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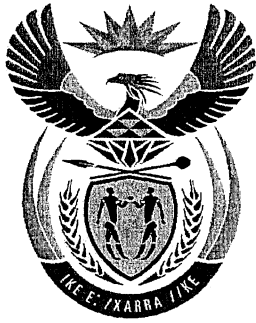
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Department:  
Basic Education  
**REPUBLIC OF SOUTH AFRICA**

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**AGRICULTURAL MANAGEMENT PRACTICES**

**NOVEMBER 2011**

**POSSIBLE ANSWERS**

**MARKS: 200**

**This memorandum consists of 14 pages.**

**SECTION A**

**QUESTION 1.1**

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

(10 x 2) (20)

**QUESTION 1.2**

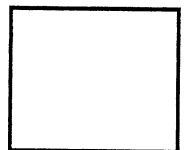
1.2.1	J✓✓
1.2.2	D✓✓
1.2.3	G✓✓
1.2.4	F✓✓
1.2.5	E✓✓
1.2.6	I✓✓
1.2.7	L✓✓
1.2.8	A✓✓
1.2.9	B✓✓
1.2.10	H✓✓

(10 x 2) (20)

**QUESTION 1.3**

- 1.3.1 Soil erosion ✓
- 1.3.2 Closer/Nearer/lesser ✓
- 1.3.3 Optimum /ideal/best✓
- 1.3.4 Calibration ✓
- 1.3.5 Short-term/production loan ✓
- 1.3.6 Loss ✓
- 1.3.7 Control/monitoring ✓
- 1.3.8 Organic/Biological/perma culture✓
- 1.3.9 Depreciation ✓
- 1.3.10 Marketing ✓

(10 x 1) (10)



**TOTAL SECTION A: 50**

**SECTION B****QUESTION 2: ANIMAL AND CROP PRODUCTION****2.1.1 Explain basic procedure of farm planning****a) Collection of recent data:**

- To analyse the present situation. ✓
- Any data that is relevant to enterprise – climate, soil, markets ✓ (Any 1)

**b) Classification and evaluation of data**

- To determine the land capability and determine field layout. ✓
- Data has to be classified in different categories and the influence that this aspect will have on the enterprise ✓ (Any 1)

**c) Actual plan on utilisation of resources**

- To coordinate farm activities and/or determine the soil and water management. ✓
- Final planning for the year/season/day to ensure that objectives are reached. ✓
- Setting of business plan ✓ (Any 1) (3)

**2.1.2 Two important aspects**

- Finances/capital needed ✓
- Farm activities/work for the day ✓
- Advertising/Marketing of the products ✓
- Availability of resources/water ✓ (Any 2) (2)

**2.1.3 Four ways to improve soil structure**

- Add organic material/compost/manure/organic fertilisers/green manuring ✓
- Practise crop rotation ✓
- Conservation cultivation methods ✓
- Correct cultivation methods ✓
- Add lime/gypsum to soils ✓
- Organic/Biological farming methods ✓ (Any 4) (4)

**2.2 Classify type of capital**

- A – Movable capital: ✓
- B – Fixed capital ✓
- C – Working (floating) capital/fixed capital ✓
- D – Working (floating) capital ✓
- E – Fixed capital ✓ (5)

**2.3 Four factors for soil to produce**

- Agricultural/production capacity of the soil/grazing capacity of pastures ✓
- Vulnerability of the soil to change or total destruction ✓
- Climate ✓
- Correct management practices ✓ (4)

**2.4 Type of farming system AND one reason**

- A = Subsistence farming system – ✓
- AND**
- Hand tools/no mechanisation ✓ Small area planted for family ✓
  - When a farmer is growing enough food to feed the family. ✓
  - But not selling much at all / there is no profit. ✓
  - A farmer does not spend more than they need on inputs. ✓ (Any 1) (2)

- B = Commercial farming system – ✓
- AND**
- More expensive technology/Mechanisation ✓
  - When a farmer produces products mainly for sale. ✓
  - It is aimed at profit making. ✓
  - They spend more on inputs. ✓ (Any 1) (2)

**2.5 Describe procedure of caring**

- Clean the implements/Remove the mud ✓ Wash it thoroughly with clean water ✓
- Service the implement/Grease the equipment if applicable ✓
- Releasing the tension of all belts and chains. ✓
- Replacing/repair all broken or worn out parts. ✓
- Protect it from rusting/ensure it is dried ✓
- Keep in a safe/sheltered place ✓ (4)

**2.6 Name perspective**

2.6.1 Science perspective ✓ (1)

2.6.2 Technical perspective/labour perspective ✓ (1)

2.6.3 Environmental perspectives ✓ (1)

2.6.4 Economic perspective ✓ (1)

**2.7 Differentiate two groups of labourers**

**2.7.1 Skilled labourers**

- Are those labourers who are trained and provided with certificates ✓
- Know how to do specific tasks in the farm ✓

