basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS/ NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

MAY/JUNE 2026

MARKS: 200

TIME: 3 hours

This question paper consists of 15 pages.

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INSTRUCTIONS AND INFORMATION

1. This question paper consists of TWO sections.
2. Answer ALL the questions in the ANSWER BOOK.
3. Read the questions carefully and answer ONLY what has been asked.
4. Number the answers correctly according to the numbering system used in this question paper.
5. You may use a non-programmable calculator.
6. Show ALL the steps in the calculations.
7. Start EACH question on a NEW page.
8. Write neatly and legibly.

SECTION A

QUESTION 1

1.1 Various options are provided as possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question numbers (1.1.1 to 1.1.10) in the ANSWER BOOK, e.g. 1.1.11 D.

1.1.1 The choice of a production method depends on …

A the method of recordkeeping.
B profitability.
C international trends.
D the availability of electricity.

1.1.2 ONE of the following is an example of a climatic resource in a farming system:

A Topography
B Soil pH
C Precipitation
D Profit

1.1.3 Soil with a red colour is an indication of …

A waterlogged soil.
B good soil drainage.
C poor soil drainage.
D nutrient deficiency in soil.

1.1.4 A factor that does NOT contribute towards the price of a processed agricultural product:

A Marketing chains
B Market research
C Competition
D Business plan

1.1.5 Price determination where the cost of production is equal to the income generated:

A Supply and demand
B Cost of production plus profit percentage
C Market orientated
D Break-even point

1.1.6 The first step the farmer needs to take during the planning process:

A Set goals and objectives for the business
B Evaluate the plan
C Select the best option
D Develop the vision and mission statements

1.1.7 … is a strategic planning tool that helps an entrepreneur to evaluate the business idea.

A Vision
B Mission
C SWOT analysis
D Goals and objectives

1.1.8 The budget that gives estimated expenses relating to roads, fences, animals and machinery:

A Operating budget
B Capital budget
C Labour budget
D Purchase budget

1.1.9 By law, certain information must appear on a packaging label. Choose the INCORRECT statement:

A Main ingredients are listed last.
B Ingredients are listed in order of their contribution to the mass of the product.
C Use a trademark and a description of the product.
D Nutritional information is determined according to recommended daily allowance tables.

1.1.10 The most suitable crate to transport raw meat:

A 

B 

C 

D 

(10 x 2) (20)

1.2 Choose a description from COLUMN B that matches a term/phrase in COLUMN A. Write only the letter (A–L) next to the question numbers (1.2.1 to 1.2.10) in the ANSWER BOOK, e.g. 1.2.11 M. Use each description in COLUMN B only ONCE.

COLUMN A		COLUMN B	
1.2.1	Motivation	A	when the number of products demanded and produced are equal
1.2.2	Rainfall	B	an effective combination and coordination of human, physical and financial resources to maximise profit
1.2.3	Drainage maps	C	cashless movement of money between different financial institutions, bank accounts or individuals
1.2.4	Single grain structure	D	an important natural resource that influences crop production
1.2.5	Management	E	remuneration and job satisfaction
1.2.6	Cooperatives	F	is easily eroded by strong winds
1.2.7	Market equilibrium	G	used to indicate areas in a field where excess water needs to be removed
1.2.8	Harvesting	H	regulates the levy that employers have to pay for the training of workers
1.2.9	Skills Development Act, 1998 (Act 97 of 1998)	I	part of the marketing plan that will increase sales
1.2.10	Electronic funds transfer (EFT)	J	producers combine their products, negotiate the best market price, find new markets and buy equipment in bulk
		K	collection of eggs and the shearing of wool
		L	soil where water infiltrates very slowly

(10 x 2) (20)

1.3 Give the CORRECT agricultural term(s) for each of the following descriptions. Write only the term(s) next to the question numbers (1.3.1 to 1.3.5) in the ANSWER BOOK, e.g. 1.3.6 Recording.

1.3.1 A farming production method that uses technological devices to minimise wastage when producing food

1.3.2 Refers to characteristics of the area, such as mountains, hills and contours

1.3.3 Type of packaging of a product where the air inside the packaging material is removed

1.3.4 Different production branches that contribute to the income of a farming enterprise

1.3.5 Food processing where colour or taste is drawn from a product

(5 x 1) (5)

1.4 Change the UNDERLINED WORD(S) to make the following statements TRUE. Write the answer next to the question numbers (1.4.1 to 1.4.5) in the ANSWER BOOK, e.g. 1.4.6 Fixed capital.

