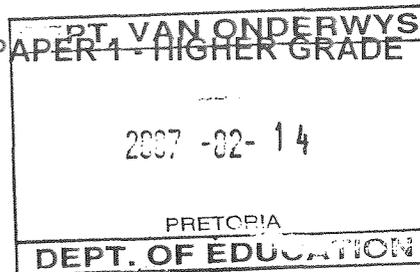


**MEMORANDUM – ENGLISH SECOND LANGUAGE – PAPER 1 – HIGHER GRADE
FEBRUARY/MARCH 2007**



SECTION A

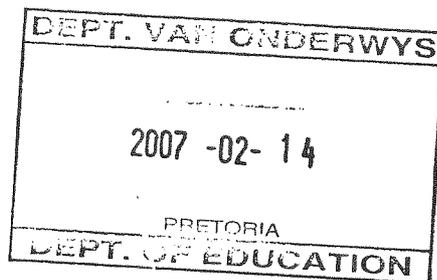
- 1.1 False (1) "appeared" (1) (2)
- 1.2 ... surprise/amazement/shock /satisfaction (Any one of) (0 or 2) (2)
- 1.3 They think others will consider them stingy/common/poor.
(Or words to this effect.) (0 or 2) (2)
- 1.4 True (1) "no-lose (situation)" (1) (2)
- 1.5 Sales people are eager/anxious/desperate to make a sale./Sales are down./
People are not spending money (Or words to this effect.) (NOT "tough
economic times.") (2)
- 1.6 That you are able to bargain better than anyone else/ out-class /out-do
OR
To get the best deal/price./Pay only what you are prepared to pay. (0 or 2)
(Or words to this effect.) (2)
- 1.7 False (1) "acquired skill" (1) (2)
- 1.8 One gets the feel of how to bargain/give and take
One develops confidence
One sharpens one's (negotiation) skills (Any two for one mark each) (2)
- 1.9 "accident" "casually" "jokingly" (Any two) (One mark for each correct
answer) (2)
- 1.10 That curtaining was not going to be made any more.
(Or words to this effect.) (NOT "the range was being discontinued.") (2)
- 1.11 You must know what things cost. / You must find out about prices before
negotiating. (Or words to this effect.) (NOT "knowing what the item is worth" /
"to do your homework" / "Information is power." (0 or 2) (2)
- 1.12 Opinion (1) There is no guarantee that goods are always cheaper in big
centres. (Or words to this effect.) (1) (2)
- 1.13 Don't sound apologetic or uncertain.
Don't disclose how badly you need the product or service.
Avoid revealing how much you are willing to pay. (Or words to this effect.) (3)
- 1.14 Can you give me a better price? (Or words to this effect.) (0 or 2) (2)
- 1.15.1 Figuratively (1)
- 1.15.2 The salesman must come up with a better/good/cheaper price. (1)

- 1.16 The customer cannot then negotiate to get the best price. / "...you limit your ability to negotiate." (2)
- 1.17 Cost of the item
Time
Cost of petrol
Telephone costs (Any two for one mark each.) (2)

TOTAL SECTION A: 35

Criteria for TRUE/FALSE questions:

- 1 If True or False is correct and there is a quote, but it is wrong – candidate gets 1 mark.
2. If True or False is incorrect – **NO** mark irrespective of quote.
3. If True or False is correct and quote is correct – 2 marks.
4. Words must be quoted from the passage and not contextualised.
True or False is correct but contextualisation is given – candidate gets 1 mark.
5. If only True or False and no quote – no marks.
6. If **Yes** or **No** instead of True or False – no marks.
7. If **T** or **F** instead of True or False – **AWARD MARK!**
8. Words contained in the quotation **MUST** be spelt 100% correctly.
9. If **only** the quotation is given without True/False – **NO MARKS.**



SECTION B: SUMMARY - QUESTION 2

QUOTE		Mark these CORE IDEAS	
1.	"...they can build stable, positive relationships."	1.	Their relationships are steady (positive) / They have steady (positive) relationships.
2.	"...generally more optimistic..."	2.	They are optimistic (high-spirited) / They aren't cynical (negative) / They don't become depressed (down).
3.	"...have the ability to find creative solutions."	3.	They focus on finding a solution. / They focus on solving the problem. / They focus on the solution, not the problem.
4.	"...won't be easily manipulated into making wrong decisions..."	4.	They won't easily make the wrong decisions. / They consider various options before making a decision.
5.	"...see more opportunities..."	5.	They spot opportunities. / They're not afraid to take risks (chances)
6.	"...to learn more..."	6.	They want to learn (know) more. / They want to gain more knowledge. They are inquisitive (have enquiring minds).
7.	"...more likely to make a success of what they do..."	7.	They are successful. / They normally make a success of what they do.

