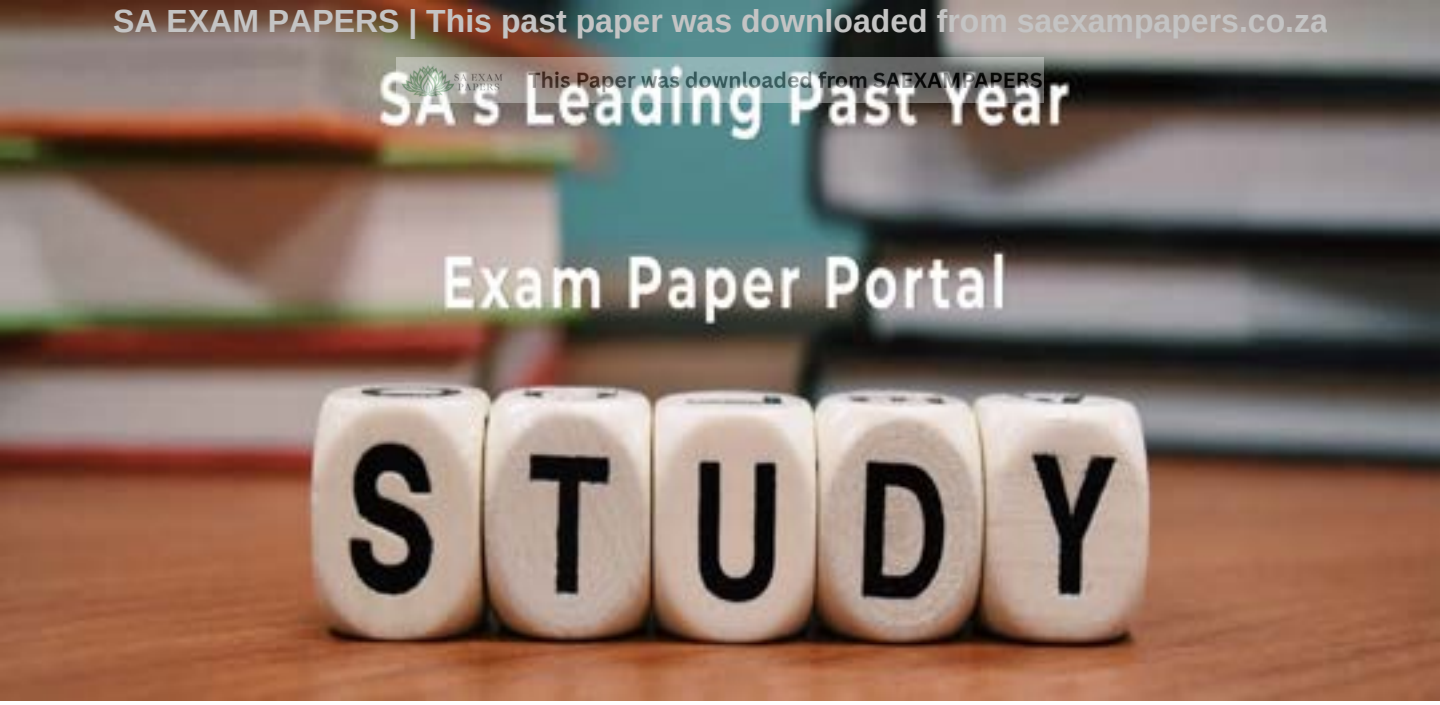


basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS/
NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

MAY/JUNE 2025

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 13 pages.

