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Basic Education
REPUBLIC OF SOUTH AFRICA

NATIONAL SENIOR CERTIFICATE

GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

NOVEMBER 2023

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 13 pages.



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

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

(10 x 2) (20)

1.2 Matching items

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

(10 x 2) (20)

1.3 Agricultural terms

- 1.3.1 Granular / Crumb ✓
- 1.3.2 Contour / Contour lines ✓
- 1.3.3 Organic / Biological / Regenerative ✓
- 1.3.4 Filtration ✓
- 1.3.5 Electronic devices / Data capturing devices ✓

(5 x 1) (5)

1.4 Underlined words

- 1.4.1 Smaller / Lower / Less ✓
- 1.4.2 Advertising / Advertisement / Promotion ✓
- 1.4.3 Transportation / Transport ✓
- 1.4.4 Deposit slip / Deposit book ✓
- 1.4.5 Overhead costs ✓

(5 x 1) (5)

TOTAL SECTION A: 50

SECTION B**QUESTION 2: PHYSICAL FARM PLANNING****2.1 State the functions of soil**

- Provides plant nutrients / minerals / raw materials ✓
- Stores and provides water to plants ✓
- Allows the movement of air ✓
- Allows water infiltration ✓
- Acts as a medium for plants growth ✓
- Provides shelter / habitat for organisms ✓
- Plays a role in carbon sequestration ✓
- Plays an important role in climate regulation ✓
- Provision of space ✓
- Anchors / support the plant ✓

(Any 4) (4)

2.2 Southern slope and the Northern slope**2.2.1 Explain temperature of the soil**

- Southern slope is cooler than the Northern slope ✓
because it is less directly exposed to sunlight ✓

OR

- Northern slope is warmer than the Southern slope ✓
because it is more directly exposed to sunlight ✓

(Any 1 x 2) (2)

2.2.2 Explain organisms in the soil (soil fauna)

- Southern slope has less microbial activity ✓
because organisms are less active under cooler conditions ✓

OR

- Northern slope has more microbial activity ✓
because these organisms are more active under warmer conditions ✓

(2)

2.3 Distinguish between soil texture classes

CHARACTERISTICS	SAND	CLAY
Water holding capacity	low / less ✓	high / more ✓
Soil fertility	low / less ✓	high / more ✓

(4)

2.4 Discuss the importance of soil surveys to farmers

- Soil types are identified ✓ so that production capacity can be determined ✓
- Till ability of soils is identified ✓ and classified ✓
- Determine purpose and type ✓ as high production soils, marginal soils, low production soils ✓
- Protects against degradation ✓ such as erosion, overgrazing and brackishness ✓
- Prevent silting of dams ✓ due to erosion ✓
- Assist engineers in the development of the area ✓ or buildings and structures on the farm ✓
- Developing soil maps ✓ with information provided by the soil survey ✓

(Any 2 x 2) (4)

2.5 Grazing system**2.5.1 Distinguish between grazing system****(a) FARM A – Continuous grazing**

- Livestock is allowed to have unrestricted, uninterrupted access to a whole area ✓ throughout the entire grazing season ✓

(2)

(b) FARM B – Rotational grazing

- The movement of livestock to different camps ✓ in regular sequence ✓

(2)

2.5.2 State the disadvantages of the grazing system used on FARM B

- More fencing required ✓
- More water provision points needed ✓
- More labour is needed ✓
- High management skills are needed ✓
- Costs will increase ✓

(Any 2) (2)

2.5.3 Describe the advantages of resting a camp

- Maximise the continuous production of high-quality feed ✓
- Prevent degradation of grazing ✓
- Pastures more resistant to periods of drought due to extensive root development ✓
- Dry matter (DM) production increases ✓
- Seeding increases and time is given for development ✓
- Extended grazing periods after resting period ✓
- Control of parasites ✓
- Succession of plants benefited ✓

(Any 3) (3)

2.6 Labour Laws

2.6.1 B ✓ (1)

2.6.2 D ✓ (1)

2.6.3 A ✓ (1)

2.6.4 C ✓ (1)

2.7 Farming scenario's**2.7.1 Identify farming systems****(a) FARMER A**

- Commercial farmer ✓ (1)

(b) FARMER B

- Subsistence farmer ✓ (1)

2.7.2 Describe intensity or level of land use by FARMER A

- Intensive use of the land ✓
- Many animals per ha ✓
- Animals are fed by the farmer ✓
- Animals do not have to look for their own food ✓ (Any 2) (2)

2.7.3 Deduce FARMER A's leather industry

- NOT a niche market ✓ (1)

Reasons:

