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GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

FEBRUARY/MARCH 2017

MEMORANDUM

MARKS: 200

This memorandum consists of 11 pages.

SECTION A**QUESTION 1****1.1 Multiple-choice questions**

- 1.1.1 A ✓✓
- 1.1.2 B ✓✓
- 1.1.3 C ✓✓
- 1.1.4 D ✓✓
- 1.1.5 C ✓✓
- 1.1.6 B ✓✓
- 1.1.7 B ✓✓
- 1.1.8 A ✓✓
- 1.1.9 A ✓✓
- 1.1.10 D ✓✓

(10 x 2) (20)

1.2 Matching items

- 1.2.1 C ✓✓
- 1.2.2 G ✓✓
- 1.2.3 D ✓✓
- 1.2.4 H ✓✓
- 1.2.5 I ✓✓
- 1.2.6 K ✓✓
- 1.2.7 J ✓✓
- 1.2.8 F ✓✓
- 1.2.9 E ✓✓
- 1.2.10 B ✓✓

(10 x 2) (20)

1.3 Correct agricultural term

- 1.3.1 Price setting/price ✓
- 1.3.2 Organogram ✓
- 1.3.3 Annual leave ✓
- 1.3.4 Turnover ✓
- 1.3.5 Marketing costs ✓
- 1.3.6 Production capital ✓
- 1.3.7 Invoice ✓
- 1.3.8 Logbook ✓
- 1.3.9 Human resources ✓
- 1.3.10 Crop rotation ✓

(10 x 1) (10)

TOTAL SECTION A: 50

SECTION B**QUESTION 2: PHYSICAL AND FINANCIAL PLANNING**

- 2.1 2.1.1 **Examination of a candidate and motivation**
- (a) **Farm manager**
Candidate A ✓
Has good qualifications and management skills ✓ (2)
- (b) **Farm worker**
Candidate B ✓
Is good in technical skills ✓ (2)
- 2.1.2 **A candidate that would not work in the workshop**
• Candidate A ✓ (1)
- 2.1.3 **Unskilled worker**
• No unskilled worker ✓
• Because both candidates are trained and have qualifications and certificates ✓ (2)
- 2.2.1 **THREE fixed capital from the case study**
• Borehole ✓
• Reservoir ✓
• Land ✓
• Small-stock housing ✓ (Any 3) (3)
- 2.2.2 **THREE methods to improve the productivity of agricultural land**
• Scientific farming methods/Intercropping ✓
• Irrigation system ✓
• Diversification ✓ (3)
- 2.2.3 **One method to reduce risks in a small-scale agricultural enterprise**
• Diversification ✓
• The risks are spread to different enterprises ✓
OR
• Irrigation ✓
• less dependence on rainfall and unpredictable climate ✓
OR
• Scientific practices ✓
• More precise to measure inputs ✓ (2)

2.2.4 Advantages of organic farming

- Less pollution with chemicals ✓
- Protection of the natural predators ✓ (2)

2.3 2.3.1 Description of the carrying capacity

- (a) Savannah: moderate ✓ (1)
- (b) Forest: very low ✓ (1)
- (c) Grassland: highest ✓ (1)
- (d) Karoo: low ✓ (1)
- (e) Fynbos: low ✓ (1)

2.3.2 Feeding value and management of sweet and sour-veld**(a) Sweet veld**

- Feeding value stays the same throughout the year ✓
- If veld is well managed, animals can be kept on pastures throughout the year without extra feeding ✓
- Longer grazing periods as grass retains its nutritional value ✓
- Less to no supplementation in winter ✓ (Any 2) (2)

(b) Sour-veld

- Feeding value is high during spring and summer ✓
- Feeding values during winter months are very low ✓
- Management include supplementary feeds during the winter ✓
- Shorter grazing periods as older grass tends to lose its palatability. ✓
- Providing supplementary feeds and licks in winter. ✓ (Any 3) (3)

2.4 Whole enterprise planning phases in their correct sequence

- Data collection ✓
- Land utilization planning ✓
- Alternative and potential ✓
- Systems ✓
- Sustainability ✓
- Management ✓ (6)