SECTION A

QUESTION 1

1.1 **Multiple choice**

1.1.1 B ✓✓

1.1.2 C ✓✓

1.1.3 B ✓✓

1.1.4 A ✓✓

1.1.5 B ✓✓

1.1.6 C ✓✓

1.1.7 D ✓✓

1.1.8 C ✓✓

1.1.9 C ✓✓

1.1.10 A ✓✓ (10 x 2) (20)

1.2 **Matching items**

1.2.1 B ✓✓

1.2.2 L ✓✓

1.2.3 A ✓✓

1.2.4 H ✓✓

1.2.5 D ✓✓

1.2.6 K ✓✓

1.2.7 G ✓✓

1.2.8 C ✓✓

1.2.9 J ✓✓

1.2.10 E ✓✓ (10 x 2) (20)

1.3 **Agricultural terms**

1.3.1 Fixed capital / Long term capital ✓

1.3.2 Extensive farming ✓

1.3.3 Control ✓

1.3.4 Substitute / Alternative product ✓

1.3.5 Partial budget ✓ (5 x 1) (5)

1.4 **Underlined words**

1.4.1 Soil structure ✓

1.4.2 Contract marketing ✓

1.4.3 Market research ✓

1.4.4 Balance Sheet ✓

1.4.5 Freezing ✓ (5 x 1) (5)

TOTAL SECTION A: 50

QUESTION 2: PHYSICAL FARM PLANNING

2.1 Functions of soil

2.1.1 State TWO ways in which animals benefit from the soil

- Animals eat plants that grow from the soil ✓
- Soil provides home / habitat for small / micro-organisms ✓
- Soil act as a natural filter, purifying water for animals ✓
- Soil's ecosystem is crucial for nutrient cycle, which is essential for the survival of all living organisms ✓ (2)

2.1.2 Explain ways in which the soil benefit from plants

- Plant roots hold soil together ✓ and prevents soil erosion ✓
- Plants add nutrients to the soil ✓ when it decomposes ✓ (Carbon sequestration – plants absorb carbon dioxide from atmosphere through photosynthesis – store in soil as organic matter)
- Plants provide food / habitat for soil organisms ✓ that aids in the decomposition of organic material ✓
- Plants reduce water loss from the soil surface ✓ through providing shade and cover ✓ (Any 1 x 2) (2)

2.1.3 Describe the difference between primary and secondary resources and ONE example for each

- Primary resources are natural resources ✓
- Examples include soil, water, vegetation, sunlight ✓
- Secondary resources are made by people from primary resources ✓
- Examples include all inputs such as machinery, fertilizers, electricity ✓

(Example must match the description) (4)

2.2 Veld/pasture management

2.2.1 Describe the term *pasture*

Pasture is an area of land that is covered with plants ✓ used by animals for grazing and browsing ✓ (2)

2.2.2 Identify poorly managed pasture and TWO reasons

- Pasture **A** ✓ (1)

Reasons:

- The pasture is overgrazed ✓
- Plant production capacity is low ✓
- Feed production is only 350 kg/month✓ (Any 2 reasons) (2)

2.2.3 Reasons why pasture B can be seen as well managed

- The pasture is rested ✓
- There is high feed production per month (1 200 kg) ✓
- Pasture B produces more feed compared to the other pastures✓ (Any 2) (2)

2.2.4 **Recommend management practices that will promote good pasture condition for pasture A**
- Good grazing systems / Rotational grazing ✓
- Long resting time / Withholding animals for a long period ✓
- Correct animal ratio / stocking rate ✓ (3)

2.2.5 **Best time to utilise pasture D with reasons**
- Starting of rainy season – spring to mid-summer ✓ (1)

Reason
- Grasses are more palatable in the growing stage ✓
- Young grasses are more palatable than older grasses ✓
- Minimizes the impact on future pasture growth ✓ (2)

2.3 **Topography/slope**

2.3.1 **Indicate the slope that will be warmest and a give a reason**
- The Northern slope will be warmest ✓ because it receives direct sun rays ✓ (2)

2.3.2 **Name the topographical factor**
- Orientation / Terrain / Slope ✓ (1)

2.3.3 **Describe the effect of the shadow zone on the southern slope**
- Makes the soil cooler ✓
- Makes the soil drying out slower ✓
- There is limited soil fauna / types of crops that can be cultivated ✓
- A lot of organic material collects on the soil surface ✓ (Any 3) (3)

2.4 **Capital**

2.4.1 **Identify long-term credit**
- Credit to buy land ✓ (1)

2.4.2 **Identify medium-term credit**
- Credit to buy livestock ✓ (1)

2.4.3 **Identify short-term credit**
- Credit to pay new labour ✓ (1)

