Captivate
EDUCATION

SAMPLE QUESTIONS
One question from each section of this exam, with its marking scheme, so teachers can see what the full paper is like. Full exam and solutions: captivateeducation.com.au/trial-exams

Industry and Enterprise

Question and Answer Book

Practice examination 1 – 2027

- Reading time is 15 minutes
- Writing time is 2 hours

Materials supplied

- Question and Answer Book

Instructions

- Use the additional space at the end of this book if you need extra space to complete an answer.

Students are not permitted to bring mobile phones and/or any unauthorised electronic devices into the examination room.

Contents

7 questions (70 marks)

Practice material in the layout of the 2025 VCAA paper – generated 2027. Not a VCAA examination.

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Instructions

- Answer **all** questions in the spaces provided.
- Write your responses in English.
- You are encouraged to draw on your structured workplace learning and wider industry knowledge when answering questions in this examination.

Sample – Question 1 of the 7 questions in this section.

Question 1 (8 marks)

a. Outline **two** features of an enterprise culture. 2 marks

b. Describe **two** employability skills that you developed, or could have developed, during your structured workplace learning. 4 marks

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c. Explain how the development of **one** of the employability skills described in part b. could contribute to an enterprise culture in that workplace. 2 marks

End of sample questions

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Marking scheme for the sample questions

Question 1a. (2 marks)

*Outline **two** features of an enterprise culture.*

To be awarded full marks, students were required to:

outline two features of an enterprise culture drawn from the study design's description, giving the main point of each.

Lower-scoring responses described a pleasant or friendly workplace without naming a feature of an enterprise culture, or listed two features with no detail.

Mark allocation: 1 mark for each of two features of an enterprise culture, correctly outlined. Only the first two features are marked.

Responses could have included:

- It proactively meets challenges rather than waiting for problems to arise.
- It supports effective communication between all stakeholders.
- It encourages individuals to show adaptability, initiative and problem-solving.
- It encourages individuals to take on leadership roles.
- Its capabilities are transferable across workplaces and support lifelong learning.

Sample full-mark response

> One feature of an enterprise culture is that it proactively meets challenges, so staff look ahead for problems and opportunities instead of reacting after something goes wrong. A second feature is that it encourages individuals to show initiative, for example by suggesting better ways of doing tasks without waiting to be told.

Question 1b. (4 marks)

*Describe **two** employability skills that you developed, or could have developed, during your structured workplace learning.*

To be awarded full marks, students were required to:

describe two employability skills from the Employability Skills Framework, giving the characteristics of each skill and setting each in the context of their structured workplace learning.

Lower-scoring responses named skills that are not employability skills (for example 'punctuality' or 'confidence'), described enterprise capabilities instead, or described the placement without describing the skill.

Mark allocation: 4: two employability skills from the framework, each accurately described and clearly placed in the student's workplace. 3: both described, one thinly or without context. 2: one skill fully

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described, or two named with brief detail. 1: one skill named with a single relevant detail. Only the first two skills are marked.

Responses could have included:

- Communication — listening, speaking clearly, writing and reading work documents, sharing information with customers and colleagues.
- Teamwork — working with others towards shared goals, sharing tasks and supporting team members.
- Problem-solving — identifying an issue, considering options and putting a practical solution in place.
- Initiative and enterprise skills — identifying opportunities, generating ideas and acting on them.
- Planning and organising — managing time and priorities, preparing for tasks, meeting deadlines.
- Self-awareness — reflecting on one's own strengths and weaknesses and taking responsibility for one's own performance.
- Learning — being open to new ideas and learning new tasks on the job.
- Ability to work with technology — using workplace software, equipment and devices effectively.

Sample full-mark response

> During my structured workplace learning at [a regional veterinary clinic] I developed communication skills. Communication involves listening carefully, speaking clearly and passing on accurate information. At reception I had to listen to pet owners describe symptoms, ask follow-up questions and record the details accurately for the veterinarian. I also developed planning and organising skills, which involve managing time, setting priorities and preparing for tasks in advance. Each morning I checked the day's surgery list, prepared the consult rooms in order and restocked supplies before the first appointment so the vets were not kept waiting.

Question 1c. (2 marks)

*Explain how the development of **one** of the employability skills described in part b. could contribute to an enterprise culture in that workplace.*

To be awarded full marks, students were required to:

explain how one of the skills from part b. contributes to an enterprise culture in the same workplace, making the link to a feature of enterprise culture explicit.

Lower-scoring responses repeated the description from part b. without a link to enterprise culture, or used a skill that was not described in part b.

Mark allocation: 1 mark for showing how the skill changes the way the individual works; 1 mark for linking that change to a feature of an enterprise culture (for example initiative, problem-solving, proactively meeting challenges). Only the first skill is marked.

Responses could have included:

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- Communication — information flows freely, so problems are raised early and ideas are shared, supporting a culture that proactively meets challenges.
- Planning and organising — staff anticipate needs and act without being told, which encourages initiative.
- Problem-solving — staff fix issues themselves rather than escalating everything, showing the autonomy an enterprise culture values.
- Any skill from part b. is acceptable if the causal link is clear.

Sample full-mark response

> Because I developed good communication skills, I passed on clear notes about each animal to the vets and told the practice manager when the booking system was double-booking appointments. Clear communication meant the problem was fixed early, which supports an enterprise culture that proactively meets challenges rather than reacting after customers complain.

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