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Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

2018

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 10 pages.

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

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

(10 x 2) (20)

1.2 Matching items

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

(10 x 2) (20)

1.3 Underlined words

- 1.3.1 Soil data ✓
- 1.3.2 GPS ✓
- 1.3.3 Weakness ✓
- 1.3.4 Administrative ✓
- 1.3.5 Planning ✓
- 1.3.6 Partial ✓
- 1.3.7 Foreman ✓
- 1.3.8 Mechanisation ✓
- 1.3.9 Growth ✓
- 1.3.10 Current ✓

(10 x 1) (10)

TOTAL SECTION A: 50

SECTION B**QUESTION 2: PHYSICAL AND FINANCIAL PLANNING****2.1 Mechanisation****2.1.1 FOUR factors for introducing machinery**

- Cost of equipment ✓
- Efficiency of equipment ✓
- Quality of the equipment ✓
- Time saving ✓
- Maintenance costs ✓
- Social factors ✓

(Any 4) (4)

2.1.2 FOUR reasons for preferring the use of machinery

- It simplifies supervision ✓
- Increases labour efficiency ✓
- Eliminate fatigue ✓
- Reduces the need for manual labour/decreases the number of workers ✓
- Less expensive over a longer period ✓
- Can cultivate larger areas ✓
- Quicker to complete the work ✓
- Not mostly dependant on weather conditions ✓

(Any 4) (4)

2.2 Deduction between correction method and soil characteristic

CORRECTION METHOD	SOIL CHARACTERISTIC
Breaking impermeable layers	Soil depth ✓
Vegetation strips	Soil slope ✓
Opening water ways	Soil drainage ✓
Apply gypsum	Soil reaction /soil pH ✓

(4)

2.3 THREE factors influencing land use for grazing livestock

- Palatability of the veld ✓
- Topography ✓
- Type of vegetation ✓
- Ability of soil to erode ✓
- Production status of the soil ✓
- Availability of water resources ✓

(Any 3) (3)

2.4 Type of capital and finance period**2.4.1 Monthly veterinarian account**

- Working/floating capital ✓
- Short term credit ✓

(2)

2.4.2 Production loan

- Floating/working capital ✓
- Short term credit ✓

(2)

2.4.3 Mortgage for land

- Fixed capital ✓
- Long term credit ✓

(2)

2.4.4 Equipment

- Movable capital ✓
- Medium term credit ✓ (2)

2.5 Budget**2.5.1 TWO most important elements of a farm business budget**

- Estimated/expected/probable income ✓
- Estimated/expected/probable cost ✓
- Distribution of funds over the period of the budget ✓ (Any 2) (2)

2.5.2 Budget for the farm enterprise of your choice

(a) Heading:

- Type of budget for the enterprise (e.g. crop or animal) ✓
- Indicate timeframe (period) ✓ (2)

(b) Content:

- Each listed item and number ✓ x 4 (4)
- Unit price and total price ✓ x 4 (4)

2.6 Soil analysis**2.6.1 TWO methods to increase field water capacity**

- Add organic matter/compost/plant rests/organic fertiliser to soil ✓
- Minimum tillage/no tillage ✓
- Soil cover ✓ (Any 2) (2)

2.6.2 FOUR ways to improve soil reaction

- Adding dolomite agricultural lime ✓
- It contain calcium ✓
- Increase the magnesium level in the soil ✓
- To increase the pH level to 7 ✓ (4)

2.7 Discussion of the negative effect of excess use of herbicides

- It causes environmental pollution ✓
 - Excess herbicides are washed away through irrigation, rain and ground water movement to rivers and underground water ✓
- It enters the food chain ✓
 - Pesticides are absorbed into plants and people and animals health can be affected if they eat these plants too soon after application ✓
- Kills micro-organism / beneficial organisms ✓
 - Many soil microbes are killed by excess herbicides that will affect the health of the soil and would lead to soil degradation ✓ (6)

2.8 Farming practice for continuously planting the same crop

- Monoculture/monocropping ✓
- Depleting nutrients - Same crop continuously using same soil nutrients ✓
- Insects can build up resistance to pesticides ✓ (3)

[50]

**QUESTION 3: ENTREPRENEURSHIP, RECORDING, MARKETING,
BUSINESS PLANNING AND ORGANISED AGRICULTURE****3.1 Source document**

