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**SA EXAM
PAPERS**

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basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

**NATIONAL
SENIOR CERTIFICATE**

GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

NOVEMBER 2025

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 14 pages.



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

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

(10 x 2) (20)

1.2 Matching items

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

(10 x 2) (20)

1.3 Agricultural terms

- 1.3.1 Productivity ✓
- 1.3.2 Loss ✓
- 1.3.3 Market research ✓
- 1.3.4 Invoice ✓
- 1.3.5 Freezing ✓

(5 x 1) (5)

1.4 Underlined words

- 1.4.1 Deterioration/degradation/overgrazing ✓
- 1.4.2 Thermometer ✓
- 1.4.3 Business plan ✓
- 1.4.4 Mental ✓
- 1.4.5 Hygiene ✓

(5 x 1) (5)

SA EXAM PAPERS TOTAL SECTION A: 50

SECTION B**QUESTION 2: PHYSICAL FARM PLANNING****2.1 Factors that restrict the capacity of land to produce food****2.1.1 Identify factors**

- (a) B ✓ (1)
 (b) A ✓ (1)

2.1.2 Name the processes that Picture C has an influence on plant growth

- Respiration ✓
- Transpiration ✓
- Absorption of nutrients ✓
- Photosynthesis ✓ (Any 3) (3)

2.2 Discuss effects of photo period on crop and animal production**Crop**

- Each crop has a specific minimum amount of light ✓ that it must receive to produce or grow ✓
- This depends on the amount of daylight needed ✓, because crops are divided into summer or winter crops ✓
- Longer daylight length can result in higher production ✓, provided conditions are favourable ✓

Animal

- Certain animals will only show signs of oestrus ✓, when daylight is shortening in South Africa ✓ (Any 2 x 2) (4)

2.3 Capital**2.3.1 Identify type of capital**

- A = Long-term capital / fixed capital ✓
- B = Short-term capital / working / floating capital ✓
- C = Medium-term capital / movable capital ✓ (3)

2.3.2 Name the problems associated with capital as a resource

- Overcapitalisation ✓
- Undercapitalisation ✓
- Capital is expensive ✓
- Capital is scarce ✓
- Collateral / security for loan may not be enough ✓ (Any 3) (3)



2.4 Grazing and management

2.4.1 Deduce TWO grazing practices that led to PICTURE B

- Adhere to correct carrying capacity / prevent overgrazing ✓
 - Practise rotational grazing / prevent continuous grazing ✓
 - Rest camps / winter camp ✓
- (Any 2) (2)

2.4.2 Explain the effect of the following factors on production when referring to veld usage for grazing

(a) Palatability

- The tastier the veld, the more the animals will eat ✓
 - A higher intake will lead to higher production ✓
- (2)

(b) Topography

- Steep inclines make accessibility of grazing difficult ✓
 - animals use more energy on steep inclines that will lead to lower production ✓
- (2)

(c) Erosion

- Grazing fields with high eroded patches/areas will have less grass available thus ✓
 - eroded areas need to be fenced off that result in less grazing area ✓
- (2)

2.5 Differentiate with suitable examples

Soil degradation

- Is the loss of soil quality and productivity ✓
 - caused by pollution, erosion, cultivation ✓
- (2)

Soil pollution

- Is the contamination of the soil with chemical / physical / biological substances that disturb the natural balance of the soil ✓
 - like fertilizers, pesticides, herbicides, containers, animal residue ✓
- (2)

2.6 Farming methods

2.6.1 Identify the farming methods

- A – Extensive farming method ✓
 - B – Intensive farming method ✓
 - C – Semi-intensive farming method ✓
- (3)

2.6.2 Describe environmental concerns of Farm B

- Pollution of air and soil ✓
 - Compromised animal welfare ✓
 - Contaminated water sources ✓
 - Accumulation of waste material ✓
 - Degradation of natural resources ✓
- (Any 4) (4)



2.6.3 Give the benefits of Farm A

- Less labour required / labour saving ✓
 - Less capital per unit required / Less capital required ✓
 - Lower input costs / lower production costs ✓
 - Less spread on transmittable diseases ✓
 - No need for extra resources than natural resources ✓
- (Any 2) (2)

