



PAMIBIA UNIVERSITY
OF SCIENCE AND TECHNOLOGY **COMMERCE, HUMAN**
SCIENCES AND EDUCATION
DEPARTMENT OF GOVERNANCE AND MANAGEMENT SCIENCES

QUALIFICATION: BACHELOR OF MANAGEMENT	
QUALIFICATION CODE: 07BBMA	LEVEL: 6
COURSE CODE: BMI511S	COURSE NAME: INTRODUCTION TO BUSINESS MANAGEMENT
SESSION: JULY 2025	PAPER: SECOND OPPORTUNITY
DURATION: 3 HOURS	MARKS: 100

SECOND OPPORTUNITY EXAMINATION – QUESTION PAPER			
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	Distance Tutors		
MODERATOR:	Dr V. Sibanda		

THIS QUESTION PAPER CONSISTS OF 6 PAGES (Including this front page)

INSTRUCTIONS	
1.	Answer all questions in the booklet provided.
2.	Read all the questions carefully before answering.
3.	Marks for each question are indicated at the end of each question.
4.	Please ensure that your writing is legible, neat and presentable and start each Section on a new page.

PERMISSIBLE MATERIALS

1. Examination question paper
2. Examination answer sheet
3. Calculator

SECTION A

Question 1

Indicate whether the following statements are True or False in the examination booklet provided.

[2 x 10 = 20 marks]

No.	Question
1.1	Referent power refers to a person's high levels of skill and knowledge.
1.2	Transportation, storage and communication are falling within the secondary sector.
1.3	To ensure the highest possible satisfaction of needs with the scarce resources is also known as the economic principle.
1.4	Quantitative guidelines for defining SMME's include a simple organisational structure that is independent, privately owned and managed.
1.5	Customer service is needed when a customer wants the seller to resolve a problem with a purchase.
1.6	The bankruptcy of a partner leads to the dissolution of the partnership.
1.7	A merger is the process where one company purchases most or all of another company's shares or assets to gain control of that company.
1.8	Management by objectives is a goal setting technique and employees could establish performance targets.
1.9	Entrepreneurs bring about change, growth, wealth and re-energise economies and create jobs.
1.10	Coercive power is the authority granted to someone because of their official position or rank within an organization or institution.
TOTAL [2x10 = 20]	

SECTION B

Question 2

Indicate your answers next to each corresponding number in the examination booklet provided.

[2 x 10 = 20marks]

- 2.1. The continual rise in the price of products and services is a result of _____
- a) trade cycles
 - b) population growth.
 - c) inflation
 - d) interest rates
- 2.2. Which of the following factors is not part of a business's micro-environment?
- a) Suppliers' strategy
 - b) Mission statement
 - c) Production opportunities
 - d) Financial policy
- 2.3. Statement of _____ shows a snapshot of an organisation's financial holdings.
- a) comprehensive income
 - b) financial position
 - c) change in equity
 - d) cash flow
- 2.4. The _____ dimension of social responsibility refers to a business's societal contribution of time, money, and other resources.
- a) Ethical
 - b) Philanthropic
 - c) Volunteerism
 - d) Consumerism
- 2.5. In a _____ economy, economic activity is governed by market forces, and the means of production are privately owned by individuals, either directly or indirectly through corporations.
- a) Production-orientated
 - b) Capitalist
 - c) Socialist
 - d) Democratic

- 2.6. When a company takes over another one and clearly becomes the new owner, the action is called:
- a) Merger
 - b) Acquisition
 - b) Strategic Alliance
 - c) None of the above
- 2.7. When an organisation purchases an important strategic item, which of the following qualities will it regard as most important when deciding on a supplier?
- a) Price, quality and delivery
 - b) Location, cost and value
 - c) Financial stability, managerial and technical ability
 - d) Technical ability and quality
- 2.8. A business enterprise with share capital on the stock exchange can be regarded as a _____.
- a) Public company
 - b) Private company
 - c) Close corporation
 - d) Franchise
- 2.9. Woolworths, Mr Price, Ackermans, Pep, Big Daddy, Truworths and Foschini are all competitors of Edgars and thus part of the _____ environment.
- a) **Market**
 - b) Macro
 - c) Physical
 - d) Micro
- 2.10. What internal strategy could have been used to protect scarcity of business products during Covid 19 pandemic?
- a) Recruitment
 - b) Smoothing
 - c) Buffering
 - d) Rationing

SECTION C**[Total – 30 marks]**

Question 3

Mabisa Corporation has a single product whose selling price is N\$70.00 and whose expenses per unit are as follows:

Office rent – N\$12,000.00

Materials – N\$20.00

Shipping – N\$10.00

Salaries – N\$6,000.00

Packaging – N\$15.00

3.1. What is Mabisa Corporation's contribution margin? (1)

3.2. How many units must the corporation manufacture in order to break-even? (4)

Question 4

You have inherited N\$18000,00 and plan to invest it today in an account that compounds interest weekly at an annual rate of 6%. What will the value of the investment be after 5 years? (8)

Question 5

Study the following information and answer the question(s) that follow:

Balance Sheet for Sibanda Optics CC as at 31 March 2025

Particular	N\$
Creditors	6,000.00
Bank Overdraft	3,000.00
Prepaid expenses	1,000.00
Inventory	6,000.00
Accounts receivable	7,500.00
Cash	2,500.00

Calculate the following ratios for Sibanda Optics CC.

5.1. Current ratio (6)

5.2. Acid test ratio (6)

Question 6

Now that you have determined the liquidity of the business in question 5 above, suggest five (5) disadvantages of being a member of such a business? (5)

SECTION D

[Total – 30 marks]

Question 7

Explain the four categories, how internal and external influences affect how and why a buyer makes a purchasing decision. **(NB - focus on what was discussed in the course)** (8)

Question 8

Briefly explain any six (6) management functions/functional areas in a business organisation. (12)

Question 9

Every group in an organisation is different in terms of formation. List and briefly elaborate on any five characteristics of groups. (10)