2.5 **Soil potential**

2.5.1 **Explain statement: Soil potential is only a meaningful term if it relates to a specific crop**
- Soil may be not suitable for one crop, ✓
- but can be suitable for another crop or pasture ✓ (2)

2.5.2 **THREE steps in determining optimal use of soils**
- Collecting and classification of soil data (physical, chemical and biological) ✓
- Determine behaviour of soils ✓
- Evaluating soils for suitability ✓ (3)

2.6 **Soil colour**

2.6.1 **Indication of soil colours**
- Black – presence of organic matter / humus ✓ (1)

2.6.2
- Grey – waterlogged soil conditions / Poor drainage ✓
  – iron presence in anaerobic (lack of oxygen) soil conditions ✓ (Any 1) (1)

2.7 **Soil degradation**

2.7.1 **Identify the soil degradation displayed in the picture**
- Soil erosion ✓ (1)

2.7.2 **Name THREE farming practices that cause soil erosion**
- Overgrazing ✓
- Poor cultivation practices ✓
- Damage / loss of wetlands ✓
- Ploughing of marginal land ✓
- Uncovered soils / Deforestation ✓
- Poor irrigation practices ✓ (Any 3) (3)

2.7.3 **Give THREE measures used by the farmer to prevent soil erosion**
- Construct contour banks/ridges on crop fields ✓
- Allow vegetation in grazing fields to recover ✓
- Establish cover crops ✓
- Practise zero cultivation / no tilling ✓
- Contour cultivation/Cultivate across the slope ✓
- Planting of trees next to the field ✓
- Good irrigation practices ✓ (Any 3) (3)

2.7.4 **Deduce TWO adverse effects of soil erosion**
- Reduction of arable land ✓
- Loss of soil quality ✓
- Siltation of dams ✓ (Any 2) (2)

2.8 **Identify TWO farming systems**

- Commercial farming ✓
- Subsistence farming ✓ (2)

2.9 **Describe how an agritourism enterprise contributes to the overall value of the farming enterprise**

- Improvements in facilities and infrastructure ✓
- Increased revenue ✓
- Diversification reduces risks ✓
- Increase marketing value of the farm ✓
- Fostering a stronger connection between the farm and the local community ✓ (Any 2) (2)

[50]

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

3.1 Business plan

3.1.1 Describe the financial plan

- Should describe the financial aspects of the enterprise, such as:
  - Possible / Expected income and expenditure ✓
  - Expected profit / loss ✓
  - Cash flow budget ✓ (Any 2) (2)

3.1.2 Describe the marketing plan

- Should describe:
  - Target market ✓
  - Market research ✓
  - Marketing strategies ✓
  - Pricing strategies ✓
  - Type of marketing channel / Methods of selling ✓
  - Advertising / Promotion ✓ (Any 2) (2)

3.2 Production unit

3.2.1 Calculate income

- Income = Selling price x units sold per month
  = R275 ✓ x 300 ✓
  = R82 500 ✓ (3)

3.2.2 Calculate profit/loss

- Profit/Loss = Income – Expenditure
  = R82 500 (CA) – R85 000 ✓
  = –R2 500 ✓ (CA to 3.2.1) (2)

3.2.3 Suggestions to increase profit

(a) True ✓ (1)
(b) True ✓ (1)
(c) False ✓ (1)
(d) False ✓ (1)

3.3 **Scenario – Farmer's shop**

3.3.1 **SWOT-analysis**

(a) **Strengths**
- Farmer owns a farm that produces vegetables ✓
- Only shop in area that sells vegetables ✓ (2)

(b) **Weaknesses**
- Not enough money / capital ✓
- Workers with poor communication skills ✓
- Workers that argue with customers / clients ✓ (Any 1) (1)

(c) **Opportunities**
- Low cost advertisement in newspaper ✓ (1)

(d) **Threats**
- Shop in an area with high crime rate ✓
- Shop in area with high unemployment ✓ (Any 1) (1)

3.3.2 **Explain benefits of selling products from his farm in his shop**
- Shortening the supply chain ✓ means more profit ✓ for the farmer
- Farmer greatly reduces expenses ✓ in marketing and that means more profit ✓ for the farmer (Any 1 x 2) (2)

