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

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**AGRICULTURAL MANAGEMENT PRACTICES**

**NOVEMBER 2013**

**MEMORANDUM**

**MARKS: 200**

**This memorandum consists of 12 pages.**

**SECTION A****QUESTION 1**

1.1	1.1.1	B ✓✓		
	1.1.2	C ✓✓		
	1.1.3	B ✓✓		
	1.1.4	A ✓✓		
	1.1.5	D ✓✓		
	1.1.6	B ✓✓		
	1.1.7	B ✓✓		
	1.1.8	A ✓✓		
	1.1.9	B ✓✓		
	1.1.10	C ✓✓	(10 x 2)	(20)
1.2	1.2.1	B ✓✓		
	1.2.2	I ✓✓		
	1.2.3	J ✓✓		
	1.2.4	D ✓✓		
	1.2.5	H ✓✓		
	1.2.6	G ✓✓		
	1.2.7	A ✓✓		
	1.2.8	L ✓✓		
	1.2.9	K ✓✓		
	1.2.10	F ✓✓	(10 x 2)	(20)

1.3	1.3.1	Resources ✓		
	1.3.2	Precision farming ✓		
	1.3.3	Optimum/ideal temperature ✓		
	1.3.4	Cheque ✓		
	1.3.5	Budget ✓		
	1.3.6	Source document ✓		
	1.3.7	Seasonal labourer ✓		
	1.3.8	Marketing ✓		
	1.3.9	Coordination/organising/planning ✓		
	1.3.10	Producer/commodity organisation/cooperative/banks/agricultural companies ✓	(10 x 1)	(10)
<b>TOTAL SECTION A:</b>				<b>50</b>

**SECTION B****QUESTION 2: ANIMAL AND CROP PRODUCTION**

- 2.1      2.1.1      **Methods for reducing negative impact on veld**
- Stick to/stock below the carrying capacity of the region ✓
  - Leaving patches of natural vegetation where wild plants and animals can continue to grow alongside cultivated land ✓
  - Follow a good rotational grazing program/erecting camps ✓
  - Apply good veld/pasture management practises ✓
  - Exterminate foreign/invasive plants/weeds/trees ✓
  - Control soil erosion ✓
- (Any 4)      (4)
- 2.1.2      **Three factors influencing veld management programme**
- Stocking rate will determine the number of animals ✓
  - The rainfall will determine the period of stay/absence/resting in the camp during the different seasons ✓
  - Stock intensity will determine the period of stay ✓
  - Herd composition will influence the number of camps ✓
  - Supplementary feeding will change the effect on natural grazing ✓
  - Natural disasters ✓
  - Veld type identification ✓
  - Condition of veld ✓
  - Choice of veld programme ✓
  - Camp outlay/number of camp ✓
  - Different type of animals (type of grazers) ✓
  - Capital/Economic implication ✓
  - Topography ✓
  - Climate ✓
- (Any 3)      (3)
- 2.2      2.2.1      **Two causes of soil degradation**
- Soil erosion ✓
  - Salination ✓
  - Acidification ✓
  - Water logging ✓
  - Pollution ✓
  - Compacting of soils ✓
  - Poor farming practices ✓
  - Loss of soil fertility/organic material ✓
- (Any 2)      (2)
- 2.2.2      **Two methods of rehabilitate soil**
- Planting of vegetation ✓
  - Correct carrying capacity of veld ✓
  - Covering of soils ✓
  - Adding agricultural lime/gypsum ✓
  - Draining of salty soils ✓
  - Soil contours ✓
  - Minimum/No tillage ✓
  - Adding of organic material ✓
- (Any 2)      (2)

