basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS/ NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

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MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 12 pages.

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SECTION A

QUESTION 1

1.1 **Multiple choice**
1.1.1 B ✓✓
1.1.2 C ✓✓
1.1.3 B ✓✓
1.1.4 D ✓✓
1.1.5 D ✓✓
1.1.6 A ✓✓
1.1.7 C ✓✓
1.1.8 B ✓✓
1.1.9 A ✓✓
1.1.10 B ✓✓

(10 x 2) (20)

1.2 **Matching items**
1.2.1 E ✓✓
1.2.2 D ✓✓
1.2.3 G ✓✓
1.2.4 F ✓✓
1.2.5 B ✓✓
1.2.6 J ✓✓
1.2.7 A ✓✓
1.2.8 K ✓✓
1.2.9 H ✓✓
1.2.10 C ✓✓

(10 x 2) (20)

1.3 **Agricultural terms**
1.3.1 Precision farming/Precision agriculture✓
1.3.2 Topography/Relief ✓
1.3.3 Vacuum packaging ✓
1.3.4 Diversity / Diversification / Diversified farming/Mixed farming ✓
1.3.5 Extraction ✓

(5 x 1) (5)

1.4 **Underlined words**
1.4.1 Inventory ✓
1.4.2 Marketing strategies/Marketing plan ✓
1.4.3 Planning ✓
1.4.4 Fixed ✓
1.4.5 Liabilities ✓

(5 x 1) (5)

TOTAL SECTION A: 50

SECTION B

QUESTION 2: PHYSICAL FARM PLANNING

2.1 **Name the physiographic aspects that influence veld classification**

- Type of vegetation/veld ✓
- Erosion condition ✓
- Topography/Relief✓
- Palatability of veld ✓ (Any 3) (3)

2.2 **Economic characteristics of soil**

2.2.1 **Identify the economic characteristic in the graph**

- Law of diminishing returns ✓ (1)

2.2.2 **Explain the intervals on the graph**

(a) **450 kg – 500 kg fertiliser**

- Production is according to the ability of the soil ✓ and the soil reaches maximum production ability ✓ (2)

(b) **500 kg – 550 kg fertiliser**

- Optimum production is obtained ✓, with further application of fertiliser there will not be an increase in production ✓ (2)

(c) **550 kg – 600 kg fertiliser**

- Production decreases with an increase in fertiliser application ✓, the soil will be polluted ✓ (2)

2.3 **State measures to maintain and improve soil productivity**

- Minimum/zero/no tillage ✓
- Intercropping/Intracropping✓
- Crop rotation✓
- Cover crops/Mulching ✓
- Application of inorganic fertiliser according to soil requirements ✓
- Application of organic fertilisers ✓
- Correct cultivation practices ✓
- Precision farming✓ (Any 3) (3)

2.4 **Distinguish between sweetveld and sourveld**

	SWEETVELD	**SOURVELD**
Rainfall	lower/less ✓	higher/more ✓
Palatability in winter	palatable/better/tastier ✓	less palatable/ unpalatable ✓

(4 + 1 mark for table) (5)

2.5 **Name TWO sources of soil pollution in the agricultural sector and give ONE example**

SOURCE	EXAMPLE
Shipment of production resources ✓	Seeds, feed, machinery, packaging material ✓
Chemical substances ✓	Pesticides, herbicides, fertilizer, fuels, heavy metals ✓
Run-off ✓	Excess irrigation water, processing plants, wastewater ✓
Soil erosion ✓	Excess rainfall, floods ✓
Animal production ✓	Gasses, contamination from organic material and minerals ✓

Any two resources with applicable example (2 x 2) (4)

2.6 **Classify the type of credit used**

LONG-TERM CREDIT	MEDIUM-TERM CREDIT	SHORT-TERM CREDIT
Acquiring farm land ✓ Building a warehouse ✓	Buying a baler ✓	Buying animal feed ✓

(4)

2.7 **State the problems associated with capital as a production factor**

- Capital is scarce ✓
- Capital is expensive/high interest rates/ inflation connected ✓
- Risks due to changes in the finance environment ✓
- Over-capitalisation ✓
- Under-capitalisation ✓
- Insufficient collateral / security ✓ (Any 3) (3)