**Unskilled labourers**

- Are not trained ✓
- Perform common tasks/tasks which can be learned and done by most people quickly. ✓ (4)

**2.7.2 Explain advantages of skilled labourers**

- Higher income possibilities for farm ✓
- Skilled agricultural workforce ✓
- Increased productivity / Commitment for better work ✓
- Better quality product produced ✓
- Less damages/longer use of implements/equipment
- More efficient use of equipment ✓
- More stable workforce. ✓

(4)

**2.8.1 Identification from graph**

(a) Week 2 ✓

(b) Week 5 ✓

(2)

**2.8.2 Higher yield – verification**

- No ✓
- The temperatures during week 5 and week 6 are too low for maximum production. ✓

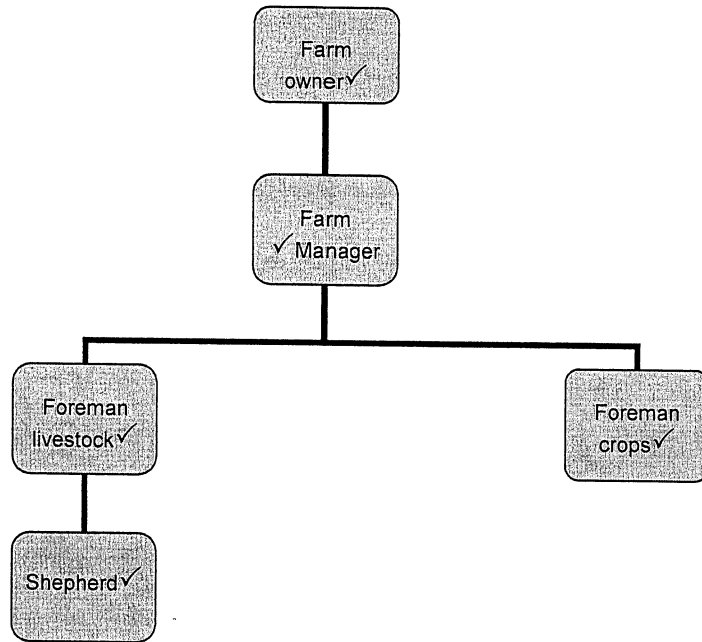
(2)

**2.8.3 Two practices to solve problem**

- Plant the crop earlier. ✓
- Make use of a cultivar with a shorter growing season. ✓
- Produce the crop in a green house / environmental controlled enclosure. ✓
- Cover the plants when temperature decreases. ✓
- Burning of material next to the field when temperatures drop below the optimum temperature. ✓
- Plant crop on a northern slope ✓

(Any 2) (2)

2.9 Organogram



**Footnote**

- Schematic representation ✓
- Straight line chain of command = 3 marks – farm owner, farm manager, any one of the foreman. Thereafter no marks
- Placing the worker under wrong foreman = 5 marks

(6)

[50]

**QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP****3.1.1 Name four agricultural budgets**

- Enterprise budgets/production budget✓
- Partial budgets✓
- Break-even budgets✓
- Capital budget✓
- Whole farm budget✓
- Cash flow budget ✓
- Mechanisation budget✓
- Budget for maintenance of infrastructure✓

(Any 4) (4)

**3.1.2 Redraw partial budget  
Rubric for marking:**

Expected income:

- The name of the product / item to be sold✓
- Amount✓
- Unit price ✓
- Total✓(Correct)

Expected expenses:

- Name of item✓
- Amount ✓
- Unit price✓
- Total✓(Correct)

(8)

**3.2 Five types of records**

- Financial record✓
- Labour record✓
- General record✓
- Grazing and fodder record✓
- Livestock record✓
- Mechanisation record✓
- Production record/weaning records✓
- Medicine records✓
- Pedigree records ✓

Footnote: Any relevant agricultural livestock records

(Any 5) (5)



3.3 **Copy and complete forms of loans**

DURATION	LONG-TERM LOAN	MEDIUM-TERM LOAN	SHORT-TERM LOAN
Period	10 yrs and longer✓	2 to 10 years (not only 2 or 10 years)✓	2 years and less✓
Use of capital	Purchase of land✓	Purchase of machinery✓	Purchase of fertilisers✓

(6)

3.4 **Complete balance sheet**

- 3.4.1 (a) Cash - R2 000✓ or Stock - R100 000 ✓  
 (b) Stock - R100 000✓ or Cash - R2 000 ✓  
 (c) Creditors - R11 613✓  
 (d) Total liabilities - R392 795✓ (CA apply Mark positively) (4 x 1) (4)

