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SENIOR CERTIFICATE EXAMINATIONS/ NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

MAY/JUNE 2025

MARKS: 200

TIME: 3 hours

This question paper consists of 15 pages.



INSTRUCTIONS AND INFORMATION

1. This question paper consists of TWO sections.
2. Answer ALL the questions in the ANSWER BOOK.
3. Read the questions carefully and answer ONLY what has been asked.
4. Number the answers correctly according to the numbering system used in this question paper.
5. You may use a non-programmable calculator.
6. Show ALL steps in the calculations.
7. Start EACH question on a NEW page.
8. Write neatly and legibly. ...



SECTION A**QUESTION 1**

1.1 Various options are provided as possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question numbers (1.1.1 to 1.1.10) in the ANSWER BOOK, e.g. 1.1.11 D.

1.1.1 A source of farm capital obtained by borrowing money from a financial institution:

- A Grant
- B Loan
- C Savings
- D Investment

1.1.2 The best time for a farmer to do repair and servicing of farm equipment and machinery is during ...

- A the peak harvesting season.
- B the rainfall seasons when most farmers are planting.
- C the off-seasons when the work volume on the farm is low.
- D public holidays when most workers are resting at home.

1.1.3 The following practice will improve the carrying capacity of natural pastures:

- A An increase in stocking rate over a long time
- B Rotational grazing
- C Uncontrolled veld fires
- D A system of kraaling the animals

1.1.4 ... is one of the roles of an entrepreneur in business development in the agricultural sector.

- A Limiting risks in food security
- B Disregarding ecological agriculture
- C Decreasing the diversity of products in the market
- D Establishing global market prices

1.1.5 Work on a farm that requires more intellectual ability is ...

- A cleaning an animal pen.
- B making decisions on planting time.
- C removing weeds from a vegetable garden.
- D cleaning the vehicles when returning from the market.



- 1.1.6 The market that focuses on specific clients for the marketing of a specialised product:
- A Wholesale market
 - B Retail market
 - C Niche market
 - D Fresh produce market
- 1.1.7 A farmer produces apples at a cost of R25,00 per bag. Determine the price per bag if the profit margin is 10%:
- A R2,50
 - B R22,73
 - C R22,50
 - D R27,50
- 1.1.8 According to regulations, vehicles and trailers transporting animals must ...
- A have slippery floors.
 - B not allow airflow in multi-level vehicles.
 - C have enough space where the animals are tightly packed.
 - D have sidewalls that are preferably lower than the height of the animals.
- 1.1.9 The Act that controls the alcohol manufacturing industry:
- A Price Control Act, 1964 (Act 25 of 1964)
 - B Standards Act, 1962 (Act 24 of 1962)
 - C Wine, Other Fermented Beverages and Spirits Act, 1957 (Act 25 of 1957)
 - D Marketing Act, 1968 (Act 59 of 1968)
- 1.1.10 An example of biodegradable organic packaging material:
- A Bamboo
 - B Plastic
 - C Metal
 - D Polystyrene
- (10 x 2) (20)



- 1.2 Choose a description from COLUMN B that matches a term/phrase in COLUMN A. Write only the letter (A–L) next to the question numbers (1.2.1 to 1.2.10) in the ANSWER BOOK, e.g. 1.2.11 M. Use each description in COLUMN B only ONCE.

COLUMN A		COLUMN B	
1.2.1	Carrying capacity	A	indicates the type and the level of nutrients in the soil
1.2.2	Mechanisation	B	determined by the type and volume of grass as well as edible shrubs
1.2.3	Chemical soil data	C	enables the producer to harvest large areas in a short time
1.2.4	Entrepreneurship	D	this outline briefly explains the farming enterprise, the production process, the target market and important financial information
1.2.5	Executive summary	E	easy access to data of a farming enterprise
1.2.6	Tertiary agriculture	F	financial source document compiled monthly by the farmer
1.2.7	Product organisation	G	an entity that supports the farmer through research for a specific production enterprise
1.2.8	Machine harvesting	H	the action of developing a farming enterprise, taking on financial risks with the aim of making a profit
1.2.9	Bank statement	I	outlines the vision and mission of the farming enterprise
1.2.10	Electronic information	J	financial source document received by the farmer monthly
		K	the rendering of services to the farmer
		L	the partial replacement of labour by capital investment which leads to a decrease in labourers