- Is large scale production (15 473 hides) ✓
- Farmer has an industry that produce the goods, it is not small scale ✓
- Farmer produces items in general, it is not exclusive/specialised for specific needs ✓ (Any 2) (2)

2.7.4 Comment on FARMER B difficulty to sell excess

- Far from market, transport costs are high ✓
- Market might be small, less buyers ✓
- Over-supply at the market ✓
- Farmer B must work through a market agent ✓ that needs to be paid
- Excess produce not of good quality ✓
- Produce takes long to reach market, quality deteriorates ✓
- Packaging may not be up to standard ✓
- Very difficult to compete with commercial farmers / with regard to quality and quantity ✓ (Any 3) (3)

2.8 Describe importance of precision farming

- Increase efficiency in the use of resources ✓
- Increase or maintain outputs with reduced inputs ✓
- Can manage smaller units more efficiently ✓
- Conservation of the environment ✓
- Makes the farm more viable by reducing input costs ✓

(Any 3) (3)

2.9 Agritourism**2.9.1 Name activities on the farm**

- Picking/harvesting fruit ✓
- Horseback rides ✓
- Milking cows ✓

(3)

2.9.2 Identify missing information

- Name of the farm ✓
- Contact details / e-mail address / cell phone number ✓
- Electronic media (Facebook page / Instagram) ✓
- Address of farm / location ✓
- Description of possible activities ✓

(Any 2) (2)

2.9.3 Indicate how to improve advert

- Use colour ✓
- Use drawings done in the same style ✓
- Use photographs not drawings ✓
- Increase the size / formatting of the lettering in the heading ✓
- Add more information ✓

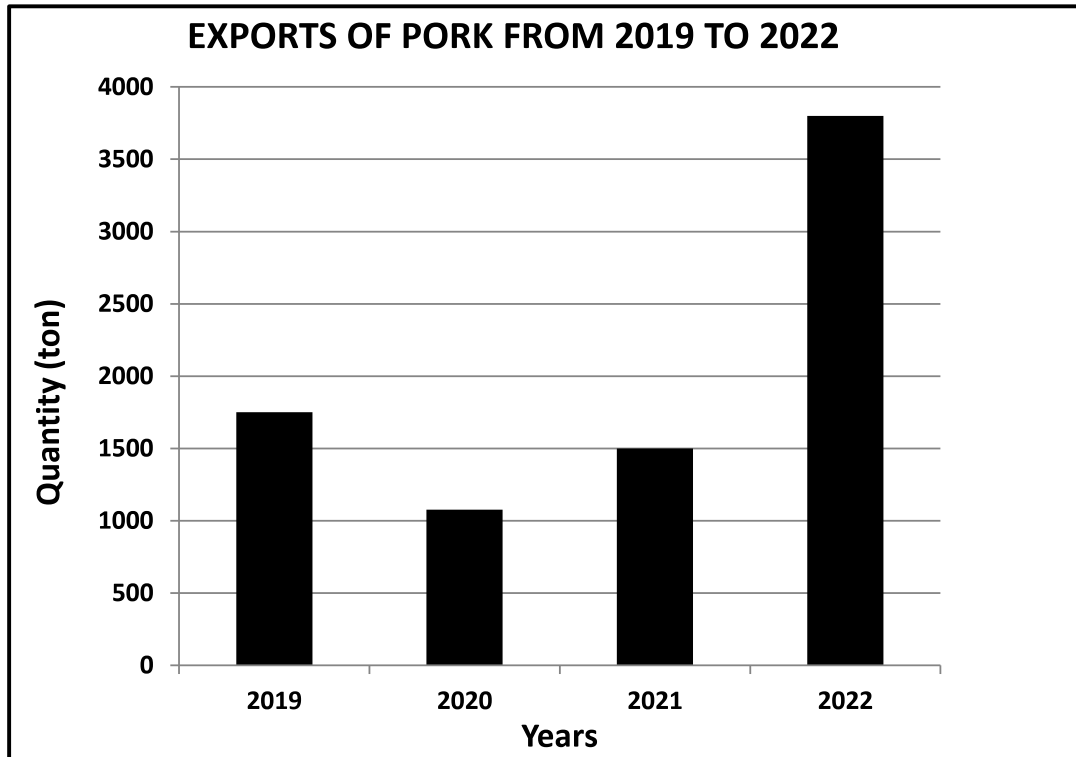
(Any 3) (3)

[50]

QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING, PRICE DETERMINATION AND THE MANAGEMENT PROCESS

3.1 Bar graph on prices

3.1.1 Draw a bar graph of pork



Rubric:

- Title of the graph (pork) ✓
- Labelling and calibration of x-axis and y-axis with units ✓
- Any two correct bars ✓ (2x1 = 2 ✓✓)
- Correct type of graph ✓