- 2.2.3      **Legislation on resource management**
- The National Water Act ✓
  - The National Veld and Forest Fire Act ✓
  - Conservation of Agricultural Resources Act (CARA) ✓
  - The Sustainable Utilisation Of Agricultural Resource Bill ✓
- (Any 2)      (2)
- 2.3      2.3.1      **Soil texture**
- The texture of the soil at a certain place (location) ✓ is a given/cannot be change/one cannot change sandy soil into clay soil ✓
- (2)
- 2.3.2      **Soil depth**
- Soil has a certain depth✓
  - in a specific area ✓ that cannot be changed
- (2)
- 2.3.3      **Slope**
- Slope is fixed✓
  - on a specific land/veld ✓ that cannot be changed
- (2)
- 2.4      2.4.1      **Sources of capital and their explanation**
- Credit/Production loan✓✓
  - Money borrowed from the bank/financial institution ✓✓
- (4)
- 2.4.2      **Three problems of capital as production factor**
- Capital is scarce ✓
  - Capital is expensive/high interest ✓
  - High risk ✓
  - Over capitalisation ✓
  - Under capitalisation ✓
  - Enough collateral/security for the loan ✓
  - Additional expenditure for capital redemption and interest ✓
- (Any 3)      (3)
- 2.5      2.5.1      **Benefits of precision farming**
- Cost of producing the crop can be reduced/It increases the profit margin✓
  - Risks of environmental pollution from agrochemicals decreases ✓
  - Improves the crop yield ✓
  - Provides information to make better management decision ✓
  - Provides more accurate farm records ✓
  - More accurate yield prediction✓
  - Soil production potential can be determent ✓
  - Improved resource management ✓
- (Any 3)      (3)

- 2.5.2      **Ordering information**
- Data collection ✓
  - Data evaluation ✓
  - Machine application/ Data capturing ✓
  - Data capturing /Machine application ✓ (4)
- 2.6      2.6.1      **The specific type worker**
- A = Casual/contract worker/labourer ✓
  - B = Permanent/Full time worker/labourer ✓
  - C = Seasonal worker/labourer ✓
  - D = Permanent/Full time worker/labourer ✓ (4)
- 2.6.2      **Worker with least job security**
- A/Casual worker ✓
  - C/seasonal worker ✓ (Any 1) (1)
- 2.6.3      **Difference between worker A and C**
- Worker A**
- Does only a specific work on the farm ✓
  - And then leaves the farm ✓
- Worker C**
- Works on the farm every season/do seasonally work ✓
  - The same time every year on the farm ✓ (4)
- 2.7      2.7.1      **Water for seedlings**
- Yes/Rainfall is adequate/There is enough water available ✓ (1)
- 2.7.2      **Water during ripening**
- No/Rainfall is inadequate/There is not enough water available during ripening of the plant ✓ (1)
- 2.7.3      **Possible solutions**
- Irrigate/give water to plants ✓
  - Cover soil with artificial/natural covering ✓ (2)
- 2.7.4      **List problems of high rainfall**
- Difficult to harvest product/Can't harvest the product ✓
  - Harvesting is delayed/late on market
  - Delayed preparation for next crop ✓
  - Lower quality of product produced ✓
  - Lower/lack of income ✓
  - Increase possibility of diseases/rotting ✓ (Any 4) (4)
- [50]**

**QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP****3.1 Basic information on source document**

- The date ✓
- The amount (mass/volume)✓
- The description of the transaction ✓
- Name of company ✓
- Price ✓

(Any 2) (2)

**3.2 Definition of petty cash**

- It is the cash/money ✓
- That the farmer can use to pay for small expenses ✓

(2)

**3.3 3.3.1 Definition of balance sheet**

- Financial document that indicates the financial status/assets and liabilities of a farm ✓
- At a specific point in time/particular date ✓

(2)

**3.3.2 Net value**

- The difference between the assets and liabilities/assets minus liabilities/It is the money remaining when all the debt is deducted from the total assets on the farm ✓
- At a specific time ✓

(2)

**3.3.3 (a) Long-term credit**

- Used over 10–20 years ✓
- To buy fixed assets ✓
- For example land, buildings, fences, boreholes ✓

(3)

**(b) Medium-term credit**

- Have a lifespan of 2 to 10 years ✓
- Used to buy movable assets ✓
- Such as tractor, implements, livestock ✓

(3)

**(c) Short-term credit**

- Used within 2 year period ✓
- Used for trade expenses ✓
- Such as fertilizers, seeds, fuel ✓

(3)