2.7 Classify workers ill-health as direct or indirect.

2.7.1 Indirect ✓ (1)

2.7.2 Direct ✓ (1)

2.7.3 Direct ✓ (1)

2.7.4 Indirect ✓ (1)

2.8 Agritourism**2.8.1 Identify THREE methods to ensure tourists safety from the scenario**

- Improved infrastructure ✓
 - Installing surveillance equipment in high-risk areas ✓
 - Deployed citizen patrols / Keep strangers at bay ✓
- (Any 3) (3)

2.8.2 Describe how crime can affect the agritourism sector

- More money spent on security measures ✓
 - Reduces demand on tourism / reduction in tourist arrivals ✓
 - Hinder growth of tourism ✓
 - It gives a negative image of the country ✓
 - Loss of income due to less visitors ✓
 - Detrimental long-term viability demand of the sector ✓
 - Nearby communities will be negatively affected ✓
- (Any 4) (4)

2.8.3 Select the type of tourists

- A – Cultural tourist ✓
 - B – Adventurous tourist ✓
 - C – Educational tourist ✓
- (3)

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

3.1 Business plan

3.1.1 Indicate what the letters of the SMART acronym represents

- S – Specific ✓
 - M – Measurable ✓
 - A – Achievable ✓
 - R – Realistic ✓
 - T – Time framed ✓
- (5)

3.1.2 Explain why “increase sales” is considered a vague goal

- It is not measurable ✓ because it does not indicate how much sales will increase ✓
 - It is not time framed ✓ because it does not show the period ✓
- (Any 1 x 2) (2)

3.2 Define entrepreneur

- It is someone who identifies a need ✓ and then sells a product or offers a service that will satisfy the need ✓
- OR**
- It is someone who can identify a business opportunity, ✓ and then have the courage to take the risk and manage it ✓
- (Any 1) (2)

3.3 Business sectors in agriculture

3.3.1 Provision of goods and services

Sector:

- Tertiary agricultural sector ✓
- (1)

Example:

- insurance company ✓ **OR** implement suppliers ✓ **OR** agritourism ✓
- (Any 1 example) (1)

3.3.2 Adds value to agricultural products

Sector:

- Secondary agricultural sector ✓
- (1)

Example:

- e.g. dried fruit production ✓
- (1)



3.4 **Critically analyse how the concept of diversification contributes to business survival**

- Diversification refers to an increase in the number of branches or enterprises ✓ that contribute to the total income of a farm ✓
- Diversification involves the production of various specialised products ✓ from a basic product within a specific branch ✓
- Diversification involves specialisation to supply various products ✓ to ensure food security ✓
- Diversification reduce the financial risks of a farm business ✓✓ (Any 2 x 2) (4)

3.5 **Niche market**

3.5.1 **Name TWO ways to make a niche market more profitable**

- Creating focused marketing campaigns ✓
- Knowing the target audience ✓
- Addressing consumers' needs ✓
- Assess your competition ✓ (Any 2) (2)

3.5.2 **Differentiate between niche marketing and mass marketing**

NICHE MARKETING	MASS MARKETING
Targets a specific market ✓	Targets the total market ✓
Usually a unique product with a specific group in society ✓	Different products with different groups in society ✓
Competition is relatively low ✓	Competition is high ✓
(Any 2)	(Any 2)

(4)

3.6 **Types of competition in the agricultural business sector**

3.6.1 **Direct competition**

- Businesses offering the same product or service as yours in the same market ✓ (1)

3.6.2 **Indirect competition**

- Businesses that use the same products with a different purpose as yours ✓ (1)



3.7 Supply and demand on price

3.7.1 Deduce factor influencing demand

- Price ✓ (1)

3.7.2 State influence of price on demand

- As the price of the product increases, the demand for the product decreases ✓

OR

- As the price of the product decreases, the demand for the product increases ✓ (1)

3.7.3 Explain how increasing price of the product affects profit of the enterprise

- At a higher price of R12,00 per bag less profit will be made ✓ because 800 bags are sold ✓
- As the price increases, the enterprise's profit decreases, ✓ because fewer products are sold ✓ (Any 1 x 2) (2)