(10 x 2)

(20)

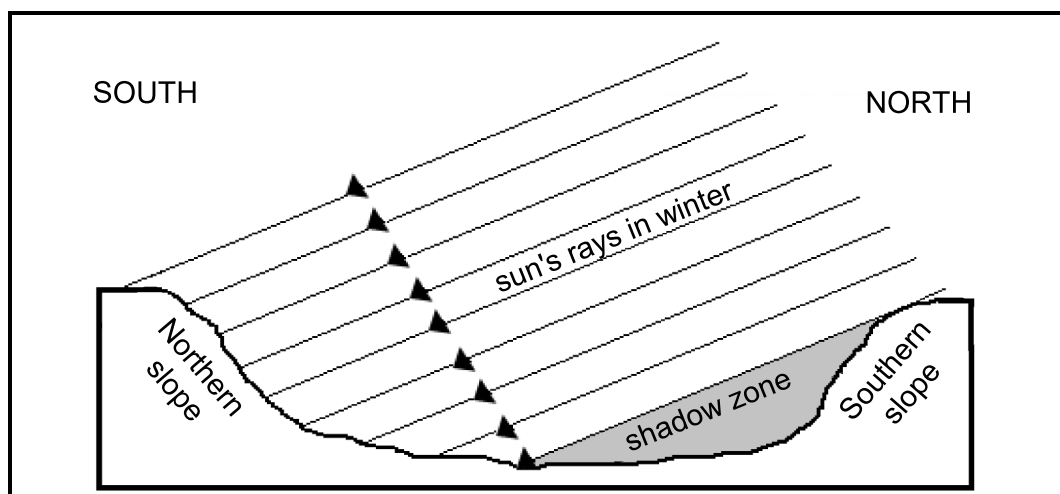


- 1.3 Give the CORRECT agricultural term for each of the following descriptions. Write only the term next to the question numbers (1.3.1 to 1.3.5) in the ANSWER BOOK, e.g. 1.3.6 Recording.
- 1.3.1 The type of capital that is normally expensive and is paid off over a twenty-year period
- 1.3.2 The livestock farming method that is practised on a large farm with minimum input costs
- 1.3.3 The management principle applied where the logbook of the tractor must be signed off before the driver may leave at the end of the working day
- 1.3.4 Competitive product in the market that also satisfies the needs of the consumer
- 1.3.5 Budget used to compare the financial aspects of two different crops to plant during the next season (5 x 1) (5)
- 1.4 Change the UNDERLINED WORD(S) to make the following statements CORRECT. Write the appropriate word(s) next to the question numbers (1.4.1 to 1.4.5) in the ANSWER BOOK, e.g. 1.4.6 Fixed capital.
- 1.4.1 Soil compaction is the arrangement of soil particles into units to give a distinctive pattern.
- 1.4.2 Free marketing is a marketing method where farmers supply products to large chain stores, based on a signed agreement.
- 1.4.3 The process to determine what the consumer really needs and wants to buy, is known as target market.
- 1.4.4 The Income Statement indicates the liquidity of a farm.
- 1.4.5 Pasteurisation is a process used to preserve an agricultural product by lowering the temperature below 0 °C. (5 x 1) (5)

TOTAL SECTION A: 50



- 2.3 Study the diagram on topography and slope below and answer the questions that follow.



- 2.3.1 Indicate the slope that will be the warmest in the diagram above. Give a reason for your answer. (2)
- 2.3.2 Name the topographical factor illustrated by the diagram above. (1)
- 2.3.3 Describe the effect of the shadow zone, as indicated in the diagram. (3)

- 2.4 A farmer wants to expand the livestock enterprise. The plan is to buy a neighbouring farm, 100 livestock and hire more labour which will cost an additional R8 000 per month. To succeed, the farmer needs to apply for extra financial assistance from a bank.

Use the information in this case study to identify ONE example for EACH of the following: (Do NOT use the values.)

- 2.4.1 Long-term credit (1)
- 2.4.2 Medium-term credit (1)
- 2.4.3 Short-term credit (1)

- 2.5 Soil production potential is an important aspect for any farmer.