1.4.1 A <u>quotation</u> is needed of all assets on a farm before a Balance Sheet can be compiled.

1.4.2 A <u>target market</u> is where a farmer builds a network of market places for direct marketing.

1.4.3 <u>Delegation</u> is the management principle that is a prerequisite for implementing policy and for reaching aims and objectives in the short and long run.

1.4.4 <u>Total</u> cost is an expense that does not change when production volumes increase or decrease.

1.4.5 Outstanding accounts are part of the <u>assets</u> in a Balance Sheet.

(5 x 1) (5)

TOTAL SECTION A: 50

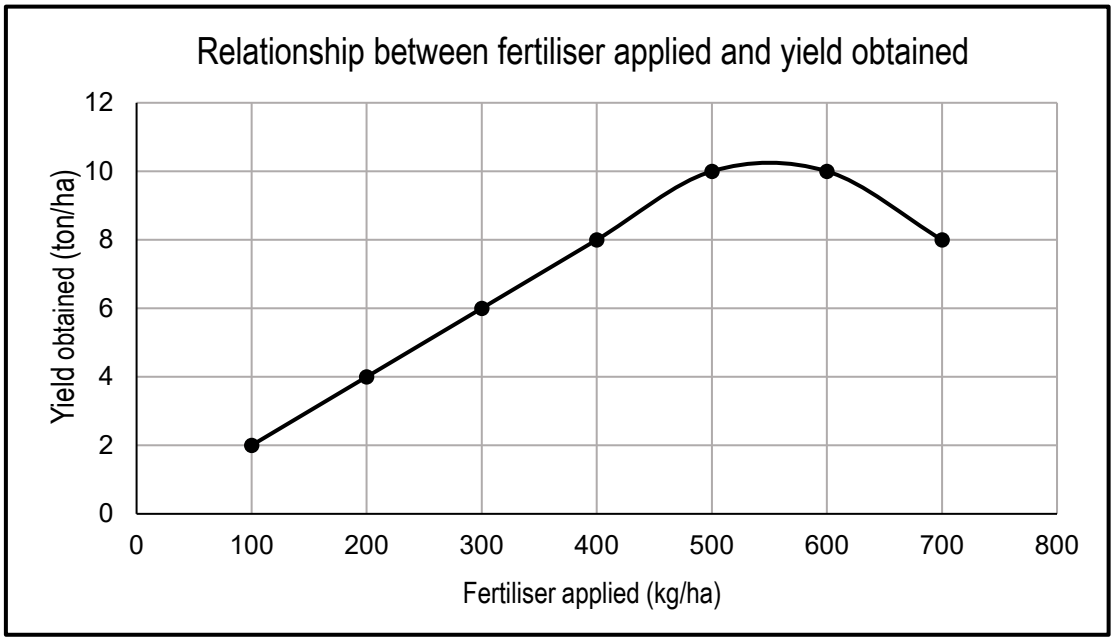
SECTION B

QUESTION 2: PHYSICAL FARM PLANNING

Start this question on a NEW page.

2.1 Name the physiographic aspects of the landscape that influence the classification of the veld. (3)

2.2 The graph below shows the yield obtained from crop production and the amount of fertiliser applied.



2.2.1 Identify the economic characteristic of soil illustrated in the graph above. (1)

2.2.2 Explain the following intervals of the graph:

(a) 450–500 kg of fertiliser applied to the soil (2)

(b) 500–550 kg of fertiliser applied to the soil (2)

(c) 550–600 kg of fertiliser applied to the soil (2)

2.3 State measures used to maintain and improve soil productivity in order to achieve optimal yield. (3)

2.4 Distinguish between *sweetveld* and *sourveld* with regard to the influence of the aspects stated below on veld type. Copy and complete the table below in the ANSWER BOOK.

	SWEETVELD	**SOURVELD**
Rainfall		
Palatability in winter		

(5)

2.5 Name TWO sources of soil pollution by the agricultural sector and give ONE example of EACH source. (4)

2.6 Classify the following examples under the type of credit used to purchase farming items. Copy and complete the table below in the ANSWER BOOK.

