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# basic education

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

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**AGRICULTURAL MANAGEMENT PRACTICES**

**NOVEMBER 2022**

**MARKING GUIDELINES**

**MARKS: 200**

**These marking guidelines consist of 15 pages.**

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

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

(10 x 2) (20)

**1.2 Matching items**

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

(10 x 2) (20)

**1.3 Agricultural terms**

- 1.3.1 Processing ✓
- 1.3.2 Insurance ✓
- 1.3.3 Control ✓
- 1.3.4 Capital ✓
- 1.3.5 Farm-gate ✓

(5 x 1) (5)

**1.4 Underlined words**

- 1.4.1 Records ✓
- 1.4.2 Labour / Workers ✓
- 1.4.3 Planters / Seed drill ✓
- 1.4.4 Financial records ✓
- 1.4.5 Target market ✓

(5 x 1) (5)

**TOTAL SECTION A: 50**

**QUESTION 2: PHYSICAL FARM PLANNING****2.1 Effect of Covid-19 on productivity of farm workers**

- The productivity decreases ✓  
because:
    - Absence from work due to illness ✓
    - Time off from work to treat the illness ✓
    - Time off from work due to exposure to the disease (quarantine) ✓
    - Low labour effectiveness because of low energy levels ✓
    - Healthy workers must work overtime ✓
- (Any 2) (3)

**2.2 Capital****2.2.1 Acquire practical experience**

- Work at a farm that produces the product ✓
  - Volunteer at a farm that produces the product ✓
  - Attend training courses ✓
  - Use consultants to help on first time bases ✓
- (Any 1) (1)

**2.2.2 TWO sources of finance and disadvantages**

SOURCE OF FINANCE	DISADVANTAGE
Personal funds: investments ✓	Limited availability ✓ If investment is used, future value decreases ✓
Loan from relatives and friends ✓	Possible misunderstanding regarding the reason for the loan / Challenges in repaying ✓ Unhappiness or discomfort between family and/or friends ✓
Money from investors (shareholders) ✓	Limited freedom to use as you please ✓
Money loaned from bank (overdraft facility) ✓	Can only be borrowed against certain goods ✓ <b>OR</b> Interest rate can be high ✓
Credit against goods (production) ✓	Project can fail, forcing farmer into debt ✓
Allowances/grants ✓	Can be stopped at any time or may not pay out on a regular basis ✓ Inadequate to expand business ✓

(Any 2 x 2) (4)

**2.2.3 THREE advantages of agritourism for the farmer**

- Offers higher marketing value for the farmer's products ✓
  - Improve cash flow / High income ✓
  - Provides diversification on the farm ✓
  - Establishment of additional facilities increases the value of the farm ✓
  - Can use parts of the farm that has never been productive, mountainsides,  
rivers, etc. ✓
- (Any 3) (3)

**2.3 THREE elements that can be found on a soil map**

- Chemical elements ✓ that describes the mineral composition of the soil, pH and soil reaction ✓
- Physical elements ✓ that describes the texture, structure, colour, depth of the soil and water content ✓
- Morphological elements ✓ describe the landform, soil profile and underlying rock ✓
- Topographical elements ✓ describe the slope and height above sea level ✓

(Any 3 x 2) (6)

**2.4 Soil erosion preventative measures**

2.4.1 Contour ridges ✓ (1)

2.4.2 Windbreakers ✓ (1)

2.4.3 Cover crop ✓ (1)

2.4.4 Zero-cultivation ✓ (1)

2.4.5 Terraces ✓ (1)

**2.5 Soil reaction****2.5.1 Type of soil at pH 10**

- Brackish soil/Alkaline (Base) soils ✓ (1)

**2.5.2 pH value at which most nutrients are available to plants**

- 6 ✓ (1)

**2.5.3 Influence of low pH and high pH on the availability of plant nutrients**

- In slightly acidic soils, nutrients are more available for plant use ✓
- In slightly alkaline soils, nutrients are less available ✓
- In very high or very low pH very little nutrients are available ✓ (Any 2) (2)

**2.5.4 Substance a farmer adds when the soil has high pH**

- Gypsum/Calcium sulphate ( $\text{CaSO}_4$ ) ✓ (1)

**2.5.5 Substance a farmer adds when the soil pH is low**

- Agricultural lime/Calcium carbonate ( $\text{CaCO}_3$ ) ✓
- Dolomitic lime ✓
- Calcitic lime ✓ (Any 1) (1)

