SOUTH AFRICAN BUSINESS STUDIES OLYMPIADS

E-mail: Info@saolympiads.co.za website: www.saolympiads.co.za

Business Studies Olympiad GRADE 10

DATE: 3 AUGUST 2026

TIME: 90 MINUTES

INSTRUCTIONS:

1. This booklet has 40 multiple choice questions.
2. Use the answer sheet provided.

   Circle the letter corresponding to your answer.
3. All working details must be done in the space provided.
4. Calculators are permitted.
5. Diagrams are not necessarily drawn to scale.
6. The first 30 questions carry 1 mark each and the next 10 carry 2 marks each.
7. You have 90 minutes for the paper which works out to an average of 2.25 minutes per question.
8. Read the questions carefully before answering.
9. Visit the website: www.saolympiads.co.za.

ENJOY THE OLYMPIAD.

Grade 10 Business Studies Olympiad 2026

SECTION A

Select the most correct answer by marking the correct letter on the answer sheet provided.

Read the article and answer the questions that follow.

180 businesses in South Africa on the brink of shutting down

New data shows that around 180 small and medium-sized businesses are on the brink of closing their doors in South Africa.

This is according to the latest Small Business Growth Index, released by Absa Business Banking, the South African Chamber of Commerce and Industry (SACCI), and Unisa's Bureau of Market Research.

The index surveyed more than 2,000 SMEs across the country and found a sector under severe strain, even as some businesses continue to push for growth.

The rising cost of doing business is the biggest pressure point. Transport, electricity and general input costs have climbed rapidly.

As a result, 67% of SMEs said that they will need to raise prices by up to 10% in the next six months just to cope.

Many fear this will push customers away, weaken demand further and keep inflation sticky.

[Downloaded and adapted from: https://businesstech.co.za/news/business/845505/180-businesses-on-the-brink-of-shutting-down-in-south-africa/ Date accessed: 5 December 2025]

1. What primary economic challenge are South African small and medium-sized enterprises (SMEs) currently experiencing?

A) Political instability
B) Rising cost of doing business
C) International trade restrictions
D) Labour market shortages (1)

2. According to the survey, what percentage of SMEs plan to raise prices in the next six months?

A) 45%
B) 55%
C) 67%
D) 82% (1)

3. How might the planned price increases potentially impact the broader economic environment?

A) Stimulate economic growth
B) Potentially weaken customer demand and sustain inflation
C) Reduce overall business competition
D) Improve international trade relationships (1)

4. Rising costs and changing tariffs are factors from the _____ environment.

A) Market
B) Micro
C) Millennia
D) Macro (1)

5. What economic principle is demonstrated by businesses raising prices to maintain profitability?

A) Supply and demand equilibrium
B) Monopolistic competition
C) Perfect market theory
D) Centralised economic planning (1)

6. Which environmental scanning tool is best used to scan the market environment?

A) Porter's Five Forces Model
B) SWOT Analysis
C) PESTLE Analysis
D) Resource Based Approach (1)

7. Financial planning forms part of which economic sector?

A) Tertiary
B) Primary
C) Quaternary
D) Secondary (1)

8. The law that regulates how businesses are registered and deregistered is the:

A) Labour Relations Act
B) Occupational Health and Safety Act
C) Consumer Protection Act
D) New Companies Act (1)

9. As a manufacturer of a new product, accessing the market through a well-known retailer would be considered a/an _____.

A) strength
B) weakness
C) opportunity
D) threat (1)

10. Which of the following is NOT an element of the Market environment?

A) Suppliers
B) Intermediaries
C) Organisational Resources
D) Consumers (1)

11. Where two or more businesses decide to join forces to take advantage of opportunities in the market, it will be known as an/a …

A) strategic alliance.
B) retailer.
C) competitor.
D) intermediary. (1)

12. VAT is an indirect tax which is also known as tax on…..

A) income.
B) consumption.
C) customs.
D) profits. (1)

13. Which of the following scenarios would be considered unethical at a petrol station?

A) Appointing a superior candidate to senior management.
B) Monitoring employees' access to internet sites during work hours.
C) Whistleblowing on top management.
D) Accepting a large cash reward for purchasing from a particular supplier. (1)

14. Which organisation plays a critical role in South Africa's monetary policy regulation?

A) National Treasury
B) South African Reserve Bank
C) Department of Trade and Industry
D) Chamber of Commerce (1)

15. During which stage of team processes are ground rules set and a common goal accepted?

A) Adjourning
B) Forming
C) Norming
D) Performing (1)