- Buying animal feed
- Acquiring farm land
- Buying a baler
- Building of a warehouse

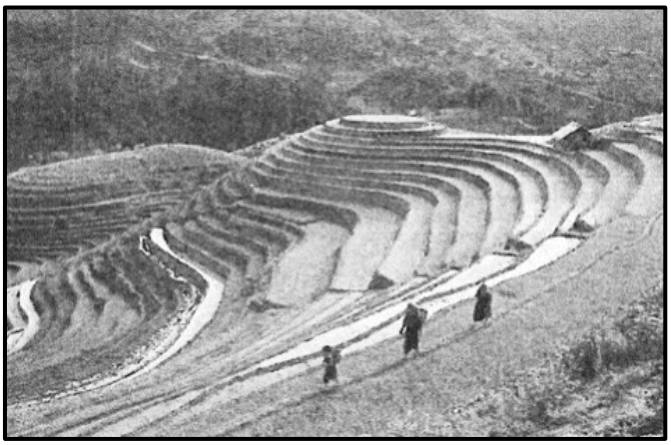
LONG-TERM CREDIT	MEDIUM-TERM CREDIT	SHORT-TERM CREDIT

(4)

2.7 State the problems associated with capital as a production factor. (3)

2.8 Name the homogenous units of cultivated soil that should be considered for successful crop production. (2)

2.9 The picture below shows a soil conservation practice on a steep slope.



2.9.1 Name and describe the soil conservation practice shown above. (3)

2.9.2 Give THREE reasons for implementing this soil conservation practice. (3)

2.10 Name the economic aspects that influence the implementation of precision farming. (3)

2.11 Read the scenario on cultivation practices below.

FARMER A

Farmer A plants crops in cultivated soil left bare for weeks before planting. This farmer uses herbicides and pesticides as part of a researched crop protection programme. The programme includes the application of inorganic fertiliser at regular intervals to ensure successful plant growth.

FARMER B

Farmer B plants crops in uncultivated soil where the crop residues remain on the soil surface before and after planting. An integrated pest management programme, with biological control, plays an important role in the crop protection programme. Minimum reliance on chemical pesticides are followed. Crops are sprayed with organic fertiliser to ensure successful plant growth.

2.11.1 Identify the cultivation methods used by the farmers below.

(a) FARMER A (1)

(b) FARMER B (1)

2.11.2 Evaluate whether FARMER A adheres to organic farming principles. Motivate your answer. (3)

2.11.3 Choose the farmer in the scenario above that will experience high production costs. Motivate your answer. (2)

2.12 State the disadvantages of the agritourism industry. (3)
[50]

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

Start this question on a NEW page.

3.1 A business plan is a document that farmers compile for the purpose of organising their business ideas that contribute to the success of the farming enterprise.

3.1.1 Describe the reasons for the development of a business plan. (3)

3.1.2 Briefly describe how a SWOT analysis can assist the entrepreneur in planning a new enterprise. (4)

3.1.3 Explain the importance of a business plan when applying for a loan at a financial institution. (2)

3.2 The personal characteristics below are important for an entrepreneur.

perseverance; innovator; risk-taker; decision-maker; confidence; interpersonal skills; hard-working

3.2.1 Choose a personal characteristic of an entrepreneur above that matches EACH of the statements (QUESTION 3.2.1(a)–(d)) below. Each characteristic can only be used ONCE.

(a) Finding ways of generating new ideas to develop plans to improve safety on the farm (1)

(b) Good communication and motivation of workers (1)

(c) Does not give up easily even when the harvest fails (1)

(d) Buying new equipment hoping that it will increase production (1)

3.2.2 State the role of entrepreneurs in business development in the agricultural sector. (4)

3.3 The list below shows businesses found in the agricultural sector.

- Rental of trucks
- Abattoirs
- Compost and organic fertiliser company
- Production of wool
- The milling industry
- The cultivation of vegetables

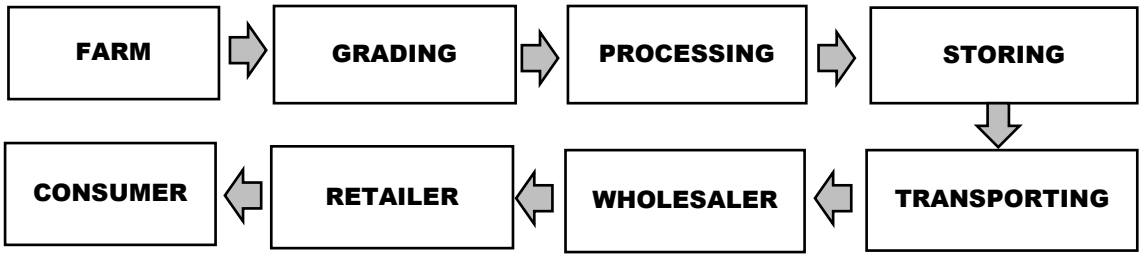
Identify TWO businesses that can be classified under the following sectors in the list above. Each one can only be used ONCE.