- 2.5 2.5.1 **The physical aspects of the farm set out by farm budget**
- What to produce ✓
 - How much to produce/total hectares used for production ✓
 - Resources to be invested ✓
- (3)
- 2.5.2 **TWO basic elements of a budget**
- Estimated income ✓
 - Estimated costs ✓
- (2)
- 2.5.3 **The use of cash flow budget as a financial tool**
- To monitor expenditure/Checking whether money is spent as planned ✓
 - To avoid cash management problems/The budget shows whether income will be enough to pay for expenditures when they arise ✓
 - To indicate when surplus funds become available ✓
 - Indicate the spread of funds for new investments ✓
 - Indicate that the farm will always have enough money to operate/Ensure no cash flow problems during off seasons ✓
- (Any 4) (4)
- 2.6 **TWO reasons for soil cultivation**
- To prepare veld for crop production ✓
 - To form a seedbed ✓
 - To break hardened soils/plough layer/pan ✓
 - To control weed ✓
 - Improve aeration/drainage ✓
- (Any 2) (2)
- 2.7 **Precision farming**
- 2.7.1 **Debate principle of precision farming**
- No✓, farmer does not adhere to principles of precision farming ✓
- OR**
- No accurate fertilisation✓ or irrigation
 - no chemical soil analysis ✓
- (2)

2.7.2 Farming practices to increase precision farming

- Chemical soil analysis ✓
- Fertiliser application according to chemical soil status ✓
- Fertiliser spread throughout the season/as plant grow ✓
- Irrigation scheduling/schedule irrigation according to plant growth ✓
- Take amount of rainfall into account for irrigation ✓ (Any 4)

(4)
[50]**QUESTION 3: ENTREPRENEURSHIP, RECORDING, MARKETING, BUSINESS PLANNING AND ORGANISED AGRICULTURE****3.1 Budget****3.1.1 The management principle that this budget addresses**

Financial planning ✓

(1)**3.1.2 THREE possible markets**

- Livestock auctioning ✓
- Farm gate marketing ✓
- Manure retailers ✓

(3)**3.1.3 Calculate the possible profit or loss**

- profit/loss = total income – total expenditure
= R477 500,00 – R113 564,00 ✓
= R363 936,00 ✓ profit✓

(3)**3.1.4 TWO possible ways to increase income**

- Find more markets ✓
- Add value to the product/processing ✓
- Sell at markets with higher prices ✓
- Find a different place/time to auction to get higher prices ✓

(Any 2) (2)**3.1.5 Identification of the section of a business plan**

- Financial aspects/budget ✓
- Marketing ✓

(2)**3.2 Entrepreneurship****3.2.1 FOUR main distinct phases of the entrepreneurial process**

- Identify and evaluate the opportunity/Notice a need ✓
- Develop the business plan ✓
- Determine the resources required ✓
- Start and manage the agribusiness ✓

(4)

3.2.2 Economic importance of a business plan

- Determine the possible income/profit ✓
- Compare different alternatives to choose the best one ✓
- Needed for financial institutions to obtain credit ✓
- Make the management and control on financial aspects easier ✓
- Determine viability of a new enterprise ✓

(5)

3.3 THREE important reasons of reviewing the business plan

- To provide for any changes in the market ✓
- To help the owner to make the best use of opportunities ✓
- To be prepared for possible events ✓
- Adopt the plan to any changes in the external environment ✓

(Any 3) (3)

3.4 Price setting**3.4.1 A factor that determines price**

- Supply ✓
- Demand ✓

(Any 1) (1)

3.4.2 Line graph to represent

Rubric:

- Correct heading ✓
- Correct calibration or labelling of both axes ✓
- Graph start at (50; 60) ✓
- Straight line to (140; 35) ✓
- Short dip in line to (150; 30) ✓
- Straight line from (150; 30) to (200; 20) ✓ (6)

3.4.3 The values where greatest number of bags were bought

- At the price of R20,00 ✓: 200 bags ✓
- OR**
- (200 bags ✓; R20,00 ✓) (2)

3.5 Marketing**3.5.1 (a) The marketing strategy****Product** – consider

- Quality of the product ✓
- Design of packaging the product ✓
- The size of the product ✓
- The variety of the products ✓
- The brand/commercial name ✓ (Any 3) (3)

(b) Placement - consider

- Process of distributing the product from one point to the other ✓
- Transportation, storage and refrigeration of the product ✓
- Logistics/the control of movement of goods ✓ (Any 2) (2)

3.5.2 THREE marketing costs

- Packaging costs ✓
- Handling costs ✓
- Transport costs ✓
- Product losses ✓
- Promoting costs ✓ (Any 3) (3)