**2.6 Daily feed intake**

- Daily feed intake = animal mass x 2,3%  
= 650 kg x 2,3% ✓  
= 14,95 kg  
= 15 kg ✓

OR 650 kg x 0,023  
OR 650 kg x (2,3÷100)

(2)

**2.7 Consequences of cultivating an uncovered, fine seedbed**

- The production ability decreases ✓  
because:
    - Soil temperatures are much higher ✓
    - Wind erosion can take place ✓
    - Water erosion can take place ✓
    - Reduce water infiltration ✓
    - Soil water less available ✓
    - Soil carbon is lost to the atmosphere as CO<sub>2</sub> ✓
- (Any 2) (3)

**2.8 Distinguish between subsistence farming and commercial farming**

	<b>SUBSISTENCE FARMING</b>	<b>COMMERCIAL FARMING</b>
Risk	High / Low ✓	Low / High ✓
Capital investment	Small / Low ✓	Large / High ✓
Management skill	Small / Low ✓	Large / High ✓

(6)

**2.9 Farming technique****2.9.1 Identification of farming technique**

- Precision farming ✓
- (1)

**2.9.2 Precision-farming devices in the scenario**

- GPS device ✓
  - VRT device ✓
- (Any 1) (1)

**2.9.3 FOUR advantages of precision farming**

- Compare yield information from different areas after harvesting ✓
  - Identify poor spots in field ✓
  - Prevent wastage of inputs ✓
  - Differential fertilisation/irrigation ✓
  - Monitoring of production while crops are being harvested ✓
  - Lower input costs / Higher profit ✓
- (Any 4) (4)

**2.9.4 Other precision farming devices not in scenario**

- GIS maps ✓
  - Yield monitors ✓
  - Drone ✓
  - Computerized equipment/programs ✓
  - Multi-spectrum cameras ✓
- (Any 2) (2)

**2.10 Agritourism****2.10.1 The production enterprise from scenario**

- Agritourism ✓

**(1)****2.10.2 Obtain information**

- Orally ✓
- Questionnaire ✓
- Rating on electronic media (Facebook; cell phone) ✓
- Comment/complain book/box ✓

**(Any 2)****(2)****[50]**

**QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING, PRICE DETERMINATION AND THE MANAGEMENT PROCESS****3.1 Advantages of good planning**

- Planning focus on aims and objectives ✓
  - Efficiency increases ✓
  - Change is quickly observed ✓
  - Guarantee smoothly running of the farm ✓
  - Necessary norms and standards are established and maintained ✓
  - Farmer's insight improved ✓
  - Tasks on the farm can be coordinated ✓
  - Becomes easier to identify and delegate group tasks ✓
- (Any 3) (3)

**3.2 Human relationship skills of an entrepreneur**

- Negotiation skills ✓
  - Communication skills ✓
  - Interpersonal skills ✓
  - Maintains good human relations ✓
  - Good leadership ✓
  - Good management skills ✓
- (Any 2) (2)

**3.3 Business plan****3.3.1 Components of the business plan that must be altered**

- Product description ✓
  - Market analysis ✓
  - Financial plan ✓
  - Operational plan / Management plan ✓
  - SWOT-analysis ✓
  - Risk-analysis ✓
  - Infrastructure analysis ✓
  - Appendixes / Addendums ✓
- (Any 4) (4)

**3.3.2 Discuss factors to consider when starting the new enterprise**

- The ease of incorporating the new enterprise into the existing enterprise ✓
  - The profit margin of the new product ✓
  - The availability of resources ✓
  - The management skills of the farmer ✓
  - The marketing possibilities of the new product ✓
  - The training of workers ✓
  - The risks starting a business ✓
- (Any 3) (3)

**3.4 Marketing****3.4.1 Marketing chain**

- Marketing chain/Agri-business chain ✓
- (1)



**3.4.2 TWO factors that may hamper the marketing of the product at stage D**

- Spoilage ✓
- Perishability ✓
- Lack of storage facilities ✓
- Inadequate transport methods ✓
- Accidents ✓
- Theft ✓
- Price ✓

(Any 2) (2)