3.4.2 **Calculate net worth (incorrect calculation must be mark positively)**

- R442 000 – R392 795✓ = R49 205✓
- If only answer: Net worth = R49 205 ✓✓ (CA apply) (2)

3.5 **Identify source documents**

- 3.5.1 Cash invoice/ Invoice✓  
 3.5.2 Cash/account deposit slip✓  
 3.5.3 Credit note/Account/VAT invoice ✓  
 3.5.4 Receipt /Proof of payment✓ (4)

3.6 **Differentiate cash flow and income statement**

- Cash flow is the movement of funds through the business✓ during a specific period and is represented by receipts and payment. ✓
- Income statement is the record of financial transactions✓ and the resulting profit/loss on a farm. ✓ (4)

3.7.1 **Indicate equal month**

February✓ (1)

3.7.2 **Two reasons for sudden drop in price**

- The farmer doesn't have many livestock or livestock products to sell so the income is less✓
- The demand for the specific livestock products was lower and therefore less were sold✓
- There was an over supply on the market and prices drop suddenly✓
- A sudden loss of animals (diseases/natural disaster / theft / predators/ problem animals) thus less to sell✓
- Restrictions on export/quarantine✓ (Any 2) (2)

## 3.7.3 Calculate profit/loss

Calculations

$$\begin{aligned} \text{Income} &= 200\,000 + 75\,000 + 60\,000 + 50\,000 + 40\,000 + 40\,000 + 50\,000 \\ &\quad + 60\,000 + 100\,000 + 150\,000 + 250\,000 + 350\,000 \\ &= \text{R}1\,425\,000 \checkmark \end{aligned}$$

$$\begin{aligned} \text{Expenditure} &= 70\,000 + 75\,000 + 80\,000 + 85\,000 + 90\,000 + 95\,000 \\ &\quad + 100\,000 + 100\,000 + 90\,000 + 80\,000 + 70\,000 + 80\,000 \\ &= \text{R}995\,000 \checkmark \end{aligned}$$

And determine

Farmer had made a profit $\checkmark$  of R430 000.  $\checkmark$  (Mark positively/CA apply)

(4)

## 3.8 Redraw and categorise in appropriate column in business plan

**SECTION OF A BUSINESS PLAN**

<b>MARKETING</b>	<b>FINANCIAL PLANNING</b>
What are the set quality standards for selling my product? $\checkmark$	Where am I going to get the capital? $\checkmark$
Where am I going to sell my product? $\checkmark$	When will I reach the break even point? $\checkmark$
What are the customers' needs? $\checkmark$	How much are business registration fees and taxes? $\checkmark$

(6)

**[50]**

**QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRITOURISM AND INDUSTRY****4.1 Explain importance of grading**

- To ensure quality control/better quality of product ✓
- Grading is necessary to determine the appropriate use of the product/to ease marketing ✓
- The higher the quality of the raw product, the higher the quality of the processed product/motivation for farmer to produce better product ✓
- To group harvested products in prescribed classes ✓
- To guide the consumer in the available categories ✓
- Improved price of product ✓

(Any 3) (3)

**4.2 Aims of processing**

- To increase the value of the product/increased income ✓
- To increase the shelf/storage life of the product/To preserve the product ✓
- To meet consumer taste/consumer friendly ✓
- To cope with over supply of products ✓
- Easier packaging/handling of product ✓

(Any 3) (3)

**4.3 Three non-chemical methods to control micro-organisms**

- Heating ✓
- Pasteurisation ✓
- Sterilisation ✓
- Blanching ✓
- Smoking ✓
- Sugaring ✓
- Salting ✓
- Refrigeration/cooling/cold storage/freezing/chilling ✓
- Filtration ✓
- Ultraviolet light (uv)/radiation ✓
- Vacuum packaging ✓
- Drying/spray drying/sun-drying/air-drying ✓
- Tinning ✓

(Any 3) (3)

**4.4 Role of producer organisations**

- Do market research/Marketing ✓
- Advertise the produce/Promote the product/Promotion ✓
- Assist farmers on regulatory/policy issues and market trends ✓
- Advisory service to farmers ✓
- Financial advice ✓

(Any 3) (3)

