that concern the complex, e.g. lights in the parking area, lights at the gate, excluding owner’s own private electricity consumption. ✓
        • Security arrangements of the complex. ✓
        • Covering of any extraordinary expense, e.g. flooding of gardens, roof damage in storm, excluding expense regarding the inside of the town house. ✓

(Any 4)

*(NOTE: In this case the levies do not include rates and taxes as the advertisement states that rates and taxes are paid separately)*

(4)

Remembering LO 12.2.5
4.1.6

- Painted plastered walls: They will have to paint/repaint the walls every few years and that is fairly expensive/very costly.
- Carpeted flooring: Carpets stain easily and may need to be professionally cleaned from time to time/needs to be vacuumed/cleaned regularly/will have to be replaced after a few years. Maintaining carpets is costly as you have to buy a vacuum cleaner/clean them professionally/have them replaced.
- Tiled flooring: Very easy to maintain/No vacuuming necessary/can be swept and washed with soapy water.
- Cheap to maintain/Only cost is tile cleaner.

(Any 3) (3 x 2) (6)

Applying LO 12.2.5

4.1.7

- Conserve natural resources.
- Save energy.
- Create jobs.
- Less litter.
- Less waste/minimizes waste.
- Reduce air pollution.
- Reduce water pollution.
- Reduce ground/soil pollution.

(Any 3) (3)

(Note: If the learners only write controlling/reducing pollution, one mark can be allocated)

Remembering LO 12.2.7/12.3.4

4.2 4.2.1

<table>
<thead>
<tr>
<th>HOT PLATE A</th>
<th>HOT PLATE B</th>
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</thead>
<tbody>
<tr>
<td>TWO SOLID PLATES</td>
<td>TWO SPIRAL/COIL PLATES</td>
</tr>
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</table>

- Cleaning
  - Easier to clean
- More difficult to clean

- Speed of heating and cooling
  - Takes longer to heat up
  - Stays hot several minutes after the unit/plate/element has been turned off
  - Heat quickly
  - Cool quickly when the unit/plate/element is turned off

(6)
4.2.2 • Spiral/coil plate ✓

Explanation:
• The spiral hot plate heats quickly and no electricity is wasted as the cooking process can start immediately ✓
• The solid plate takes longer to heat and electricity is wasted waiting for it to heat up before the real cooking process starts ✓

(Any reason) (1)

Applying LO 12.2.6

4.3 4.3.1 • Bulb A is an ordinary/incandescent/tungsten filament bulb ✓
• Bulb B is a CFL (compact fluorescent light/lamp) ✓

(2)

4.3.2(a) • Although bulb B is more expensive than bulb A ✓ it lasts longer than bulb A ✓
• Uses less electricity than bulb A ✓
• Money will be saved in the long term if bulb B is used ✓ (Any 2)

(2)

4.3.2(b) • Bulb A has an energy efficiency rating of E ✓
• Bulb A's energy efficiency is poor/ rated at a lower energy efficiency level ✓
• Bulb B has an energy efficiency rating of A ✓
• Bulb B's energy efficiently is excellent/good/bulb B is an energy efficient bulb/rated at the most energy efficient level. ✓

(Any 4)

Analysing LO 12.2.6

TOTAL SECTION D: 40

SECTION E: THEORY OF PRODUCTION AND ENTREPRENEURSHIP

QUESTION 5

5.1 5.1.1 • A person who starts a business. ✓
• A person who notices a gap/new opportunity in the market/takes the initiative. ✓
• Has the courage to seize the opportunities. ✓
• The ability to manage the business/manages his/her own business. ✓
• A person who sells or produces products. ✓
• A person who starts a business to make a profit ✓ (Any 2)

(2)

Remembering LO 12.4.2
5.1.2
- Group of people ✓ to whom you would sell a specific product ✓
- Group of people ✓ who will buy a specific product ✓
- Specific group of people/people with the same characteristics ✓ who will buy a product ✓
- Prospective buyers ✓ of a specific product ✓

(Any 2) (2)

Remembering LO 12.4.2

5.2
- Price ✓
- Place ✓
- Promotion ✓
- Product ✓

(4)

Remembering LO 12.4.2

5.3 5.3.1
- The equipment will last longer / more durable ✓
- The equipment will work well ✓
- Production will not be interrupted for repairs ✓
- Save money on repairs/won't break easily ✓
- Won't lose money during production/It will save your production time ✓

(Any 4) (4)

Understanding LO 12.4.1

5.3.2
- You will keep your customers / they will return / come back / loyalty ✓
- You will meet their needs ✓
- They will give you feedback to improve the business ✓
- Customers will encourage other people to buy from your business/friends will come with them / free advertising by word of mouth ✓
- The business will thrive/be sustainable ✓

(Any 4) (4)

Understanding LO 12.4.1
NOTE: Marks will be awarded for ALL the calculations.

5.4 5.4.1 Products per day = products/week ÷ 5 days
= 150 ÷ 5
= 30

Cost of materials/product = cost of materials per day ÷ number of products per day
= R750 ÷ 30
= R25,00

OR

Cost of the material for 150 products = R750 x 5
= R3 750

Cost of material/product = cost of materials for 150 product ÷ 150
= R3 750 ÷ 150
= R25,00

(5)

Applying LO12 4.3

5.4.2 Selling price/ product = cost of materials/ product + 50% mark up
= 50 x R25
100
= R25,00
= R37,50

OR

Selling price/ product = R25 + 50%
= R37,50

(4)

Applying LO 12.4.3

5.5 5.5.1(a) The Basic Conditions of Employment Act

5.5.1(b) • Annual leave
• Sick leave
• Maternity leave
• Family responsibility leave

(4)

Remembering LO 12.4.2
5.5.2 Jacob’s business will be more sustainable. ✓ /he will be able to make a profit in the long term. ✓

Reasons:
• He knows what the specifications of the product are ✓
• Knows his target market ✓
• Follows the exact specifications when producing the products ✓
• Keeps costs as low as possible without sacrificing quality ✓
• He controls his finances ✓
• Quality controls the products by doing spot-checks ✓
• Appoints skilled staff ✓
• Buys quality raw materials ✓

(Any 3 reasons) (3)

Abdul’s business is more likely to fail ✓ /not make a profit /he will have to make a make changes to make profit on the long term ✓

Reasons:
• He did not define the target market before production/thinks he will find the target market after production has started ✓
• He does not think safety and quality control plays a role ✓
• He over spent money on the packaging ✓
• He does not think any further promotion is necessary ✓
• He used most of his money to buy raw materials and equipment ✓

(Any 3 reasons) (3)

(10)

Evaluating LO 12.4.2

TOTAL SECTION E: 40
GRAND TOTAL: 200