**3.4.3 TWO actions to improve the marketing chain**

- Improving access to market information ✓
- Improving road infrastructure ✓
- Providing storage facilities to prevent oversupply ✓
- Provision of access to finance ✓
- Use of refrigerated transport to prevent spoilage ✓

(Any 2) (2)

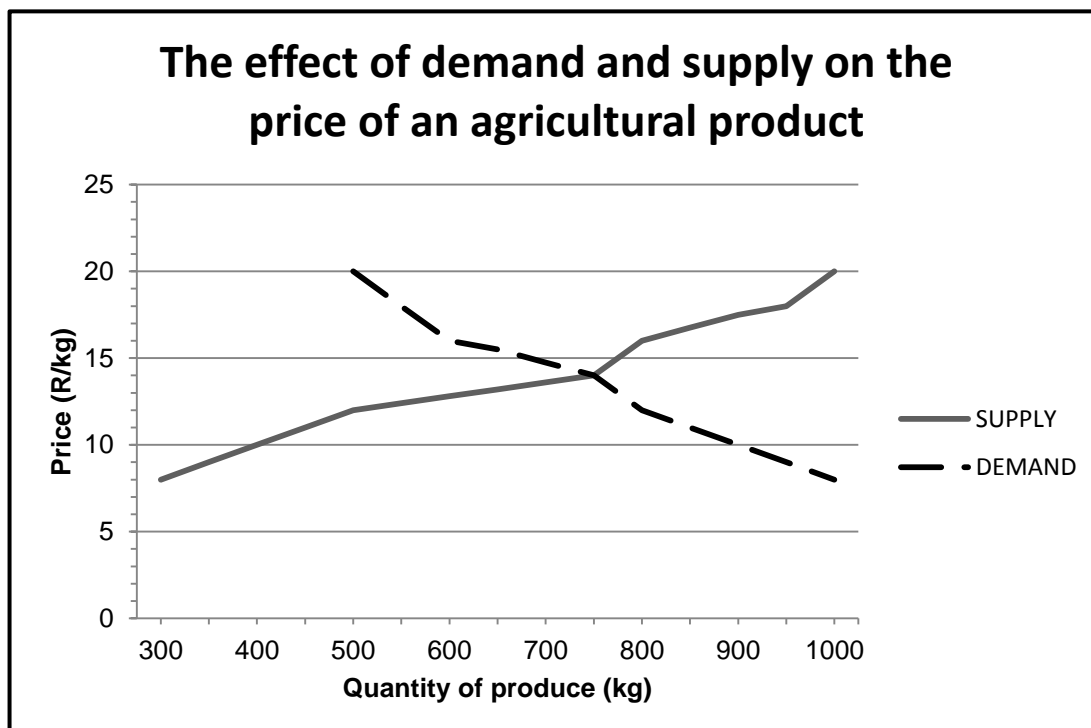
**3.5 FOUR marketing functions**

- Transport ✓
- Storage ✓
- Packaging ✓
- Preservation and food safety ✓
- Marketing information ✓
- Processing ✓
- Financing and risk taking ✓
- Selling ✓
- Standardization and grading ✓

(Any 4) (4)

## 3.6 Produce supply and demand

## 3.6.1 Supply and demand for an agricultural product

**Marking rubric**

- Correct heading ✓
  - X-axis (Quantity kg), Y-axis (Price R/kg) – labelled and correct calibration ✓
  - DEMAND accuracy starting point ✓ following of values end of graph ✓
  - SUPPLY accuracy starting point ✓ following of values end of graph ✓
- (6)

## 3.6.2 Equilibrium price for the product

- R14,00 ✓
- (1)

**3.6.3 Deduction on availability and price of product**

- Demand doubles at price R18,00:  
 $\text{Demand} = \text{previous demand} \times 2$   
 $= 550 \times 2$   
 $= 1\,100 \text{ kg} \checkmark$
- Supply increases by 20% at price R18,00:
- Supply increase:  
 $\text{Increase} = \% \times \text{number}$   
 $= 20/100 \times 950 \text{ kg} \text{ OR } 20\% \times 950 \text{ kg} \text{ OR } 0,2 \times 950 \text{ kg}$   
 $= 190 \text{ kg} \checkmark$

Supply at R 18,00 + 20% increase:

Total supply =  $950 \text{ kg} + 190 \text{ kg}$   
 $= 1\,140 \text{ kg} \checkmark$