(5)

3.1.2 Give a reason for decline in 2020

- COVID-19 / outbreak of an animal disease ✓ that lock the borders for export ✓

(2)

3.2 Name and describe factors for a product marketing strategy

- Quality of produce ✓
product must meet the quality requirements of consumer ✓
- Demand ✓
the farmer must be able to identify changes in demand ✓
- Price of the product ✓
the farmer must be able to compare/read tendencies of prices ✓
- Promotion of the product ✓
value must be added to make it enough to be purchased ✓
- Place ✓
the location must be convenient for consumers to access ✓

(Any 2 factors + description) (4)

3.3 Entrepreneurship**3.3.1 Identify type and motivate of agricultural sector**

- Tertiary agricultural sector ✓

(1)

Motivation:

- The scenario provides goods and services needed by the primary and secondary agricultural sector ✓

(1)

3.3.2 Give the importance of the tertiary sector

- Economic growth/additional income ✓
- Provides with job opportunities ✓
- Leads to establishment of businesses ✓
- Give advice to farmers ✓
- Promotes the development of new and innovative goods and services ✓
- Provide services to the farmer ✓

(Any 3) (3)

3.4 Choose principle of management

3.4.1 Organisation ✓

(1)

3.4.2 Control ✓

(1)

3.4.3 Motivation ✓

(1)

3.5 Break-even point**3.5.1 State sales lower than break-even point**

- The farm is making a loss ✓

(1)

3.5.2 State sales higher than break-even point

- The farm is making a profit ✓

(1)

3.6 Marketing**3.6.1 (a) Farm A**

Cost per chicken = Feed + Vaccination + Electricity + Labour
 = R20 + R5 + R5 + R20 ✓
 = R50/chicken ✓

(2)

(b) Farm B

Cost per chicken
 = Feed + Vaccination + Electricity + Labour + Processing + Transport
 = R20 + R5 + R8 + R15 + R5 + R10 ✓
 = R63/chicken ✓

(2)

3.6.2 State possible methods of determine price

- Market orientated pricing ✓
- Break-even point ✓
- Cost plus profit margin / Production cost and adding a mark-up percentage ✓
- Supply and demand ✓

(Any 3) (3)

3.6.3 Identify TWO Marketing functions in B from scenario

- Processing ✓
- Transportation / Transport ✓
- Sales ✓

(Any 2) (2)

3.7 State ways of assistance of producer organisations

- Negotiation with banks on terms of credit on behalf of farmers ✓
- Organise inputs and negotiate discounts on behalf of farmers ✓
- Organise markets for farmers ✓
- Provide technical / scientific advice to farmers ✓
- Give market information ✓
- Advertise and promote agricultural products ✓

(Any 3) (3)

3.8 Choose roles and responsibilities of employees

MANAGER	SUPERVISOR	WORKER	WORKER
		CROP PRODUCTION	ANIMAL PRODUCTION
3.8.1 B ✓	3.8.2 A / C / E ✓ 3.8.3 A / C / E ✓	3.8.4 D / F ✓	3.8.5 C / D ✓ 3.8.6 C / D ✓

(6)

3.9 State the labour problems on farms

- Theft ✓
 - Damage of assets ✓
 - Labour unrest / strike / conflict ✓
 - Unreliability / irresponsible workers ✓
 - Late for work / Leave early ✓
 - Substance abuse ✓
 - High labour costs ✓
 - Lack of available / skilled / trained labour ✓
 - Migration of farm workers to the cities ✓
 - Absent without leave ✓
 - Performing a variety of tasks ✓
 - Absenteeism due to illness (HIV / AIDS / COVID etc.) ✓
- (Any 4) (4)

3.10 Describe the importance of market research

- Guide the farming enterprise in decision making ✓
 - Make sure the product meets the market demands ✓
 - To provides knowledge of:
 - what the competition offers ✓
 - current sales in the industry ✓
 - benchmarks (standard) in the industry ✓
 - reliable suppliers ✓
- (Any 2) (2)

3.11 State the disadvantages of enterprise specialisation

- Poor commodity prices ✓
 - Seasonal fluctuation and poor weather conditions determine the planting time and the harvest time ✓
 - Income limited to a specific time of year ✓
 - Higher marketing risks ✓
 - More susceptible to disease outbreaks ✓
- (Any 2) (2)

3.12 Formulate THREE questions to consider for suitable branch

- What natural resources (veld type / climate / water) are available? ✓
 - What markets are available? ✓
 - Who is the competition in this market? ✓
 - What production resources are available? ✓
 - What is the available capital / input costs/initial costs? ✓
 - What labour is available and what is their level of skills? ✓
 - What is the knowledge / skills of enterprise is available? ✓
 - What are the farmers' preferences? ✓
 - Which support services / infrastructure / extension services are available? ✓
 - Is synchronisation between branches possible? Is there conflicting interests? ✓
- (Any 3) (3)