3.1.1 Invoice ✓ (1)

3.1.2 Deposit slip ✓ (1)

3.1.3 Receipt ✓ (1)

3.1.4 Cash slip/till slip ✓ (1)

3.2 Labour records**3.2.1 Conditions of service****(a) Working hours per week**

- Stipulate the normal working hours for a worker ✓
- In a 5 day (40 hour) or 6 day (45 hour) per week ✓
- Stipulate the maximum overtime per week ✓ (Any 2) (2)

(b) Overtime

- Limitations on overtime for a 5 day or 6 day week ✓
- Payment for overtime on normal working days is 1,5 times the daily salary ✓
- Payment on Sundays and public holidays is twice/double/2 times the daily salary ✓ (Any 2) (2)

3.2.2 Daily records of labour

- Starting time ✓
- Departing time / knock-off time ✓
- Absentees / leave ✓
- Reason for absentees ✓
- Work done/productivity ✓
- Any labour related problems with labourer ✓
- Any injuries that happened on the farm at the specific day ✓ (Any 6) (6)

3.3 Description of agricultural business plan

- A document for a certain agricultural enterprise or farm ✓
- Indicating the basic information on production ✓
- And subsequently financial aspects ✓
- As part of an economical viable enterprise ✓

OR

- What you want to do ✓
- How you want to do it ✓
- What you will use to do it ✓
- When you want to do it ✓
- Where you want to do it. ✓ (4)

3.4 Sources of information for market research

(A source can only be used ONCE)

3.4.1 Sources of primary research

- Interviews ✓
- Questionnaires ✓
- Observing competitors ✓
- Producer organisations ✓

(4)

3.4.2 Sources of secondary research

- Magazines ✓
- Newspapers ✓

(2)

3.5 Balance sheet**3.5.1 Aim of having a Balance sheet**

- To determine the financial status/liquidity/viability of a farming business ✓
- At a specific date/time

(2)

3.5.2 Calculate net worth using formula

- Net worth = total assets – total liabilities ✓
= R930 000 ✓ – R670 000 ✓
= R260 000 ✓

(4)

3.5.3 Viability and meaning

- The enterprise is viable ✓

AND

- The assets is higher than the liabilities ✓
- It has a positive net worth ✓

(Any 1) (2)

3.6 Income and expenditure**3.6.1 Income and expenditure account**

EXPENDITURE			INCOME		
DATE	ITEM	AMOUNT(R)	DATE	ITEM	AMOUNT(R)
14/6	Seed	680,00✓	14/10	Selling produce	23 600,00✓
22/6	Fertiliser	2 280,00✓	21/10	Selling produce	1 050,00✓
1/7	Pesticide	1 200,00✓			
22/10	Transport	720,00✓			
28/10	Labour	16 000,00✓			
	TOTAL	20 880,00✓		TOTAL	24 650,00✓

Rubric

6 correct entries ✓ (6)

Income total correct calculated ✓(1) CA

Expenditure total correct calculated ✓(1) CA

(8)

- 3.6.2 **Profit or loss** (CA from QUESTION 3.6.1)
(If QUESTION 3.6.1 not answered – no marks)
- The farmer made a profit ✓
 - Profit/loss = income – expenditure
= R 24 650,00 – R20 880,00 ✓
= R 3 770,00 ✓ (3)
- 3.7 **Difference between a cash flow statement and an income statement**
- 3.7.1 **Cash flow statement**
- Indicate the movement of funds through (cash flow in and out) the businesses account for a specific period ✓
 - Comparing values to the budget for that month ✓ (2)
- 3.7.2 **Income statement**
- Is the record of financial transactions ✓
 - Indicating the profit or loss for and an enterprise/farm for that period ✓
 - Determine the credibility of farming enterprise ✓
 - determine income source of enterprise and expenditure made ✓
 - Indicate the amount of money spent on items ✓ (Any 3) (3)
- 3.8 **Climate records in decision making process**
- Determine the farming enterprise ✓
 - Determine corrective measures ✓
 - When to plant ✓
 - Which adjustments are suitable ✓ (Any 2) (2)
- [50]**

QUESTION 4: HARVESTING, PROCESSING, MANAGEMENT AND AGRITOURISM**4.1 Storage****4.1.1 Effects of moisture and high temperature on stored plant products**

- Some of the products may start to germinate ✓
 - Encourages product to rot ✓
 - Moulding may occur ✓
 - Breeding of some post-harvest pests ✓
 - Deterioration in quality/shelf life/nutritional value ✓
- (Any 4) (4)