- 3.4      3.4.1      **Four characteristics for an entrepreneur**
- Knowledge of the enterprise ✓
  - Have experience ✓
  - Planning skills ✓
  - Skilled labour/trained labourer ✓
  - Business skills ✓
  - Adapt to changing circumstances ✓
  - Good personal/human relationships ✓
  - Good organiser ✓
  - Responsible ✓
  - Communication skills ✓
  - Risk taker ✓
  - Reliable ✓
- (Any 4)      (4)
- 3.4.2      **Three reasons for taking a risk**
- They want to work for themselves instead of others ✓
  - They prefer to take all business decisions themselves ✓
  - They want to keep the profit of their business ✓
  - They want to try out their own ideas ✓
- (Any 3)      (3)
- 3.5      3.5.1      **Business description**
- Vision and mission statement ✓
  - Nature of the business ✓
- (2)
- 3.5.2      **Market analysis/overview**
- Growth potential ✓
- (1)
- 3.5.3      **Operational plan**
- Facility plan ✓
  - Administrative plan ✓
- (2)
- 3.5.4      **Risk analysis**
- Foreign exchange risk ✓
  - Price and other risks ✓
- (2)
- 3.5.5      **Financial plan**
- Assumptions and definitions ✓
- (1)

3.6      3.6.1      **Calculations**(a) **Total income**

- $R80\,600,00 + R15\,420,00 + R400,00 \checkmark$   
 $= R96\,420,00 \checkmark$  (Only answer  $\checkmark\checkmark$ ) (2)

(b) **Total expenses**

- $R600,00 + R250,00 + R5\,925,00 + R310,00 + R1\,155,00$   
 $+ R1\,150,00 + R2\,200,00 + R720,00 \checkmark$   
 $R12\,310,00 \checkmark$  (Only answer  $\checkmark\checkmark$ ) (2)

3.6.2      **Evaluate this table for profit/loss**

- The section worked at a profit  $\checkmark$
- Profit/loss = total income – total expenses  
 $= R96\,420,00 - R12\,310,00 \checkmark$   
 $= R84\,110,00 \checkmark$
- Because income is more than expenses  $\checkmark$  (4)

## 3.7      Calculations

3.7.1      (a) 600 864  $\checkmark$ (b) 523 252  $\checkmark$ (c) 430 516  $\checkmark$ (d) 454 408  $\checkmark$ (e) 417 574  $\checkmark$ (f) 449 450  $\checkmark$  (6)3.7.2      **Month of loss and reason**

- December  $\checkmark$
- The total payments/expenditure are more than the total receipts/income for the month  $\checkmark$  (2)

3.7.3      **Two reasons for farm budget**

- To determine the capital need  $\checkmark$
  - For control purposes  $\checkmark$
  - To determine the practicability of a decision  $\checkmark$
  - To determine the relative profitability of the alternatives/probable income and expenditure  $\checkmark$
  - To quantify the long term strategy and objectives  $\checkmark$  (Any 2) (2)
- [50]**

**QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRITOURISM AND INDUSTRY****4.1 Advantages of processing for the consumer**

- To increase the shelf/storage life of the product ✓
  - To meet consumer taste ✓
  - Consumer friendly ✓
  - Out of season availability of products /food security ✓
  - Increase the nutritional value ✓
  - Easier packaging/handling of product ✓
  - To shorten preparing/cooking time of the product ✓
- (Any 4) (4)

**4.2 Disadvantages of storing agricultural products in small quantities**

- Damaging of products is easier
  - Handling of product more often/Increased labour costs/ labour intensive✓
  - Packaging material is more expensive in the long run ✓
  - Pests can cause great damages ✓
  - Difficult to move/transport greater volumes ✓
  - Theft ✓
  - Marketing is more difficult ✓
- (Any 4) (4)

**4.3 4.3.1 Disadvantages of harvesting by hand**

- Very slow/takes a long time ✓
  - Products not so clean ✓
  - Only small areas can be harvested ✓
  - Dependant on weather conditions ✓
  - Theft ✓
  - Labour intensive ✓
  - Labour related issues ✓
- (Any 4) (4)

