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GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

NOVEMBER 2015

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 D ✓✓
- 1.1.4 D ✓✓
- 1.1.5 A ✓✓
- 1.1.6 C ✓✓
- 1.1.7 A ✓✓
- 1.1.8 B ✓✓
- 1.1.9 D ✓✓
- 1.1.10 D ✓✓ (10 x 2) (20)

1.2 Matching items

- 1.2.1 L ✓✓
- 1.2.2 E ✓✓
- 1.2.3 I ✓✓
- 1.2.4 G ✓✓
- 1.2.5 D ✓✓
- 1.2.6 B ✓✓
- 1.2.7 J ✓✓
- 1.2.8 K ✓✓
- 1.2.9 A ✓✓
- 1.2.10 C ✓✓ (10 x 2) (20)

1.3 Correct agricultural term

- 1.3.1 Movable capital ✓
- 1.3.2 Variable cost ✓
- 1.3.3 Entrepreneur ✓
- 1.3.4 Cooperative ✓
- 1.3.5 Own capital ✓
- 1.3.6 Distribution ✓ / transportation ✓
- 1.3.7 Pool system ✓
- 1.3.8 Interest ✓
- 1.3.9 Marketing cost ✓
- 1.3.10 Gross farm income ✓ (10 x 1) (10)

TOTAL SECTION A: 50

SECTION B**QUESTION 2: PHYSICAL AND FINANCIAL PLANNING****2.1 FIVE ways how temperature restricts agricultural production.**

- Late/early frost can cause damage to crops, or even destroy the whole season's production✓
- Long cold spells can reduce the growth rate as well as the yield of both crops and livestock✓
- Extreme cold can kill many crops and livestock✓
- Very high temperatures increase evaporation of water from the soil which results in drought✓
- Very high temperature results in crops wilting which lowered production ✓
- Very high temperatures can cause heat stroke✓

(Any 5) (5)

2.2 The influence of slope on crop production

- The slope of land should not be too steep ✓
- Because rain falling on a steep cultivated land will easily wash away the top soil and promote soil erosion✓
- Northern slope is more productive ✓ / southern slope is less productive✓
- Because of warmer temperatures and/or direct sunlight ✓

(4)

2.3 Effect of soil depth on plant production**Shallow soil**

- Restricts the development of plant roots ✓
- Have a lower water capacity this leads to poor yield ✓
- Have a quicker water logged✓

Deep soils

- Hold water better ✓
- Better root development ✓
- Have a higher production potential✓

(Any 4) (4)

2.4 THREE factors that cause the change of the plant species

- Overgrazing✓
- Selective grazing✓
- Under grazing✓
- Veld fires✓
- Drought/climate change✓

(Any 3) (3)

2.5 Types of credit for farmers

Types of credit for farmers	Long term credit	Medium term credit	Short term credit
Duration	10 years and longer ✓	2–10 years ✓	2 years and lower ✓
Use of credit	Land ✓	Machinery ✓	Fertilisers ✓

(6)

2.6 Production methods in farming

- 2.6.1 (a) B – subsistence farming ✓
(b) A – precision farming ✓ (2)

2.6.2 Motivation of QUESTION 2.6.1

	Precision farming	Subsistence farming
Equipment used	<ul style="list-style-type: none"> Highly technological ✓ 	<ul style="list-style-type: none"> Mainly hand equipment ✓
TWO advantages	<ul style="list-style-type: none"> Cost effective related to inputs Less time consuming ✓ Electronic information is changed into management strategies ✓ Determine the soil potential productivity ✓ Predict yield potential ✓ Determine soil cultivation method ✓ Determine the sowing density and type of fertilizers ✓ (Any 2) 	<ul style="list-style-type: none"> Less expensive ✓ Easy to operate ✓

(6)

2.7.1 The type of farming system

- A – extensive ✓
 - B – intensive ✓
 - C – semi-intensive ✓
- (3)

2.7.2 Farming system

- Semi-intensive / C ✓
- (1)

2.8 FOUR benefits of AIDS project for farm

- Prevention/awareness will have a healthier labour force ✓
 - Workers will create a healthier environment ✓
 - Earlier detection and treatment leads to less absentees ✓
 - Productivity of farm can increase ✓
 - Labour/transport/medical costs will be lower ✓
- (Any 4) (4)

2.9.1 Calculate missing amounts

- R80,00 ✓
 - R85,00 ✓
 - R1 600,00 ✓
 - R10 012,00 ✓
 - R22 500,00 ✓
- (5)

2.9.2 Conclusion and calculation

- Profit / loss = Total expected income – total expected expenses
= R22 500,00✓ – R10 012,00✓
= R12 488,00 ✓

- The crop farmer will make a profit✓ (4)

2.10 Three aspects of planning

- Condition of the engine ✓
- Appropriateness of the engine ✓
- Conditions of the equipment to be used with the engine ✓
- Type of equipment with the engine size ✓

(Any 3) (3)
[50]

QUESTION 3: ENTREPRENEURSHIP, RECORDING, MARKETING AND BUSINESS PLANNING**3.1 FIVE challenges faced by farm gate marketing**