2.8 **Name homogeneous soil aspects important for successful crop production**

- Tillability ✓
- Drainage requirements ✓
- Irrigation ability ✓
- Preparation ✓
- Suitability for crops ✓
- Fertiliser requirements ✓
- Soil mapping/management zones✓ (Any 2) (2)

2.9 **Soil conservation practices**

2.9.1 **Name and describe the soil conservation practice**

- Terraces ✓ (1)

Description

- Slopes are made horizontal/flat ✓ that looks like large steps for cultivation ✓ (2)

2.9.2 **Give THREE reasons for implementing this soil conservation practice**
- Conserve water/improve water infiltration/prevents water runoff ✓
- Control soil erosion/conserves soil ✓
- Increasing arable land area ✓ (3)

2.10 **Name economic aspects that influence precision farming**
- Change in cost/Investment cost✓
- Change in income ✓
- Cash flow risk ✓ (3)

2.11 **Cultivation practices**

2.11.1 **Identify cultivation practices**
(a) **FARMER A** – Conventional cultivation ✓
(b) **FARMER B** – No-till farming (zero tillage)✓ (2)

2.11.2 **Evaluate adherence to organic farming**
- No ✓ (1)

Motivate FARMER A
- Use inorganic fertilisers/pesticides/herbicides ✓
- Does not use natural fertilisers or organic matter ✓
- Does not use natural pesticides and weed control or biological control methods ✓ (Any 2) (2)

2.11.3 **Choose the farmer with high production costs**
- Farmer A ✓ (1)

Motivate
- More input purchased/needed ✓
- More implements needed ✓
- More operations are done ✓ (Any 1) (1)

2.12 **State the disadvantages of agritourism**
- It is an extra responsibility to the farmer ✓
- Trained people are not always available ✓
- Different laws govern the different entities ✓
- Expensive to start up and maintain ✓
- Conservation of environment can be negatively influenced if not managed correctly ✓
- Loss of privacy to farmer, his/her family and workers ✓
- Public liability claims ✓ (Any 3) (3)

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QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING, PRICE DETERMINATION AND THE MANAGEMENT PROCESS

3.1 Business plan

3.1.1 Describe the reasons for development of a business plan

- Test the feasibility of the idea ✓
- Test the viability of the business idea ✓
- Assist in determining the financial need ✓
- Required to obtain capital from a financial institution ✓
- Indicate the current position and growth ✓
- Gather knowledge regarding marketing aspects ✓ (Any 3) (3)

3.1.2 Describe how a SWOT analysis assist in planning

- Strengths of the new enterprise can be identified ✓
- Weaknesses of the enterprise can be identified ✓
- Opportunities that exist for the new enterprise can be determined ✓
- Threats to the enterprise can be noted ✓

OR

- The entrepreneur can identify the internal factors ✓✓ and external factors related to the enterprise ✓✓ (2 x 2) (4)

3.1.3 Explain the importance of business plan when applying for a loan

- Demonstrates the entrepreneur's knowledge of the enterprise ✓and which areas require more money ✓ (2)

3.2 Entrepreneurship

3.2.1 Choose and match a personal characteristic of an entrepreneur

a) Innovator ✓
b) Interpersonal skills ✓
c) Perseverance ✓
d) Risk-taker ✓ (4)

3.2.2 State the role of entrepreneurs in business development in the agricultural sector

- Play a bigger role in global competition ✓
- Expansion of industrial agriculture ✓
- Production of a variety of products ✓
- Precision production ✓
- Awareness of ecological agriculture ✓
- Development of food providing chains ✓
- More diversity ✓
- Increased risks ✓ (Any 4) (4)

3.3 **Business in the agricultural sector**

3.3.1 **Identify the primary agricultural sector**
- Production of wool ✓
- The cultivation of vegetables ✓ (2)

3.3.2 **Identify the secondary agricultural sector**
- Abattoirs ✓
- The milling industry ✓ (2)

3.3.3 **Identify the tertiary agricultural sector**
- Rental of trucks ✓
- Compost and organic fertiliser company ✓ (2)

3.4 **Marketing chain**

3.4.1 **Indicate THREE aspects that could increase the price of a product**
- Grading ✓
- Processing ✓
- Storing ✓
- Transporting ✓
- Wholesaler ✓
- Retailer ✓ (Any 3) (3)