3.3.3 **Suggest ideas for solving arguing workers**
- Training in communication skills ✓
- Motivation through a reward system ✓
- Swopping workers between the farm and the shop ✓
- Finding new workers more suited for the job ✓ (Any 3) (3)

3.4 **Compare farm gate marketing with fresh produce marketing**

	Farm gate marketing	**Fresh produce marketing**
(a) Marketing costs	Have no / very low cost ✓	Have higher marketing costs / market agents' commission must be paid ✓ (2)
(b) Selling price	Produce sold at a lower price ✓	Produce sold at fluctuating price / Surplus – prices low / Shortage – prices high ✓ (2)

3.5 **Give the advantages of internet marketing**
- It can reach a global audience ✓
- It is very fast ✓
- The marketing costs are relatively low / cheap / free ✓
- Consumers buy 24 hours per day ✓
- Products can be delivered directly to consumers ✓
- Less capital intensive / does not need large investments ✓ (Any 4) (4)

3.6 **Choose an emblem for an advertisement and motivate choice**

- [A] - Basket ✓ gives a sense of wholesomeness ✓
- [B] - Shows nature ✓ therefore environmentally friendly ✓
- [C] - Special shape ✓ that makes it eye catching ✓ (Any 1 x 2) (2)

3.7 **Arrange steps in decision-making process**

- E; ✓ C; ✓ A; ✓ F; ✓ D; ✓ B ✓ (6)

3.8 **Name the advantages of coordination**

- It increases the efficiency of the enterprise ✓
- Duplication is eliminated ✓
- Resources are utilised optimally within the different operational tasks ✓
- Better cooperation between workers ✓
- Better unity within the workplace ✓
- Organisation in the workplace becomes easier and more functional ✓
- Better communication in the workplace ✓
- Successful management of production requirements ✓ (Any 4) (4)

3.9 **Labour motivation**

3.9.1 **Explain productivity**

- Productivity is the ratio ✓ of agricultural inputs to outputs ✓
- The greater the agricultural output for a given input ✓, the higher the productivity ✓ of a farm and vice versa
- Productivity is output divided by ✓ input ✓ (Any 1 x 2) (2)

3.9.2 **Describe sustainability**

- Fulfil the needs of current generations without compromising the needs of future generations ✓✓
- Ensuring a balance between economic growth or environmental conservation or social well-being ✓✓ (Any 1 x 2) (2)

3.9.3 **Name factors that influence motivation**

- Compensation ✓
- Workplace conditions ✓
- Living conditions ✓
- Job satisfaction ✓
- Personal goals✓
- Training ✓ (Any 3) (3)

[50]

QUESTION 4: FINANCIAL PLANNING, RECORDING, HARVESTING, VALUE ADDING, AND PACKAGING

4.1 **Steps in compiling a budget**

1. Define the type and design of the budget ✓
2. Define the production process ✓
3. Determine external factors like marketing quotas, interest rates etc
4. Compile an activity chart according to the required timeframes✓
5. Establish the prices of inputs and outputs ✓
6. Estimate production and yield per budgeting unit ✓
7. Calculate the fixed costs or the activities used for labour and mechanisation. ✓
8. Evaluate the profitability and/or the financial feasibility of the plan through the necessary calculations, norms and parameters ✓ (8)

4.2 **Income Statement**

INCOME			**EXPENDITURE**			✓
DATE	**ITEM**	**VALUE (R)**	**DATE**	**ITEM**	**VALUE (R)**	
25/01	Calves	20 000,00✓	4/1	Seed	5 000,00	✓
			10/1	Fuel	3 000,00	✓
			15/1	Fertiliser	4 000,00	✓
			31/1	Salary	4 000,00	✓
	TOTAL	20 000,00✓		**TOTAL**	16 000,00	✓

Rubric

- Headings of the columns ✓
- Each correct entry ✓ (1 x 5)
- Correct totals ✓✓ (8)

4.3 **Give the importance of Income Statement**

- Contain information to compare to the budget (tracks performance) ✓
- Can determine profit or loss for the period (measure profitability) ✓
- Assist the farmer in financial planning (informing decisions) ✓
- Better control on expenditure ✓
- Indicate the source of income ✓
- Indicate how the income is spent ✓
- Assist in tax recording – it provides key figures needed for submitting accurate tax returns ✓ (Any 3) (3)