[50]

QUESTION 4: FINANCIAL PLANNING, RECORDING, HARVESTING, VALUE ADDING, AND PACKAGING**4.1 Name aspects to consider when compiling a budget for crop production**

- Area to be planted ✓
- Labour costs ✓
- Costs of inputs for production process ✓
- Output/Price ✓
- Harvesting costs ✓
- Marketing cost ✓

(Any 4) (4)

4.2 Budgets**4.2.1 Choose characteristics of a whole farm budget**

- D ✓
- F ✓

(2)

4.2.2 Choose characteristics of an branch budget

- C ✓
- G ✓

(2)

4.3 Differentiate between**4.3.1 Invoice**

- Show all the different services or commodities, amount and value ✓
that was bought and the farmer still has to pay ✓

(2)

4.3.2 Income Statement

- Record of income and expenditure ✓
for a given time period ✓
and the resulting profit or loss on a farm ✓

(Any 2) (2)

4.4 Complete the Balance sheet

- (a) Land and buildings – R1 150 000 ✓
- (b) Second-hand tractor – R50 000 ✓
- (c) Debtors – R13 000 / Cash – R2 000 ✓
- (d) Cash – R2 000 / Debtors – R13 000 ✓
- (e) Creditors – R10 000 ✓
- (f) R1 295 000 / R1 260 000 ✓

(6)

4.5 Record keeping**4.5.1 State the importance of keeping accurate records**

- Used in strategic decision making ✓
- Used for planning ✓
- Used in determining profitability of the enterprise ✓
- Create a database on farm's activities / records ✓
- Help the farmer in improving the efficiency of the farm's operations ✓

(Any 4) (4)

4.5.2 Identify the main challenges leading to poor record keeping in farming

- Lack of knowledge / Literacy levels ✓
- Not enough time / Time consuming ✓
- Too much work / Work load too high ✓
- Not based on facts but guessing / Poor realisation of the need to keep records ✓
- Inadequate management information system ✓

(Any 3) (3)

4.5.3 Name an information management system

- Agricultural management software/computer program ✓
- Hand written records ✓

(Any 1) (1)

4.6. Matching source documents

4.6.1 Invoice ✓ (1)

4.6.2 Pay slip ✓ (1)

4.6.3 Receipt ✓ (1)

4.6.4 Bank statement ✓ (1)

4.7 State factors used to determine the quality of fresh produce at harvesting

- Appearance ✓
- Texture ✓
- Flavour ✓
- Damage ✓
- Product specific content (nutritive value, sugar, protein, starch, acid content, moisture) ✓

(Any 4) (4)

4.8 Recommend guidelines to consider when constructing a storage facility

- Type of product stored ✓
- The structure must be easy to clean and sanitise ✓
- Floors and roofs must be water proof ✓
- Avoid wood materials ✓
- Use strong building materials ✓
- Adhere to legislation on building regulations ✓
- Adhere to legislation regarding to cleaning and hygiene ✓
- Include insulation material in the roof and walls ✓
- Avoid materials with rough surfaces ✓
- Non-combustible or heat resistant material must be used for building ✓
- Placement of the facility ✓
- Security in and around the facility ✓
- Prevent access to pests / rodents ✓

(Any 4) (4)

4.9 Value adding**4.9.1 State advantages in drying**

- Extends the shelf life of the product ✓
- Increases the potential and value for a product ✓
- Less weight thus easier to transport to the market ✓
- Protect against organisms that cause product decay ✓
- Easier to package and store ✓

(Any 3) (3)

4.9.2 Justify statement: “Processing is valuable to job creation”

- Need for more workers / hiring more workers in processing ✓
this result in more job opportunities ✓

(2)

4.10 Packaging**4.10.1 Discuss benefits of using glass bottles / jars**

- It completely protects food ✓ against micro-organisms, pests, moisture, air and odours ✓
- Do not contain chemicals that migrate into food ✓ no contamination ✓
- Containers are rigid ✓ to allow stacking without damage ✓
- It is transparent ✓ to display the contents ✓
- It is re-usable ✓ saving on costs ✓

(Any 2 x 2) (4)

4.10.2 State the disadvantages of plastic

- Not environmentally friendly / not easily disposable / not easily biodegradable ✓
- Does not always protect from light ✓
- Not resistant to thermal damage ✓
- Not sturdy / difficult to stack ✓
- Can contaminate product when heated ✓

(Any 3) (3)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200