3.4.2 **Identify stage in the marketing chain where:**

(a) **Installing cold rooms will prevent spoilage**
- Storage ✓ (1)

(b) **Products in bulk are broken down into smaller units**
- Retailer ✓ (1)

3.5 **Name the FOUR sources of data in market research**
- ~~Clients/~~Customers information/✓
- Market information on sales and price/government statistics/social media/producer organisations ✓
- Standards in the industry ✓
- Suppliers to the farmer ✓
- Marketing dynamics ✓
- Seasonal patterns ✓
- Products in the market and competition ✓
- Current sales and benchmark ✓ (Any 4) (4)

3.6 **Discuss the aspects of a successful marketing plan**
- It must consider the needs and desires ✓ of consumers or buyers in the target market ✓
- Market research must be conducted to determine what consumers want ✓ and what they are willing to pay for ✓ (Any 1 x 2) (2)

3.7 **Farm management**

3.7.1 **Correct steps in the decision-making process**

- Describe the problem ✓
- Identify all the possible solutions ✓
- Evaluate all the possible solutions ✓
- Choose the best solution ✓ (4)

3.7.2 **Comment on how meetings contribute to worker motivation**

- Participation in management ✓
- Team work/working together and sharing ideas ✓
- All the workers' inputs are acknowledged ✓
- Discussing correct allocation of human resources ✓
- Discussing compensation/living conditions ✓
- Discussing working conditions ✓
- Improving skills ✓ (Any 2) (2)

3.7.3 **State THREE factors of the decision-making process**

- Speed with which decisions are taken/timing of the decisions ✓
- The degree of accuracy with which decisions are taken ✓
- Acceptability of the decisions ✓ (3)

3.8 **Labour management**

3.8.1 **Identify the Labour Relations Act 1995**

- B ✓ (1)

3.8.2 **Identify the Occupational Health and Safety Act 1993**

- C ✓ (1)

3.8.3 **Identify the Basic Conditions of Employment Act 1997**

- A ✓ (1)

3.9 **State FOUR requirements for disciplinary action**

- Employee must be aware of action against them if they commit a certain offence ✓
- Action must be aimed at the offence and not the employee ✓
- Action must take place as soon as possible after the offence ✓
- Action must be consistent at all times ✓
- Keep relationship with employee as normal as possible – as if no offence has taken place ✓
- Right to representation✓ (Any 4) (4)

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QUESTION 4: FINANCIAL PLANNING, RECORDKEEPING, HARVESTING, VALUE ADDING AND PACKAGING

4.1 **Explain the aims of compiling a budget**

- The budgeting process provides a basic source of information ✓ for making management decisions ✓
- Budgeting is concerned with the coordination of resources ✓, production (income) and obtaining (expenses)/To allocate resources, and to assist in the control and monitoring resource usage ✓
- To set long-term strategies/goals ✓ and quantifying aims✓
- Determine relative profitability ✓ of an alternative✓
- Doing a needs analysis ✓ and to manage the process✓ (Any 1 x 2) (2)

4.2 **Classify depreciation as an income or an expense**

- Expense ✓ (1)

Motivation

- Depreciation is a reduction in the value of an asset ✓ over time and wear and tear ✓ (2) (3)

4.3 **Financial statements**

4.3.1 **Describe a Cash Flow Statement**

- Expenses and income with quantity and time ✓
- of all cash inflows (sources of money) and cash outflow (use of money)/movement of cash ✓
- during the current month or year to date ✓
- and how it compares to budgeted values✓
- liquidity management ✓ (4)

4.3.2 **Other TWO financial statements determining financial performance**

- Income statement ✓
- Balance sheet ✓ (2)

4.4 **Financial recordkeeping**

4.4.1 **Distinguish between**

Debtors

- Refers to an individual, business, or entity that owes money or has an outstanding debt to be paid to the farming enterprise ✓

Creditors

- Refers to an individual, business, or entity to whom the debt is owed by the farming enterprise ✓ (2)

4.4.2 **Classify a debtor as either an asset or liability on the Balance Sheet**

- Asset ✓ (1)