3.3.1 The primary agricultural sector (2)

3.3.2 The secondary agricultural sector (2)

3.3.3 The tertiary agricultural sector (2)

3.4 The schematic representation below indicates the stages in the marketing chain of an agricultural product.



3.4.1 Indicate THREE aspects in the schematic representation above that could increase the price of a product for the consumer. (3)

3.4.2 Identify the stage in the marketing chain where:

(a) Installing cold rooms will prevent product spoilage (1)

(b) Products in bulk are broken down into smaller units for sale (1)

3.5 Name the FOUR sources of data that a farmer may consider when collecting information during market research. (4)

3.6 Discuss the aspects of a successful marketing plan. (2)

3.7 The management team and workers of a farm met to take decisions regarding the poor yield during the production season.



The manager listed the following steps in the decision-making process that should be considered:

- Choose the best solution
- Describe the problem
- Evaluate all the possible solutions
- Identify all the possible solutions

3.7.1 Arrange the steps in the decision-making process above in the correct order. (4)

3.7.2 Comment on how the meeting contributed to the motivation of workers. (2)

3.7.3 State THREE factors that influence the effectiveness of the decision-making process. (3)

3.8 Legislation addresses the conditions of employment for farm workers, as listed below.

A Entitlement to tea breaks, lunch breaks and leave of absence
B Affiliation rights to labour unions
C Provision of protective gear when working with hazardous chemicals
D Compensation for injuries while on duty

Identify the letter (A–D) associated with EACH of the following Acts:

3.8.1 Labour Relations Act, 1995 (Act 66 of 1995) (1)

3.8.2 Occupational Health and Safety Act, 1993 (Act 85 of 1993) (1)

3.8.3 Basic Conditions of Employment Act, 1997 (Act 75 of 1997) (1)

3.9 State FOUR requirements of a fair and efficient disciplinary action. (4)
[50]

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

Start this question on a NEW page.

4.1 Explain the aims of a farm manager when compiling a budget. (2)

4.2 Classify depreciation as an income or an expense for the farmer. Motivate your answer. (3)

4.3 The Cash Flow Statement is one of the three financial statements that determines the financial performance of a farming enterprise.

4.3.1 Describe a *Cash Flow Statement*. (4)

4.3.2 Name the TWO other financial statements. (2)

4.4 Financial recordkeeping is essential for profitable farming.

4.4.1 Distinguish between the concepts of *debtors* and *creditors* in the Balance Sheet of a farming enterprise. (2)

4.4.2 Classify a debtor as either an asset or a liability for the Balance Sheet of the farming enterprise. (1)

4.5 Name the advantages of effective and relevant training of farm workers. (2)

4.6 Employees who work more than 24 hours a month must have a written employment contract.

Name the main items that should appear in such a contract. (3)

4.7 The Employment and Labour Minister announced that the national minimum wage for each ordinary hour worked will increase to R27,58 with effect from 1 March 2024.

4.7.1 Explain how the above statement affects the farming enterprise. (3)

4.7.2 Calculate the salary of a worker if the worker works 8 hours a day and 22 working days in a month. (3)

4.7.3 Name a method the farmer can use to keep record of workers' working hours. (1)

4.8 The list below shows different food preservation methods.

drying; fermentation; filtration; salting; sugaring; radiation

Select TWO preservation methods that are used in the making of the following:

4.8.1 Biltong (2)

4.8.2 Beer and wine (2)

4.9 State the advantages of applying good agricultural practices when handling produce. (3)

4.10 Describe the advantages of processing products on the farm. (3)

4.11 Differentiate between *bulk storage of products* and *storage of products in small quantities* under the following headings:

4.11.1 Pest infestation (2)

4.11.2 Long-term cost of packaging materials (2)

4.12 Describe *extrusion conversion* as a method of processing farm products. (3)

4.13 Name the aspects against which packaging must protect the contents. (3)

4.14 Guidelines must be followed during the transportation of farm animals. Explain TWO guidelines that are NOT followed in the picture below.



(4)
[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200

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