3.6 Statements**3.6.1 List farm assets**

- (a) Fixed assets
- Borehole ✓
 - Farm shed ✓
 - Land ✓
- (Any 2) (2)
- Current assets
- (b)
- Pesticides ✓
 - Fertilizers ✓
 - Cash ✓
- (Any 2) (2)
- (c) Medium term assets
- Tractor ✓
 - Farm vehicle ✓
 - Livestock ✓
- (Any 2) (2)

3.6.2 Statement of assets and liabilities

- Balance sheet ✓ (1)

3.7 THREE reasons for returning items

- Incorrect items received ✓
 - Faulty items received ✓
 - Business/farmers not satisfied with the purchased items ✓ (3)
- [50]**

QUESTION 4: HARVESTING, PROCESSING, MANAGEMENT AND AGRITOURISM**4.1 Storage****4.1.1 The advantages of storing farm products on the farm after harvesting**

- Products can be sold when there are better prices on the market ✓
 - Products can be stored and processed on the farm to add value and increase income ✓
 - Storing is essential to buffer irregular supply ✓
 - No external storage costs ✓
 - To provide a regular flow of products to the consumer throughout the year ✓
- (Any 2) (2)

4.1.2 Requirements for storage of agricultural products

- Dry ✓
 - Well ventilated ✓
 - Cool ✓
 - Dark place ✓
- (4)

4.2 Labelling Act 54 of 1972

- To protect consumers from buying contaminated food ✓
 - To protect consumers from misleading labels ✓
- (2)

4.3 Behaviour of micro-organisms at different temperatures**4.3.1 5–10 °C**

- Microbes are inactive /not very active ✓
- (1)

4.3.2 Above 100°C

- Microbes are killed ✓
- (1)

4.3.3 Below 0°C

- Microbes are dormant ✓
- (1)

4.4 Principles that should be part of a food handling strategy

- Management commitment to healthy/hygienic procedures ✓
 - Education and training on preventative handling ✓
 - Health interviews to ensure good hygienic procedures ✓
 - Reporting illness of workers to management ✓
 - Applying basic good/correct food handling practices ✓
 - Applying basic personal hygiene practices ✓
- (Any 4) (4)

4.5 Legal documents that regulate importing of meat and dairy products into South Africa

- Import permit ✓
 - Veterinary health certificate ✓
- (2)

4.6 Farmer as an agritourism entrepreneur

- To promote the farm as an agritourist destination by direct selling of products ✓
 - By establishing educational facilities for schools and communities ✓
- (2)

4.7 Preserving**4.7.1 Pasteurisation and sterilisation**Pasteurisation

- High temperatures (72°C–90°C) ✓
- Longer period of time (15–40 minutes) ✓

Sterilisation

- Very high temperatures (90°C–105°C) ✓
 - For very short time (30–40 seconds) ✓
- (4)

4.7.2 TWO acids in preserving of food

- Benzoic acid ✓
 - Propionic acid ✓
 - Ascorbic acid ✓
- (2)

4.8 The planning process

- Formulate aims and objectives ✓
- Collect ideas and information and organise it ✓
- Consider all variables which cannot be controlled ✓
- Consider various possible methods of action then decide on a particular production in farming ✓
- Draw up a plan of action for a particular production direction ✓
- Evaluate the plan to eliminate possible shortcomings ✓

(6)

4.9 Niche market**4.9.1 Niche market**

- Specific market you give all your attention to ✓
- With special attention to a specific market segment ✓

(2)

4.9.2 Steps followed in establishing a niche market

- Identify the niche market ✓
- Write down the goals of the market ✓
- Decide which resources you need for the undertaking of the niche marketing ✓
- Determine the resources not available and how to compensate for them ✓
- Develop a business plan ✓

(5)

4.10 Management functions

- Planning and Decision making ✓
- Organising ✓
- Motivation and Leadership ✓
- Control ✓
- Coordination and evaluation ✓

(5)

4.11 Safety requirements for processing agricultural products

- Wear protective clothing at all times in the processing unit ✓
- Provide a first aid kit at different stations ✓
- Train first aid staff on a regularly basis ✓
- Train staff on safe handling of machinery ✓
- Train staff on safety rules applicable in the processing plant ✓
- Clean the place regularly during the day or in case of spoilage ✓
- Identify and indicate hazardous areas by proper methods ✓

(Any 4)

(4)

4.12 Steps in the management control process

- Develop norms and standards for control ✓
- Measure real performance ✓
- Measure and evaluate deviation ✓

(3)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200