- Number of customers visiting the farm✓
- Cannot get the price that the farmer wanted ✓
- Lack of storage facilities✓
- Low bargaining power✓
- Lack of capital ✓
- Farm not situated favourably✓

(Any 5) (5)

3.2 The role of agricultural marketing legislation

- It provide legal platform for the marketing of agricultural products✓
- It regulates the economic functioning by promoting, guiding the overall operation of agricultural markets✓
- It provides guidelines for the operation of the markets in different ways in order to avoid serious bad results to the environment and consumers at large✓

(3)

3.3 THREE differences between marketing and selling.

Marketing	Selling
• Profit orientated✓	• Product orientated✓
• Long term plans are made✓	• Short term objectives✓
• Emphasis is on consumer needs and satisfaction✓	• Consumer needs and satisfaction are neglected✓
• Emphasises working together✓	• No working together✓
• Technological innovation is important✓	• Costs are reduced to achieve maximum sales profit✓

(Any 3 in each column) (6)

3.4.1 A business plan

- It is a document that describes the business you want to start and indicate your goals and objectives✓
- Indicate the income and costs/ financial aspect of the business ✓
- Indicate the operation of the business and its sustainability✓

(Any 2) (2)

3.4.2 Reasons why a bank requires a business plan

Business plans informs the bank manager on the following important aspects:

- Viability of the business✓
- Sustainability of business ✓
- If profit will be big enough for repayment✓
- The probable income and expenditure✓
- Predicted cash flow✓
- Assets and liabilities✓

(Any 4) (4)

3.5.1 THREE methods of price setting

- Cost plus pricing/profit✓
- Competition orientated ✓
- Market orientated pricing/going rate pricing✓
- Breakeven point✓
- Supply and demand/Market equilibrium✓

(Any 3) (3)

3.5.2 FOUR prerequisites of a market

- Market size ✓
- Geographical placing ✓
- Stability ✓
- Availability ✓
- Satisfy needs ✓
- Organised ✓
- Good marketing functions and intuitional organisation ✓
- Risk evasion ✓
- Trust and ethical codes ✓
- Available, trustworthy market information ✓
- Buying power of the consumers✓

(Any 4) (4)

3.6.1 Calculate price at point of sell

- Price after processing = $R20/kg \times 1.7$ ✓
= $R34/kg$ ✓
- Final price = $R34/kg \times 1.5$ ✓
= $R51/kg$ ✓

OR

- Price processing = $R20/kg + R20 \times 70\%$ ✓
= $R20/kg + R14$
= $R34/kg$ ✓
- Final price = $R34/kg + R34/kg \times 50\%$ ✓
= $R51/kg$ ✓

OR

- Increase = $R20/kg \times 70\%$
 $R14/kg$ ✓
- Price processing = $R20/kg + R14/kg$
= $R34/kg$ ✓
- Price increase = $R34/kg \times 50\%$ ✓
= $R17/kg$
- Final price = $R34/kg + R17/kg$
= $R51/kg$ ✓

(4)

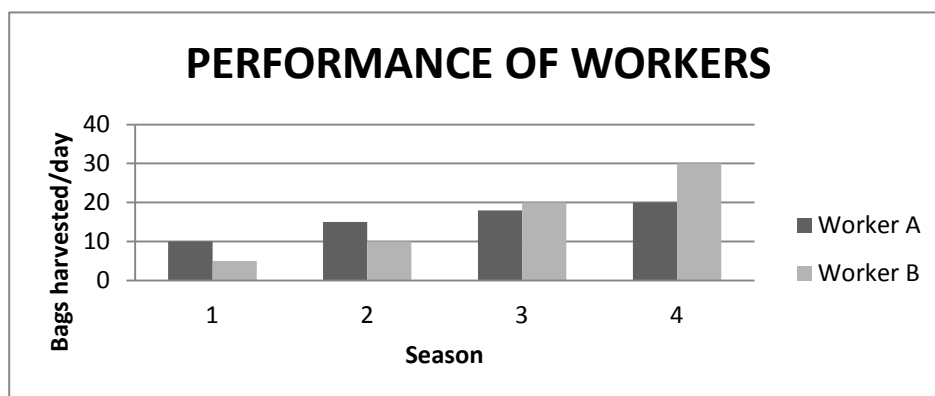
3.6.2 Describe relationship

- The longer the marketing chain, the higher the price the consumer will pay

OR

- The shorter the marketing chain the less the consumer will pay for the product. ✓✓

(only one statement relevant) (2)

3.7.1 **Bar graph on performance of workers****Rubric**

- ✓ appropriate heading
- ✓ correct x-axis and labelling
- ✓ correct y-axis and labelling
- ✓ key
- ✓ correct type of graph
- ✓ correct values of graph

(6)

3.7.2 **Possible reason for poor performance**

- New worker on the farm ✓
- Unskilled/untrained worker in the specific task ✓
- Illness ✓
- Absenteeism ✓
- New type of work for the worker ✓

(Any 1) (1)

3.7.3 **Selection and recommendations for worker**

- Worker B ✓

AND

- Worker productivity improved over time ✓
- Worker B outperformed worker A from the third season ✓
- Worker B became more skilful ✓