- 4.5 **Five requirements of packaging material for meat**
- Non-toxic ✓
  - Transparent ✓
  - Cleanable ✓
  - Easily disposable ✓
  - Suited for meat ✓
  - Impermeable to gases and odours ✓
  - Resistant to mechanical and temperature damage ✓
  - Recyclable
  - Cheap
  - Lightweight
  - Appealing
  - Strong ✓
- (Any 5) (5)
- 4.6 **Aims of Agri-BEE**
- Ensure equal, fair income distribution ✓
  - Participation of previous disadvantage people in the economy ✓
  - Economic empowerment of previous disadvantage people ✓
  - Correcting inequalities of past ✓
  - Gender equity ✓
  - Land reform targets ✓
- (Any 3) (3)
- 4.7.1 **Define Agri-tourism**
- Attracting travellers, visitors/ tourists ✓
  - To an area that is used for farming/agricultural purposes (agrarian activities) ✓
  - With conservation in mind and buildings with agrarian function ✓
- (Any 2) (2)
- 4.7.2 **Three benefits of Agri-tourism**
- Efficient use of resources ✓
  - Increase in income generated by farm workers/farm workers produce articles to sell ✓
  - Increased job creation ✓
  - Beneficiary to the community involved ✓
  - Uplifting the quality of life for the people involved ✓
  - Protection/Conservation of environment ✓
  - Diversification extra income ✓
  - Marketing tool ✓
- (Any 3) (3)

**4.8 Six factors to consider before harvesting**

- Size of the farm ✓
- Crop/cultivars ✓
- Weather/climate/ soil conditions ✓
- Harvesting method ✓
- Time frames/when to start when to finish ✓
- Storing facilities ✓
- Condition and availability of harvesting tools/equipment/ machinery ✓
- Availability of labour ✓
- Option of hiring harvesting contractors ✓
- Service harvesting equipments ✓
- Employment of seasonal labour ✓
- Transportation of harvested product ✓
- Measurement of the readiness of crop to be harvested ✓
- Sorting and grading
- Market research

(Any 6) (6)

**4.9.1 Define agricultural market**

- A place where the supply of agricultural products ✓
- Will meet the demand to the product by the consumer ✓

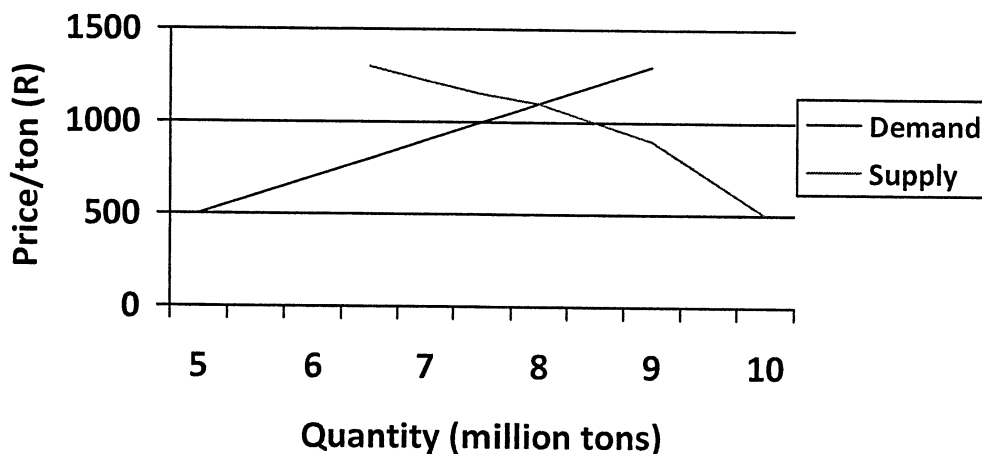
**OR**

- Any place where an agriculturist ✓
- Can sell his/her produce to a consumer ✓

(2)

4.9.2 GRAPH SUPPLY AND DEMAND

**SUPPLY AND DEMAND**



**Check list:**

Heading ✓ Label Y-axis ✓ X-axis ✓ Supply curve ✓ Demand curve ✓ (5)

4.9.3 **Ideal point of supply and demand**  
At R1 100 per ton or at 8 million tons ✓ (1)

4.9.4 **Term ideal point**  
Market equilibrium ✓ (1)

4.9.5 **Explain ideal point**  
This is the point where the quantity of the crop supplied to the market is equal to the quantity of the crop demanded from the market ✓✓ (2)

4.10.1 **Reason why farm equipment is dangerous**

- Sharp ✓
- Fast moving ✓
- Mechanical ✓
- Open machinery ✓
- Heavy ✓

(Any 1) (1)

4.10.2 **State legislation**  
OHS Act/(ACT 85 OF 1993)/Safety act ✓ (1)

**4.11 REPORT FOR SMALL SCALE FARMER****A. Agritourism**

- Donkey cart rides for tourists✓
- Demonstrations of oxen at work✓

**B. Irrigation**

- Borehole to supply water✓
- Dam to store water✓
- Land to irrigate✓

(Any 2)

**C. Mechanisation**

- Mules work✓
- Sale of products to buy tractor. ✓
- Sale of mules to buy tractor✓
- Selling of donkey cart to buy a wagon
- Contractor to cultivate soil✓

(Any 2)

(6)  
[50]**TOTAL SECTION B: 150**  
**GRAND TOTAL: 200**