**OR**

- Supply at R18,00 + 20% increase:  
 $\text{Total} = \% \times \text{amount} + \text{number}$   
 $= (20/100 \times 950 \text{ kg}) \checkmark + 950 \text{ kg} = 1\,140 \text{ kg} \checkmark \text{ OR}$   
 $= (20\% \times 950 \text{ kg}) \checkmark + 950 \text{ kg} = 1\,140 \text{ kg} \checkmark \text{ OR}$   
 $= (0,2 \times 950 \text{ kg}) \checkmark + 950 \text{ kg} = 190 \text{ kg} + 950 \text{ kg} = 1\,140 \text{ kg} \checkmark$   
(Any 1 x 2)

**Availability**

- There will be a small over-supply of the product  $\checkmark$
- Supply outstrips demand  $\checkmark$  (Any 1)

○ **Price**

- The price will decrease slightly  $\checkmark$  (5)

**3.7 Marketing system****3.7.1 The marketing system shown in the diagram**

- Free-marketing system  $\checkmark$  (1)

**3.7.2 Comparison of the free marketing system to cooperative marketing**

- Free-market system – less price stability  $\checkmark$
- Co-operative marketing – more stable prices  $\checkmark$  (2)

**3.7.3 Influence of the Consumer Protection Act (Act 68 of 2008)**

- It promotes a fair, accessible, and sustainable marketplace  $\checkmark$
- for consumer products and services  $\checkmark$  (2)

**3.8 Farm management****3.8.1 Definition of farm management**

- The effective combination/coordination of resources ✓ to achieve a specific goal/maximise profit ✓ (2)

**3.8.2 Steps to achieve effective control of workers**

- Setting standards ✓
- Measuring achievements ✓
- Evaluating achievements ✓
- Corrective measures ✓ (Any 2) (2)

**3.9 Employment contract****3.9.1 Basic conditions of Employment Act (Act 75 of 1997)**

- Working hours ✓
- Conditions for termination of service ✓
- Wages/salaries ✓ (Any 1) (1)

**3.9.2 Labour Relations Act (Act 66 of 1995)**

- Promotes the peace and democracy in the workplace ✓
- Promotes economic development and social justice ✓
- Affiliation to trade unions and right to strike ✓ (Any 1) (1)

**3.9.3 Skills Development Act (Act 97 of 1998)**

- Intended to develop the skills of the workforce ✓
- Thereby developing work prospects and quality of life ✓ (Any 1) (1)

**3.9.4 Extension of Security of Tenure Act (Act 62 of 1997)**

- Provides for legal process through which a landowner can issue an eviction order against an employee ✓
- The farmer can be prosecuted if the employee has been illegally evicted from the farm ✓
- Security of resident farm workers ✓ (Any 1) (1)

**3.10 Motivation through communication**

- Communicate the aims and objectives to the workers and make sure that they understand them ✓
- Communicate the qualitative and quantitative standards of work expected ✓
- Communicate goals and objectives by setting a personal example with regards to behaviour and training ✓
- Communicate that the workers are fully responsible for their actions ✓ (Any 2) (2)

**3.11 Main purpose of farm product advertising**

- Inform people about new products ✓
- Persuade people to buy the product ✓
- Inform people about special offers ✓ (Any 2) (2)

**[50]**

**QUESTION 4: FINANCIAL PLANNING, RECORDING, HARVESTING, VALUE ADDING, AND PACKAGING****4.1 Type of budget****4.1.1 Add processing unit**

- Capital budget ✓
- Extension budget ✓
- Development budget ✓

(Any 1) (1)

**4.1.2 Seasonal workers**

- Labour budget ✓

(1)

**4.1.3 Flow of money**

- Cash flow/Cash budget ✓

(1)

**4.1.4 Combined processing units**

- Whole farm budget ✓

(1)

**4.2 THREE main features of a cash-flow budget**

- Indicate the flow of money in and out of an account ✓
- Income and expenses are recorded in the actual month in which they occur, as opposed to the different activities ✓
- The time slot in which cash is received or issued will affect the bank balance ✓
- It is usually set for a season or one year ✓

(Any 3) (3)

**4.3 Payslip farm worker****4.3.1 PAYSLIP - Permanently employed or a casual worker**

- Permanently employed ✓

**Reasons:**

- Date employed is 2015-08-01 ✓
- Pay period is a full month ✓
- Worker receives overtime ✓
- Worker gets a salary not a wage ✓

