

2025 SUPER MOCK - LEATHERWORK 1 SOLUTION

PAPER 1

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|--|---|
| 1. A. Animal brain | 21. A. Marketing |
| 2. C. Shaping | 22. C. Exhibitions |
| 3. B. Modelling | 23. D. Fairs |
| 4. B. Covering of small animals | 24. A. Preliminary design |
| 5. A. Fixed costs | 25. B. Idea development |
| 6. A. Enterprise | 26. C. Design |
| 7. B. By-products of the meat industry | 27. A. 1858 |
| 8. A. From the tanning of hides | 28. A. Vegetable-tanning |
| 9. D. All of the above | 29. D. Oil Tanning |
| 10. B. Tanning | 30. B. Chrome-tanning |
| 11. A. Mineral Tanning | 31. A. Aesthetics |
| 12. C. Combination tanning | 32. B. Abattoir |
| 13. D. Shinny | 33. C. Adhesive |
| 14. B. Livestock | 34. D. Alligator leather |
| 15. C. High demand for cheaper food sources | 35. A. Patterns |
| 16. A. Direct cost | 36. C. Purchase of new materials for productions |
| 17. C. Indirect cost | 37. A. Capital |
| 18. B. The going price | 38. B. Start-up capital |
| 19. B. Costs of the product | 39. C. Working capital |
| 20. C. Profit margin | 40. A. Lace |

2025 SUPER MOCK - LEATHERWORK 2 SOLUTION

PAPER 2

1. Explain the three main types of packages and their roles.

- **Primary Packaging:** The immediate wrapper on the product (e.g., a dust bag for a purse).
 - **Protection:** Shields the product from scratches, dust, and contamination.
 - **Presentation:** Conveys brand quality and enhances the customer's initial experience.
- **Secondary Packaging:** The box or container holding the primary-packaged product (e.g., a branded box for a wallet).
 - **Protection:** Provides structural support during handling and stocking.
 - **Presentation:** Acts as the main marketing tool on a retail shelf to attract buyers.
- **Tertiary Packaging:** The shipping container for bulk transport (e.g., a large carton).
 - **Protection:** Protects products from damage during transit.
 - **Presentation:** Purely functional, displaying logistical and handling information.

2. Explain the following terms:

- **(a) Introductory Price:** A temporary low price for a new product to quickly gain market share.
- **(b) The Going Price:** Setting a price based on what competitors are charging for similar products.
- **(c) The Cost-Plus:** A pricing method where a fixed percentage (markup) is added to the total cost of production.
- **(d) The Price Discrimination System:** Selling the same product at different prices to different customer segments.
- **(e) Variable Costs:** Costs that change in direct proportion to production volume, such as raw materials.

3. (a) What are patterns?

Patterns are durable templates (made of card, acrylic, etc.) used to trace the exact shapes of a leather item's components onto a hide for cutting.

(b) State four importance of patterns to the leather artist.

1. **Consistency:** Ensures all pieces are cut uniformly for a professional fit, especially in batch production.
2. **Efficiency:** Speeds up the workflow by removing the need to measure each piece individually.
3. **Waste Reduction:** Allows for strategic placement on a hide to maximize material use and minimize costly waste.
4. **Reproducibility:** Preserves a design so it can be recreated accurately at any time, which is essential for scaling a business.

4. (a) Write a short note on the concept of a manager.

A manager is a person responsible for planning, organizing, leading, and controlling an organization's resources (people, materials, finances) to achieve its goals.

(b) Explain four functions of a manager.

1. **Planning:** Setting goals and defining the strategies and tasks needed to achieve them.
2. **Organizing:** Arranging and allocating resources to carry out the plan effectively.
3. **Leading:** Motivating, guiding, and influencing employees to work towards the set goals.
4. **Controlling:** Monitoring performance, comparing it to set standards, and taking corrective action as needed.

5. List and discuss five basic factors to consider when establishing a small-scale leather industry.

1. **Capital/Finance:** Securing sufficient funds for start-up costs (machinery, tools, workshop) and working capital (materials, salaries).
2. **Skilled Labour:** Ensuring access to trained artisans or having a plan to train workers in necessary leatherworking skills.
3. **Access to Raw Materials:** Establishing a reliable and cost-effective supply chain for quality leather, hardware, and other materials.
4. **Market and Competition:** Identifying a target market and developing a unique selling proposition (USP) to stand out from competitors.
5. **Location and Infrastructure:** Choosing a location with reliable access to essential utilities like electricity, water, and transportation networks.

6. Define the following leatherwork terminologies:

- **(a) Glazed Finish:** A very smooth, high-gloss leather surface achieved by polishing it under pressure with a heated roller.
- **(b) Glove Leather:** A general term for any thin, soft, and pliable leather, typically from sheep or deer, valued for its flexibility.
- **(c) Goatskin:** A soft, lightweight, yet very durable leather known for its distinctive tight, pebbly grain.
- **(d) Grain Leather:** Leather from the hide's outer layer, showing the natural hair follicle pattern. It is the strongest part of the hide.
- **(e) Head:** The section of a hide from the animal's head and neck area, often characterized by wrinkles and inconsistent texture.