(Any 2) (2)

3.8.1 **Percentage that tools and machinery contribute to the assets**

- Total assets = R150 000 + R284 000
= R434 000 ✓

- % of asset = $\frac{R284\,000}{R434\,000} \times 100$ ✓
= 65,43% ✓

(3)

3.8.2 **The negative effect of high farm mechanisation**

- (a) Social justice: job losses/unemployment/ no skilled labourers ✓ (1)
- (b) Environmental justice: air pollution/land pollution/water pollution ✓ (1)
- (c) Economic matters: expensive (1)

3.9 **Keeping record of farm related information ✓ e.g. (production, income, expenditure) to help in planning and decisions making. ✓**

(2)

[50]

QUESTION 4: HARVESTING, PROCESSING, AGRITOURISM AND MANAGEMENT**4.1 Compare different approaches to harvesting between the small commercial farmer and Large commercial farmer**

	Large Commercial farmer	Small Commercial farmer
Time management	Saves time as own harvesters can do the harvesting. ✓	Time consuming as he need to hire contractors for harvesting, that is not always available ✓
Transport and handling	Own transport available✓ and have equipment that handle bulk✓ (Any one)	Own transport not available✓ bulk not easily handled. ✓ (Any one)
Storage	Normally well-structured storage facilities✓ (Silo)	No/poor storage facilities✓

(6)

4.2 FOUR components when designing packaging material

- Protection of the product✓
- Deliver and display the product in a way that it attracts the customers✓
- Make the product recognisable✓
- Have features that make it easy to handle✓
- Cost effective✓
- Provide information to the consumers✓
- Type of material✓

(Any 4)

(4)

4.3 FOUR characteristics of ideal packaging

- Sanitary ✓
- Non – Toxic ✓
- Transparent ✓
- Light weight ✓
- Tamper proof ✓
- Easily disposable✓
- Easily printed or labelled✓
- Resistant to mechanicaland thermal damage✓
- Compatible with high speed tilling machinery✓
- Compatible with food/product✓
- Protective against light ✓
- Easily opened/closed ✓
- Impermeable to gasses and odours ✓
- Environmentally friendly✓

(Any 4)

(4)

4.4 Classify management activities

- 4.4.1 • Type of crop or combination of crops to produce ✓ (1)
- 4.4.2 • Decision on where to market the produce ✓ (1)
- 4.4.3 • Set up of budgets for comparison ✓ (1)
- 4.4.4 • Studying of market prices ✓
- Keeping of records on production and labour ✓ (Any 1) (1)
- 4.4.5 • Training of labourers ✓ (1)
- 4.4.6 • Organising a farmers market day. ✓ (1)

4.5.1 FOUR reasons for preserving food

- To protect the food against micro – organisms, enzymes and other form of spoilage ✓
- To prepare food of uniform quality on a large scale
- to provide a stable market for food that is available for only a few days or weeks in a year/food security ✓
- To have a greater variety of food available in non-producing areas ✓ (4)
- To feed humankind ✓

4.5.2 FOUR food preserving methods where micro-organisms development is inhibited

- Applying cold/ freezing ✓
- Increasing the osmotic pressure/Canning ✓
- Decreasing the moisture content through drying or dehydration ✓
- Decreasing the pH through the adding of acid ✓ (4)

4.5.3 FOUR methods of food preserving where micro-organisms are killed

- Apply high concentration of salt or sugar ✓
- Alcohol ✓
- Chemical preserving agents ✓
- Spices containing antimicrobial action ✓
- Heating/pasteurization/sterilization/blanching ✓
- Radiation/ultra violet rays ✓ (4)

4.6 FOUR types of coordination

- Informal coordination ✓
- Programmed coordination ✓
- Negotiated coordination ✓
- Group coordination ✓ (4)

4.7 FOUR factors to consider for decision on harvesting

- Readiness/ripeness ✓
- Climate ✓
- Availability of labourers/machinery ✓
- Availability of contractor ✓ (4)
- Availability of storage facilities ✓
- Marketing aspects ✓

4.8 TWO ways that a farmer can play a significant role in agri-tourism

- By promoting farm stay holidays✓
- By bringing the country and city life together/education✓
- By ensuring the sustainable utilization of our natural resources✓ (Any 2) (2)

4.9.1 Managerial skill and example

Managerial skills	Example
<ul style="list-style-type: none"> • Planning ✓ • Control ✓ 	<ul style="list-style-type: none"> • Budget for maintenance ✓ • Time register ✓
<ul style="list-style-type: none"> • Motivation ✓ 	<ul style="list-style-type: none"> • Incentives ✓ • Training ✓ • Build well-equipped houses ✓ <p>(Any 1 for motivation)</p>

(6)

4.9.2 Disciplinary action

- Cannot take disciplinary action ✓ (1)

AND**Reason:**

- No training of workers ✓
- Do not show proper handling of equipment ✓
- Fix breakages as it occurs✓
- No regular maintenance✓

(Any 1)

(1)

[50]

TOTALSECTION B: 150
GRANDTOTAL: 200