3.8 Calculate break-even point

3.8.1 Break-even point = $\frac{\text{Fixed cost}}{\text{Price} - \text{Variable cost}}$

$$= \frac{\text{R4 800,00}}{\text{R3 000,00} - \text{R2 050,00}} \checkmark \quad \text{OR} \quad = \frac{\text{R4 800,00}}{\text{R950,00}} \checkmark$$

= 5,05 ton/ha ✓ (unit is essential)

Rubric

- Correct substitution of values ✓ and answer with unit ✓

OR

- Only answer with unit ✓✓ (2)

3.8.2 Describe what the result will be to the business's profit or loss

- At 7 ton/ha the business will make a profit ✓
- At 4 ton/ha the business will make a loss ✓ (2)



- 3.9 **Match the channel of a free marketing system**
- 3.9.1 Contract marketing ✓ (1)
- 3.9.2 Auction sales ✓ (1)
- 3.9.3 Internet marketing ✓ (1)
- 3.10 **Describe the benefits of cooperation between farmers and product organisations**
- Farmers have better market access through joint marketing or distribution ✓
 - There is greater contractual leverage between buyers of their products and suppliers of agricultural inputs ✓
 - There is more efficient production through better access to technical knowledge and risk management mechanisms ✓
 - Makes credit more available to farmers through negotiation with the bank ✓
 - Organise discount on behalf of the farmers on input costs ✓
 - Assist farmers to see market trends by providing market information ✓
 - Advertise agricultural products as a whole to increase farmers' sales ✓
- (Any 2) (2)
- 3.11 **Name management role**
- 3.11.1 **Awarding a bonus for achieving a production target**
- Motivation ✓ (1)
- 3.11.2 **Developing a business plan for a new enterprise**
- Planning ✓ (1)
- 3.11.3 **Arranging farm workers into work teams based on specific skills**
- Organising ✓ (1)
- 3.11.4 **Recording staff leave in the leave register**
- Control ✓ (1)
- 3.12 **Explain why planning is referred to as a dynamic process**
- Planning must be repeated as conditions change ✓
 - because agricultural production is a changing process ✓
 - due to technological advancements or ✓
 - because of changing marketing trends ✓
 - due to climate change ✓
- (Any 2) (2)



3.13 Labour**3.13.1 Describe the term contract**

- A legally binding document ✓
- between the employer and employee on the aspects of the work ✓ (2)

3.13.2 Deduce type of farm worker

- Permanent / full-time worker ✓

Reason

- The contract will terminate at retirement ✓ (2)

3.13.3 State TWO ways of improving the economic conditions of farm workers

- Paying better wages ✓
- Providing incentives (bonuses) for workers ✓
- Providing education and training to workers ✓
- Entering into partnership deals with workers ✓
- Paying overtime ✓ (Any 2) (2)

[50]

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

4.1 Identify the type of farm worker

- 4.1.1 Full-time worker ✓ (1)
 4.1.2 Occasional worker ✓ (1)
 4.1.3 Part-time worker ✓ (1)
 4.1.4 Seasonal worker ✓ (1)

4.2 The Freshness Vegetable Shop's transaction with Farmer Z

4.2.1 Complete receipt

- (a) Freshness Vegetable Shop ✓ (1)
 (b) R700,00 ✓
 Seven hundred rand only / Seven hundred rand and zero/null cents ✓ (2)
 (c) 100 cabbages ✓ (1)

4.2.2 State the disadvantages of a cash payment

- Cash can be lost ✓
 - Cash can be stolen ✓
 - A short paper trail makes recordkeeping difficult ✓
 - Can lead to corruption and tax evasion ✓
- (Any 3) (3)

4.2.3 Name better forms of payment

- Electronic payment (EFT, Virtual card, Bankcard) ✓ (1)
- Advantage**
- Easy payment ✓
 - Safe payment ✓
 - Electronic payment leaves a long paper trail that makes recordkeeping easy ✓ (Any 1) (1)