4.1.2 Methods to minimize damage on stored plant products

- Fumigation ✓
 - Increase ventilation with fans/blowers ✓
 - Store product in the correct manner according the product ✓
 - Packaging of the product before storage ✓
 - Prevent wetness ✓
 - Take measured control against rodents ✓
- (Any 3) (3)

4.2 Identify correct preserving method

4.2.1 Blanching ✓ (1)

4.2.2 Sterilisation ✓ (1)

4.2.3 Radiation ✓ (1)

4.2.4 Pasteurization ✓ (1)

4.2.5 Filtration ✓ (1)

4.3 Legal requirements for people working at a processing plant

- Wear protective clothing ✓
 - Provide First Aid kit ✓
 - Training (induction) of staff on safety rules applicable in the processing plant ✓
 - Training of staff on correct handling/operation of machinery ✓
 - Regularly health test for diseases than can be transmitted by food ✓
 - Constant consciences on safety practises ✓
 - Good hygienic practices ✓
- (Any 5) (5)

4.4 Requirements of suitable wrapping material for perishable foods

- Clean ✓
 - Strong ✓
 - Should seal effectively ✓
 - Non-toxic ✓
 - Transparent ✓
 - Resistant to mechanical and temperature damage ✓
- (Any 5) (5)

4.5 Discuss FOUR motivation techniques

- Making them shareholders of the farm business ✓
 - They will feel they are part of the business ✓
 - Create joint ventures with the workers ✓
 - Discuss any work issues that involves changes at labour level
 - Involve them in the economic planning of the farm activity ✓
 - Understanding economics will help preventing any losses ✓
 - Involve them in the physical planning of the farm activity ✓
 - Workers feel they are needed and can give some inputs in the planning ✓
 - Delegate some responsibilities/Encourage shared supervision ✓
 - Good work will pay off in the long run/ worker feel that advance in the working place ✓
- (Any 4 + correct description) (8)

4.6 Marketing channels

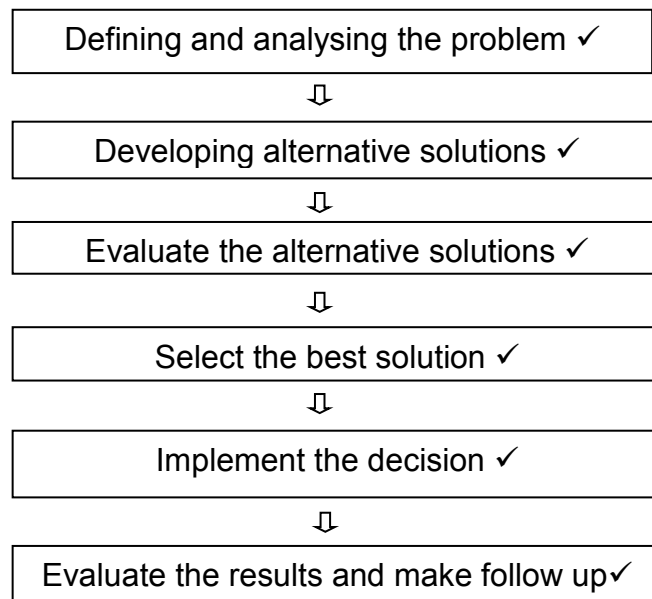
(Each channel can ONLY be used ONCE.)

Informal marketing channels	Formal marketing channels
<ul style="list-style-type: none"> • Farm stalls ✓ • Spaza shops ✓ • Hawkers ✓ 	<ul style="list-style-type: none"> • Export markets ✓ • Cooperatives ✓ • Fresh produce market ✓

(6)

4.7 Reasons to use two different venues to market farm products

- To increase sales volume by selling more produce / To have a bigger market share ✓
 - Lower prices at one market can be softened by higher prices at the other market ✓
 - If one market sales are lower the other market sales can be higher ✓
 - Easier access to the product by consumers in different markets can result in higher sales ✓
 - Socio - economic environment can differ, leading to different prices ✓
 - Income/profit can be manipulated by manipulating amount sent to each market ✓
- (Any 4) (4)

4.8 **A flow chart indicating SIX chronological steps of decision making.****Rubric**

- Each one at correct place/order ✓
- One mark for the correct version of a flow chart ✓
- For one is out of order, penalise and continue to mark the rest (7)

4.9 **Types of Agritourism**

- Product routes ✓
- Game farm / farming trips / game farm visits / game watching ✓
- Farm stays ✓
- Eco tourism ✓
- Adventurous activities ✓
- Educational activities ✓
- Leisure activities ✓
- Farm activities ✓

(Any 3) (3)
[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200