4.4 **Type of record**

4.4.1 Climate records/Climatological records ✓ (1)

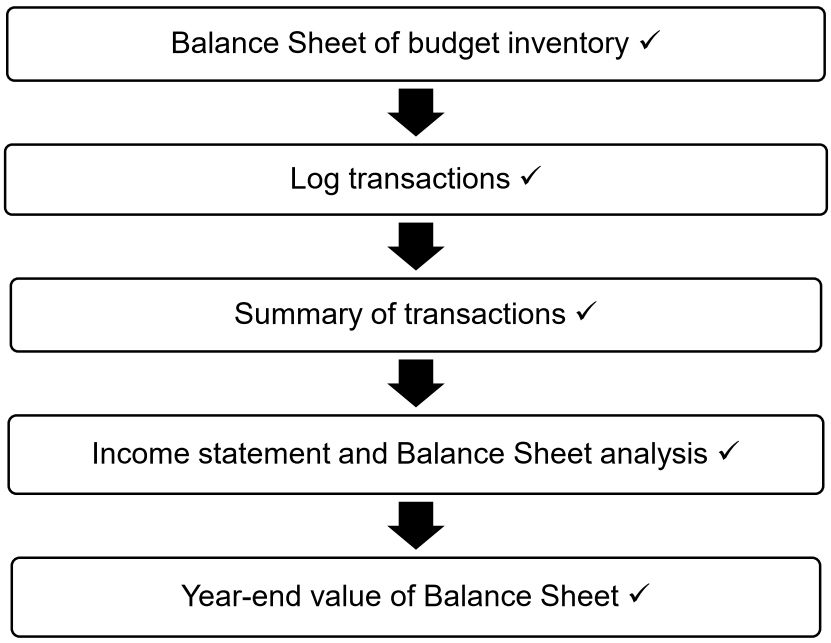
4.4.2 Grazing/Pasture records ✓ (1)

4.4.3 Labour records / Worker records / Workforce records ✓ (1)

4.4.4 Production records ✓ (1)

4.4.5 Marketing records ✓ (1)

4.5 **Flow chart diagram of steps in accounting system**



✓

Rubric

- Flow chart diagram ✓
- Each entry at correct place ✓(1 x 5) (6)

4.6 **Differentiate between hand harvesting and machine harvesting**

4.6.1 **Number of labourers**

- Many labourers needed for hand harvesting ✓
- Less labourers needed for machine harvesting ✓ (2)

4.6.2 **Timeframe needed**

- Hand harvesting labourers needed for a longer period ✓
- Machine harvesting labourers only needed for a short period of time ✓ (2)

4.6.3 **Cost in the long run**
Machine harvesting
- Initial high cost ✓
- but less spread over the years ✓

OR

- Lower capital cost ✓
- spread over the years ✓

Hand harvesting
- High cost ✓
- accumulated over the years ✓ (4)

4.7 **Name basic requirements for product storage structures and containers**
- Protect the product from fire / pests / rodents / weather conditions ✓
- Must allow aeration ✓
- Allow fumigation of the product ✓
- No loss of products due to moisture or temperature ✓
- Easy to inspect the product ✓
- Must be easy to clean ✓
- Must be economical ✓
- Easily get rid of water ✓
- Must not damage easily (durable) ✓
- Good security ✓ (Any 5) (5)

4.8 **Value adding**

4.8.1 **Identify agricultural concept**
Processing / Value adding ✓ (1)

4.8.2 **Indicate method of preservation**
- B / Salting ✓
- C / Drying/Dehydration ✓ (Any 1) (1)

4.8.3 **Explain necessity for process E**
- The product is cut/loose ✓ that makes it difficult to handle ✓
- Packaging will contain the product ✓ and minimize spoilage of cut product ✓ (Any 1 x 2) (2)

4.9 **Describe milling of an agricultural product**
- Breaking of the product in smaller pieces ✓
- To make the product more eatable/consumable ✓
- To make the product more receptive by the consumer ✓ (3)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200