INDICATION OF MARKS:



MARKING:

- Count the number of words up to the maximum and draw //. Ignore the rest.
- The candidate must rewrite the core idea in his OWN WORDS as far as possible. There should be some evidence that the candidate has rephrased each core idea – e.g. changing the word order or a word.
- Points must be given in FULL SENTENCES.
- Changes in the word order of the quote are acceptable.
- Mark for any seven correct facts, ONE mark for each different fact.
- The facts need not be in a specific order.
- Number of words correctly indicated, earns ONE mark, provided the candidate used the required number of words or fewer.
- Write down the number of the credited fact next to the tick.
- Indicate direct quotes by placing a capital Q in the left-hand margin.
- Mark only ONE fact per sentence – ignore any other facts in the same sentence. If an incorrect fact occurs first, the candidate forfeits the mark for his second possibly correct fact.
- If given in paragraph format, treat one sentence as one fact. The candidate automatically forfeits both language marks.

PENALTIES:

- If the maximum of **45 words** is exceeded, no mark is allocated for length, OR if number of words isn't indicated or is obviously incorrectly indicated, the candidate also forfeits the mark.
- **Indicate** ALL grammar, spelling and punctuation errors:

0 – 3 errors	= award 2 marks
4 – 6 errors	= award 1 mark
7 – more errors	= 0 marks awarded
- If facts have not been numbered, minus one language mark.
- Each quote should be regarded as a language error.
- An incomplete sentence should be regarded as a language error.
- The marks for language and number of words combined MAY NOT exceed the mark obtained for the facts.

2007-02-14
 PRETORIA
 NATIONAL EXAMINATIONS AUTHORITY

TOTAL SECTION B :

SECTION C : LANGUAGE**QUESTION 3****SPELLING COUNTS!**

3.1.1 as

3.1.2 themselves

3.1.3 bartering/barter

3.1.4 had

3.1.5 another

3.1.6 merchandise

3.1.7 adoption

3.1.8 be kept

3.1.9 under

3.1.10 ownership

3.1.11 before

3.1.12 lending

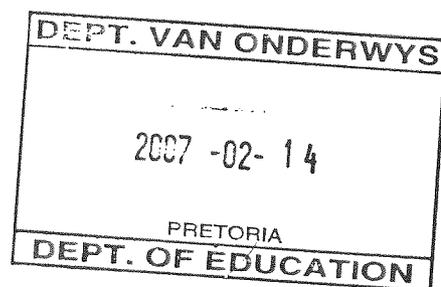
3.1.13 at/for

3.1.14 few

3.1.15 more/other

3.1.16 illegally (One mark for each correct answer.)

3.2 smith



(16)

(2)

[18]**QUESTION 4****SPELLING DOESN'T COUNT IN 4.1 TO 4.3.**

4.1 That the clients' claims will be paid out./ The clients will be given the help/advice they need. / Clients will be helped out. (2)

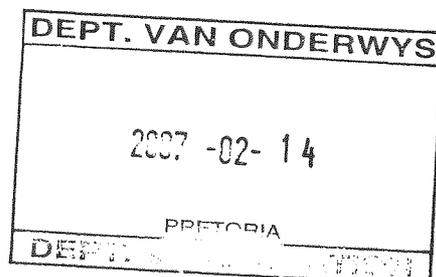
4.2 Insurance cover (1) Material covering the chair (1) (2)

4.3 Immediate/good/prompt/efficient/quick service. (2)

- 4.4. occur (1) (6)
weigh (1)
most (1)
one's (1)
ensure (1)
too (1)
- 4.5 "Madam, do (1) you know (1) how banking started?"
The other mark (1) is awarded if the quotation marks and question mark are included. No mark if one has been left out. (3)
- 4.6 The convenience of money **has been taken** for granted. (2)
(The entire sentence must be correct – word order and verb phrase) [17]

TOTAL SECTION C: 35

GRAND TOTAL: 80



CLASSIFICATION OF THE ITEMS TESTED

Question 3

3.2.1	as	conjunction (logical connector)
3.1.2	themselves	reflexive pronoun
3.1.3	had	past tense
3.1.4	another	indefinite pronoun
3.1.5	derivation	one noun to another
3.1.6	be kept	passive
3.1.7	adoption	derivation (verb to noun)
3.1.8	under	preposition
3.1.9	ownership	derivation verb to a noun
3.1.10	before	conjunction, logical connector
3.1.11	lending	words often confused
3.1.12	at	preposition
3.1.13	few	indefinite pronoun
3.1.14	more	comparison
3.1.15	illegally	derivation adjective to an adverb
3.1.16	smith	elision
4.1	implied meaning	
4.2	vocabulary in context	
4.3	understanding intention	
4.4	editing	
4.5	direct speech in a question form	
4.6	passive	