16. Social entrepreneurship is about building a business that focuses on:

A) Profit maximisation
B) Government welfare programs
C) Addressing societal challenges
D) International development aid (1)

17. Which economic policy framework has been central to South Africa's post-apartheid economic transformation strategy?

A) Socialist economics
B) Black Economic Empowerment (BEE)
C) Labour Relations Act
D) Communist economic planning (1)

18. What does the term "corporate social responsibility" mean?

A) Maximising shareholder profits
B) Minimising tax obligations
C) Contributing positively to societal well-being
D) Reducing operational costs (1)

19. Which of the following is NOT a benefit of corporate social responsibility for a business?

A) Increased customer loyalty
B) Reduced focus on core business
C) Positively impacting local community
D) Reduced tax liability (1)

20. Which type of market research involves collecting data directly from consumers?

A) Secondary research
B) Tertiary research
C) Primary research
D) Theoretical research (1)

21. Which factor is NOT typically considered in a PESTLE analysis?

A) Individual employee performance
B) Economic conditions
C) Developments in technology
D) Unemployment rates (1)

22. Which management style involves the manager giving strict instructions and not allowing staff to provide input?

A) Democratic management
B) Laissez-faire management
C) Transactional management
D) Autocratic management (1)

23. What is the primary purpose of a business plan?

A) To secure funding and provide strategic direction
B) To create marketing materials
C) To determine employee salaries
D) To design company logos (1)

24. In South African labour relations, what does the term "collective bargaining" represent?

A) Individual salary negotiations
B) Negotiations between employers and trade unions
C) Government wage regulations
D) Performance-based compensation (1)

25. During which management task, does management focus on developing goals and direction for their staff?

A) Organising
B) Planning
C) Leading
D) Controlling (1)

26. Which of the following can prevent clear communication?

A) Active listening
B) Open-ended questions
C) Leading questions
D) Low levels of physical noise (1)

27. _____ refers to parties reaching a conscious agreement with genuine intent to enter into the contract.

A) Consensus
B) Contractual capacity
C) Total honesty
D) Voetstoots (1)

28. A manager discovers two team members are consistently having interpersonal conflicts that are negatively impacting team productivity. What is the MOST appropriate initial approach to addressing this situation?

A) Immediately separate the employees and reassign their roles
B) Conduct a structured mediation session to understand the root causes of the conflict
C) Ignore the conflict and hope it resolves itself naturally
D) Discipline both employees equally without investigating the specific issues (1)

29. Which characteristic is MOST critical for maintaining professionalism during challenging workplace interactions?

A) Demonstrating emotional intelligence and self-regulation
B) Always agreeing with senior management
C) Minimising personal interactions with colleagues
D) Prioritising personal interests over business goals (1)

30. Which business function focuses on developing staff and their skills?

A) Marketing
B) Human Resources
C) Finance
D) Public Relations (1)

SECTION B

31. The concept of "township economies" primarily refers to:

A) Rural agricultural development
B) Informal business sectors in urban residential areas
C) International trade zones
D) Corporate multinational investments (2)

32. The BRICS alliance represents:

A) A purely economic trading partnership
B) A development bank network
C) A political cooperation framework
D) An investment partnership of emerging economies (2)

33. Which of the following countries joined the BRICS alliance in 2024?

A) South Africa
B) China
C) Saudi Arabia
D) Ethiopia (2)

34. In South Africa the Gini coefficient indicates:

A) National productivity rates
B) Foreign direct investment
C) Income inequality levels
D) Export competitiveness (2)

35. The growth of digital entrepreneurship in South Africa is most constrained by:

A) Technological infrastructure
B) Educational opportunities for citizens
C) Support from government
D) Market demand (2)

36. Which economic sector contributes most to South Africa's Gross Domestic Product (GDP)?

A) Mining
B) Agriculture
C) Services
D) Manufacturing (2)

37. Which financial statement provides a snapshot of a company's assets, liabilities, and shareholders' equity?

A) Income statement
B) Cash flow statement
C) Balance sheet
D) Profit and loss statement (2)

38. In the context of South African business, what does "SMME" stand for?

A) Strategic Market Management Enterprises
B) Small, Medium, and Micro Enterprises
C) South African Market Management Entities
D) Sustainable Micro Measurement Evaluation (2)

39. What determines a company's liquidity?

A) Total revenue for the business
B) Ability to meet short-term financial obligations
C) Number of staff
D) Profitability (2)

40. What is the current company tax on profits?

A) 27%
B) 28%
C) 41%
D) 45% (2)

TOTAL MARKS = 50