**4.3.2 Problems labourer experienced**

- Harsh weather conditions ✓
  - Sunburn ✓
  - Injuries ✓
  - Long hours ✓
  - Long walking distances ✓
  - Little carrying capacity ✓
  - Hard physical work ✓
  - Poor working conditions ✓
  - Disabilities ✓
- (Any 4) (4)

**4.3.3 Improvement of working conditions**

- Correct equipment to do the work better ✓
- Supply protective clothing to protect against harsh conditions ✓
- Apply mechanization to ease the work of labourers ✓
- Supply clean water to drink during working hours ✓
- Supply sunscreen to protect exposed skin areas ✓
- Supply shade if possible ✓
- Provide ablution facilities/housing ✓
- Transport ✓
- Training ✓
- Appropriate time management/time management ✓ (Any 5) (5)

**4.4 Differences between marketing channels**

✓ for table with labels

Aspect	Fresh produce market	Contract marketing
• Pricing	• Great fluctuation in prices ✓	• Smaller fluctuations in prices ✓
• Product sold	• Not sure how many products will be sold ✓	• Contracted products will be sold ✓
• Income stability	• Income of farmer is instable ✓	• Income of farmer is more stable ✓
• Packaging	• Cheaper ✓	• More expensive ✓
• Quality control	• Less strict quality controls ✓	• More strict quality controls ✓

(Any 3 aspects) (7)

**4.5 Methods of adding value meat**

- Cut into the different cuts of meat ✓
- Smoking ✓
- Change into processed meat ✓
- Drying ✓
- Salting ✓
- Cooling ✓
- Precooking ✓
- Marinating of meat ✓
- Packaging ✓
- Aging of meat ✓ (Any 4) (4)

4.6	4.6.1	<b>Product information</b> <ul style="list-style-type: none"><li>Name/type of product ✓</li><li>Mass/volume of product ✓</li><li>Ingredients of the product ✓</li><li>Nutritional values ✓</li><li>Storage information ✓</li></ul>	(Any 3)	(3)
	4.6.2	<b>Nutritional value</b> <ul style="list-style-type: none"><li>Table ✓ with the nutritional value</li><li>Value as mass/percentage of RDA ✓</li><li>Arrange from highest to lowest order ✓</li></ul>		(3)
	4.6.3	<b>Allergies</b> <ul style="list-style-type: none"><li>Any allergies that can be caused by the product must be indicated ✓</li><li>That is not related to the product itself /that is added ✓</li></ul>		(2)
4.7	4.7.1	<b>Reasons for changing farms into agritourism</b> <ul style="list-style-type: none"><li>Livestock theft ✓</li><li>Fluctuating meat prices ✓</li><li>Higher income/more stable income/ earn foreign currency✓</li><li>To venture into agritourism/to attract tourists ✓</li><li>Increased farm value ✓</li><li>Diversification ✓</li><li>Marketing/promotion/advertising of product/Niche market✓</li></ul>		(3)
	4.7.2	<b>Reason for game farm to be tourist attraction</b> <ul style="list-style-type: none"><li>Game is more attracting than farm animals ✓</li><li>Most game farms have accommodation ✓</li><li>Game farms are more natural than ordinary farms ✓</li><li>Exotic game species ✓</li><li>Hunting /Recreation ✓</li></ul>	(Any 2)	(2)
4.8	<b>Evaluations and recommendations</b> <ul style="list-style-type: none"><li>The income from stud animals is increasing in contrast to the income of the commercial animals that is declining ✓</li><li>Put more emphasis on stud farming ✓</li><li>There are too many animals on the farm/overgrazing occurs ✓</li><li>Reduce the number of animals ✓</li><li>Start a feedlot to reduce the number of animals on grazing✓</li><li>Find alternative markets for the commercial animals✓</li><li>Feed animals/supplementary feeding to increase the weekly mass gain✓</li></ul>		(Any 5)	(5)
				<b>[50]</b>
<b>TOTAL SECTION B:</b>				<b>150</b>
<b>GRAND TOTAL:</b>				<b>200</b>