4.5 **Name the advantages of training**

- Increase productivity/skills ✓
- Increase job satisfaction ✓
- Serves as motivation (salary increase) ✓
- Less wastage due to breakage and mismanagement ✓
- Reduce accidents✓ (Any 2) (2)

4.6 **Name the main items in employee contract**

- Employer's name and address ✓
- Employee's name and occupation/job title ✓
- Date of appointment and term of the contract ✓
- Workplace and working hours / days ✓
- Remuneration ✓
- Any additional payments ✓
- How often the worker will be paid ✓
- Deductions from payment ✓
- Leave provisions ✓
- Termination of employment and duration of time to give notice ✓ (Any 3) (3)

4.7 **National Minimum Wage**

4.7.1 **Explain how wage increase affects the farming enterprise**

- It leads to a substantial increase in labour costs ✓
- Farmer must find extra money in the budget to pay workers more ✓
- Farmer may have to retrench workers and decrease farm activities ✓
- Farmer may consider mechanisation ✓
- Increase in productivity pressure✓ (Any 3) (3)

4.7.2 **Calculate minimum salary/wage**

- Payment = days x hours/day x minimum wage
  = 22 x 8 x R27,58 ✓✓
  = R4 854,08 ✓

OR

Number of hours = days x hours/day = 22 x 8 ✓ = 176 hours	Wage per day = hours x minimum wage = 8 hours x R27,58 ✓ = R220,64	Wage per month = days x minimum wage = 22 x R27,58 ✓ = R606,76
Payment = hours x minimum wage = 176 hours x R27,58 ✓ = R4 854,08 ✓	Payment = wage per day x days = R220,64 x 22 days✓ = R4 854,08 ✓	Payment = salary per month x hours/day = R606,76 x 8 ✓ = R4 854,08 ✓

(3)

4.7.3 **Name a method to keep record of workers' working hours**

- Clock-in system ✓
- Sign-in register ✓
- Digital system with tags/fingerprint ✓ (Any 1) (1)

4.8 **Select TWO preservation methods**

(a) **for biltong**

- Drying ✓
- Salting ✓ (2)

(b) **for beer and wine**

- Fermentation ✓
- Filtration ✓ (2)

4.9 **State the advantages of applying good agricultural practices when handling produce**

- Provides financial benefit to the producer ✓
- Consumer gets a quality product ✓
- Possible spread of pests and diseases is eliminated ✓
- Chemical pollution is eliminated ✓
- Possible allergy is eliminated ✓
- Products that cause diseases are eliminated as well as the cost of handling them ✓
- Traceability✓
- Export compliance increased✓ (Any 3) (3)

4.10 **Describe advantages of processing products**

- Higher income due to the increase in price from raw product to processed product / value addition✓
- Product is available throughout the year ✓
- Product has a longer shelf life/reduced loss ✓
- Determines your own future/determines your income ✓
- Creates a good customer base/builds your business reputation ✓
- Creates more jobs ✓ (Any 3) (3)

4.11 **Differentiate between storage in bulk to storage in small quantities**

		STORAGE IN BULK	**STORAGE IN SMALL QUANTITIES**
4.11.1	**Pest infestation**	less/little/few ✓	more/plenty ✓
4.11.2	**Long-term cost of packaging materials**	less/low ✓	more/high ✓

(4)

4.12 **Describe extrusion conversion as a method of processing a product**

- Is a cooking process ✓
- that takes place under high temperature ✓
- and high pressure ✓
- that leaves no waste ✓ (Any 3) (3)

4.13 **Name the aspects that packaging must protect its content against**

- Physical damage ✓
- Contamination (microbes/insects/dirt) ✓
- Temperature fluctuations ✓
- Tampering ✓
- Light ✓
- Air ✓
- Moisture ✓
- Migration of flavours and colours ✓ (Any 3) (3)

4.14 **Explain TWO guidelines that are were NOT followed during transportation of animals**

- Sufficient side panels on vehicle ✓ to prevent animals from falling off ✓
- Vehicles must be spacious ✓ to ensure enough room for each animal ✓
- Vehicles must not be overloaded ✓ to ensure safe transport ✓
- Transport vehicle must adhere to traffic regulations ✓ to ensure human and animal safety ✓ (Any 2 x 2) (4)

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TOTAL SECTION B: 150
GRAND TOTAL: 200

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