(Any 2) (3)

**4.3.2 PAYSLIP - Benefits from the deduction of UIF**

- In the event of losing his/her salary ✓ the farm worker can claim from the UIF-fund of the government ✓

(2)

**4.3.3 PAYSLIP - Overtime earned**

- Overtime = hours worked x rate/hour x double time for public holiday  
= (8 hours x R61,08/hour) ✓ x 2 ✓ = R977,28 ✓

**OR** 16 hours ✓ x R61,08/hour ✓ = R977,28 ✓

**OR** R122,16 ✓ x 8 ✓ = R977,28 ✓

**OR** R61,08 x 2 ✓ = R122,16 ✓      R122,16 x 8 = R977,28 ✓

**OR** R61,08 x 8 = R488,64 ✓      R488,64 x 2 ✓ = R977,28 ✓ (3)

**4.3.4 PAYSLIP - Gross earnings**

- Gross earnings = Basic salary + Overtime  
= R10 750,00 ✓ + R 977,28 ✓ (CA)  
= R11 727,28 ✓

(3)

**4.4 Record keeping**

	<b>HANDWRITTEN NOTES</b>	<b>COMPUTER</b>
Amount of data	small / less ✓	large / more ✓
Precision farming	not possible / difficult ✓	possible / easy ✓
Access to information	difficult / slow ✓	easy / fast ✓

(6)

**4.5 THREE disadvantages of mechanical harvesting**

- Expensive ✓
- Specialised ✓
- Requires maintenance ✓
- Capital intensive ✓
- Job losses ✓
- Skilled labourers needed ✓
- Selective harvesting not possible ✓
- May cause damage to produce ✓

(Any 3) (3)

**4.6 Labelling of processed agricultural product****4.6.1 THREE aspects that proves product adheres to the labelling law.**

- The brand name ✓
- Description of content ✓
- Serving suggestions ✓
- Name and street address of manufacturer ✓
- List of ingredients ✓
- Best before date ✓

(Any 3) (3)

**4.6.2 ONE aspect not on the label**

- Nutritional information ✓
- Amount of the product ✓
- Warning for allergies ✓
- Preservatives used ✓
- Date expire / Date manufacture ✓

(Any 1) (1)

**4.6.3 Meaning of the BEST BEFORE END date**

- The flavour and texture of the food might not be good after this date ✓
- The BEST BEFORE END date is about quality and not safety ✓
- The food will be safe to eat after this date but may not be at its best ✓

(Any 2) (2)

**4.6.4 Profitable to add a society's logo to the label of a product**

- People belonging to these societies or approving of these societies believes will have confidence in the product and buy ✓ it without hesitation, thus increased sales, and increased profit ✓
- It is a good marketing ✓ strategy and will therefore increase sales and thus increase profit ✓

(Any 1 x 2) (2)

**4.7 Packaging material****4.7.1 TWO containers that will be difficult to decompose**

- Plastic punnet ✓
- Woven nylon bag ✓

(2)

**4.7.2 Describe to decrease the negative environmental impact of packaging materials**

- Replace plastic with carton ✓
- Consumer brings own packaging ✓
- Use packaging that is made from recycled material ✓
- Print instruction about the correct disposal/reuse of the packing material on the packaging ✓

(Any 3) (3)

**4.8 Differences between pasteurisation and sterilisation**

	<b>PASTEURISATION</b>	<b>STERILISATION</b>
Elimination of microbes	Partial / Less ✓	Total / More ✓
Impact on nutritional qualities	Low ✓	High ✓
Storage	Low temperature (refrigeration) ✓ Less suitable on the long term ✓	Room temperature (pantry) ✓ More suitable on the long term ✓

(6)

**4.9 Purpose of drying food**

- Is to lower their moisture content ✓ to a particular level
- that will inhibit the growth of micro-organisms ✓
- To extend shelf life ✓

(Any 2) (2)

4.10 **TWO other advantages of blanching**

- Helps to stabilise the colour, flavour and texture ✓
- It softens vegetables and makes them
  - quicker to cook ✓
  - easier to pack ✓
- To extend shelf life ✓

(Any 2)

(2)

**[50]**

<b>TOTAL SECTION B:</b>	<b>150</b>
<b>GRAND TOTAL:</b>	<b>200</b>