- 2.5.1 Explain the following statement: (2)
- Soil potential is only a meaningful term if it relates to a specific crop.
- 2.5.2 Name THREE steps to determine optimal usage of soils for agricultural purposes. (3)

- 2.6 Soil colour is a useful indication of some properties of soil. Different soil colours exist because of certain soil conditions.

Indicate the cause of the following soil colours:

2.6.1 Black (1)

2.6.2 Grey (1)

- 2.7 The photograph below shows the consequences of poor soil management.



- 2.7.1 Identify the type of soil degradation displayed above. (1)
- 2.7.2 Name THREE possible farming practices that cause the soil degradation identified in QUESTION 2.7.1. (3)
- 2.7.3 State THREE measures that a farmer must use to prevent the soil degradation shown in the photograph. (3)
- 2.7.4 Deduce TWO possible adverse effects of the soil degradation shown in the photograph. (2)

- 2.8 The correct choice of a farming system is crucial, since the chosen system will affect the profitability and sustainability of the farm.

The following is a list of farming systems and farming methods used in the agricultural production process:

- Organic farming
- Subsistence farming
- Semi-intensive farming
- Commercial farming

Identify TWO farming systems in the list above. (2)

- 2.9 Describe how an agritourism enterprise can contribute to the overall value of the farming enterprise. (2)

[50]



**QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING.
PRICE DETERMINATION AND THE MANAGEMENT PROCESS****Start this question on a NEW page.**

3.1 Briefly describe the following aspects of a business plan:

3.1.1 The financial plan of the enterprise (2)

3.1.2 The marketing plan for the enterprise (2)

3.2 The table below shows data of a production unit on a farm.

DATA OF PRODUCTION UNIT	
Fixed cost per month	R35 000
Other costs per month	R5 000
Variable cost per unit	R150
Selling price per unit	R275
Units produced and sold per month	300

3.2.1 Calculate the income per month for the production unit. (3)

3.2.2 With a total cost of R85 000 per month, calculate the profit or loss of this production unit for the month. (2)

3.2.3 Below are FOUR recommendations for the farmer to increase farm profit. Indicate whether EACH of the following recommendations is TRUE or FALSE:

(a) Increase production and sell more units per month. (1)

(b) Reduce other costs. (1)

(c) Stop production and have no costs. (1)

(d) Decrease production and save on fixed costs. (1)



3.3

A farmer is the sole owner of a vegetable farm and a shop that sells the vegetables. This shop is the only fresh vegetable shop in the area. The farmer does not have enough money to run the shop effectively. The farmer's workers are constantly involved in arguments with customers and the shop is in an area where there are high levels of crime and unemployment. To help the farmer, the local newspaper agreed to put an advertisement in the newspaper at a reduced cost.

3.3.1 Develop a SWOT analysis for the farmer's business based on the above scenario under the following headings:

- (a) Strengths (2)
- (b) Weaknesses (1)
- (c) Opportunities (1)
- (d) Threats (1)

3.3.2 Explain why it is beneficial for the farmer to sell products from the farm in the farmer's own shop. (2)

3.3.3 Suggest ways in which the farmer can solve the problem of the workers arguing with customers. (3)

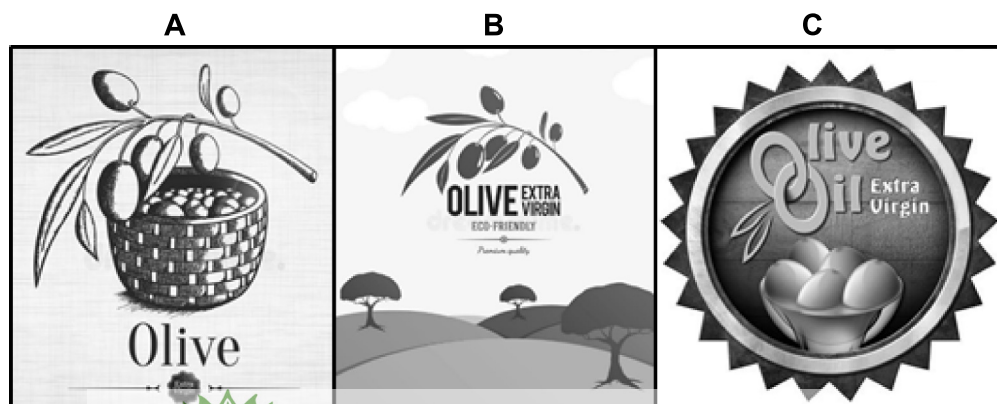
3.4 Compare *farm gate marketing* with *fresh produce marketing* under the following headings:

3.4.1 Marketing costs (2)

3.4.2 Selling price (2)

3.5 State the advantages of internet marketing. (4)

3.6 Choose ONE emblem (**A**, **B** or **C**) below to be used in an advertisement for olive oil that will be most effective on a poster. Fully motivate your choice.



(2)



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- 3.7 The following are steps in the decision-making process. Arrange the steps in the correct order by writing only the letters (A–F) next to the question number (3.7) in the ANSWER BOOK.

A Evaluate the alternatives	B Evaluate results and follow up	C Demarcate alternatives
D Implement the decision	E Define and describe the problem	F Choose the best solution

(6)

- 3.8 Name the advantages of coordination.

(4)

- 3.9 New methods and techniques have given farmers a chance to increase production and maintain the farm's long-term sustainability. The farm manager must, however, have the ability to motivate the work force to improve levels of productivity.

- 3.9.1 Explain *productivity* using concepts like *inputs* and *outputs* in a farming enterprise.

(2)

- 3.9.2 Describe the term *sustainability*.

(2)

- 3.9.3 Name the motivational factors that may influence workers to improve productivity.

(3)

[50]

QUESTION 4: FINANCIAL PLANNING, RECORDKEEPING, HARVESTING, VALUE ADDING AND PACKAGING**Start this question on a NEW page.**

- 4.1 The steps to compile a budget are indicated below. Write the steps to compile a budget for an animal production enterprise in the correct order in the ANSWER BOOK.

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

(8)

- 4.2 Compile an Income Statement for January from the following transactions:

- 4 January – bought seeds for R5 000,00
- 10 January – bought fuel for R3 000,00
- 15 January – bought fertiliser for R4 000,00
- 25 January – sold calves for R20 000,00
- 31 January – paid labourer R4 000,00

(8)

- 4.3 State the importance of an Income Statement.

(3)

- 4.4 A farmer makes the following entries during a month. Identify the main types of records that match EACH of the following descriptions:

- 4.4.1 Total rainfall of 50 mm (1)
- 4.4.2 Livestock on pasture for 25 days (1)
- 4.4.3 Labourer A is on leave from the 1st to the 20th (1)
- 4.4.4 Produce 50 tons of crop (1)
- 4.4.5 Obtain R3 500/ton for a crop at the market (1)



4.5 The steps in an accounting system are indicated below. Draw a flow chart to show these basic steps in the correct order.

- Year-end value of Balance Sheet
- Log transactions
- Balance Sheet of budget inventory
- Summary of transactions
- Income Statement and Balance Sheet analysis (6)

4.6 Differentiate between *hand-harvesting* and *machine harvesting* using the following headings:

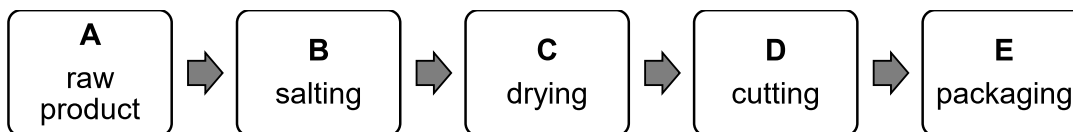
4.6.1 Number of labourers needed (2)

4.6.2 Timeframe needed (2)

4.6.3 Cost in the long term (4)

4.7 Name the basic requirements for product storage structures and containers. (5)

4.8 Study the diagram below and answer the questions that follow.



4.8.1 Identify the agricultural concept shown in the diagram above. (1)

4.8.2 Name the method of product preservation used in the diagram above. (1)

4.8.3 Explain why process **E** is necessary. (2)

4.9 Briefly describe the milling of an agricultural product. (3)
[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200