4.3 Explain purpose of a partial budget

- Compare costs and expenses ✓ of two enterprises ✓
- Compare the variable costs of two enterprises ✓ to determine the income and expenditure ✓ (Any 1 x 2) (2)



4.4 **Distinguish between fixed cost and variable cost by using a table**

FIXED COST	VARIABLE COST
<ul style="list-style-type: none"> • Cost that is unchangeable over the short term ✓ • Costs that cannot be avoided in the short term ✓ • Costs that do not depend on the size and/or intensity of production ✓ 	<ul style="list-style-type: none"> • Costs that can change within the framework of a particular production structure ✓ • Costs that are avoidable in the short term ✓ • Costs that change according to the size and/or intensity of production ✓
(Any 2)	(Any 2)

(4)

4.5 **Briefly discuss the influence of labour planning on worker efficiency based on:**4.5.1 **Planning of the production process**

- Peak times in labour requirement need to be spread ✓ over different branches to ensure less labour is required ✓ (2)

4.5.2 **Physical planning of farming units**

- Farm buildings erected closer to each other result ✓ in less time consumed when moving between buildings and workers can complete tasks faster ✓ (2)

4.5.3 **Daily planning**

- Priority tasks should be completed first depending on skills and available labour ✓ a proper labour division increase the productivity of the labour ✓ (2)

4.6 **State the main aspects of planning before harvesting a crop**

- Time of harvest / start date and end date ✓
- Harvesting method ✓
- Facilities and equipment needed / protective clothing ✓
- Labour requirements ✓
- Financial aspects ✓
- Transport required ✓
- Grading and/or sorting according to market requirements ✓ (Any 2) (2)

4.7 **Name factors that must be managed when handling produce**

- Wastage ✓
- Water resources ✓
- Health of workers ✓
- Hygiene practises ✓
- Handling of product ✓
- Packaging of product ✓
- Transport of product ✓ (Any 2) (2)



4.8 **Name visual attributes used in grading and sorting of fruit and vegetables.**

- Size ✓
- Colour ✓
- Shape/ stage of development ✓
- Texture / freshness ✓
- Diseases and pests ✓
- Damage ✓
- Cleanliness ✓

(Any 4) (4)

4.9 **Describe the benefits of grain storage compared to direct marketing**

- Avoids selling grain when prices are low ✓
- Allows for more control over harvest operations / increased harvest efficiency / lower transport costs ✓
- Allows for intermittent cash flow ✓
- Allows for staggered sales ✓
- Diversify price risk ✓
- Helps manage income for tax purposes ✓

(Any 2) (2)

4.10 **State the factors to consider when doing market research before starting value adding enterprise for a product**

- Government policies and regulations ✓
- Socio-economic conditions ✓
- Level of business skills among the people ✓
- Financial support from the bank or other financial institutions ✓
- The availability and cost of infrastructure ✓
- Market development ✓
- Access to appropriate technology ✓

(Any 3) (3)

4.11 **Describe the advantages of smoking as food (product) preservation method**

- Inhibit growth of bacteria and fungi through moisture reduction ✓
- Smoke helps keep bacteria-carrying-insects away during the storing / drying process ✓
- Imparts flavour to the food ✓

(Any 2) (2)



4.12 Packaging

4.12.1 Classify according to type of packaging

STURDY PACKAGING	SEMI-SOLID PACKAGING	FLEXIBLE PACKAGING
B✓	D✓	A/C✓

(3)

4.12.2 Identify the product that is preserved

- B ✓

(1)

Motivation

- The container is airtight / glass, no access to micro-organisms ✓
- Tomato sauce went through secondary conservation process ✓
- Tomato sauce has a long shelf life ✓

(Any 1) (1)

4.12.3 Identify the product most vulnerable to spoilage

- C ✓

(1)

Reason

- The netted bag allows free access to micro-organisms that can cause spoilage ✓

(1)

4.13 State the aspects to be considered when deciding on packaging material

- Type of product that must be packaged ✓
- Type of material that must be used for packaging ✓
- Purpose of the packaging ✓
- Cost implications ✓
- Equipment required ✓
- Whether the packaging is to be formed in the packaging line or in advance ✓

(Any 3) (3)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200

