

<b>EXAMINATION</b>		<b>NATIONAL SENIOR CERTIFICATE</b>	
<b>GRADE</b>		12	
<b>DATE</b>		JUNE 2024	
<b>SUBJECT</b>		AGRICULTURAL MANAGEMENT PRACTICES	
<b>PAPER</b>		1	
<b>MARK TOTAL</b>		200	
<b>DURATION (HOURS)</b>		3	
<b>NUMBER OF PAGES</b>		13	



**SOUTH AFRICAN COMPREHENSIVE ASSESSMENT INSTITUTE**  
**SUID-AFRIKAANSE KOMPREENSIEWE ASSESSERINGSINSTITUUT**



## INSTRUCTIONS AND INFORMATION

1. Answer **ALL** the questions in your **ANSWER BOOK**.
2. Start **EACH** question from **SECTION B** on a **NEW** page.
3. Read **ALL** the questions carefully and make sure you answer only what is asked.
4. Number the answers according to the numbering system used in this question paper.
5. Write neatly and legibly.
6. A non-programmable calculator can be used.
7. Show **ALL** calculations



## SECTION A

### QUESTION 1

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

- 1.1.1 The farmer applies for this type of loan to be used for an investment in fixed assets.
- A. Short-term loan
  - B. Medium-term loan
  - C. Long-term loan
  - D. Quarterly loan
- 1.1.2 It indicates a position where the quantity of a product which consumers require is exactly equal to the quantity which producers wish to sell.
- A. Market niche
  - B. Market equilibrium
  - C. Market penetration
  - D. Market value
- 1.1.3 A farmer wants to add value to a produced agricultural product by changing it into a more usable form to meet the needs of the consumer.
- A. Packaging
  - B. Standardisation
  - C. Grading
  - D. Processing
- 1.1.4 The information that is printed separately on the packaging of an agricultural product and not necessarily on the label.
- A. Expiry date
  - B. Nutritional value
  - C. Ingredients
  - D. Producer's name
- 1.1.5 The intensity of rainfall will primarily have an influence on soil ....
- A. degradation.
  - B. fertility.
  - C. texture.
  - D. slope.



- 1.1.6 The following market approach is commonly used by cooperatives:
- A. Buy in bulk and sell in small scale.
  - B. Buy in small scale and sell in small scale.
  - C. Buy in small scale, combine produce with other cooperatives and sell in bulk.
  - D. Buy in bulk and sell in bulk.
- 1.1.7 If the price of an agricultural product in a free marketing system is very low ....
- A. producers will supply less products to the market.
  - B. the market will increase the exhibition space.
  - C. the demand by the consumer will decrease.
  - D. the market will decrease the exhibition space.
- 1.1.8 The best way to pay small daily farming expenditures:
- A. Credit Card
  - B. Cheque
  - C. Electronic fund transfer (EFT)
  - D. Petty cash
- 1.1.9 An area can only be used as a grazing land if it has the following properties:
- A. Soils with a low organic-matter content
  - B. Shallow, rocky soils
  - C. Well-aerated soils
  - D. Well-drained soils
- 1.1.10 The world-wide trend is to produce agricultural products which have a higher market value and are more environmentally friendly.
- A. Precision farming
  - B. Organic farming
  - C. Intensive farming
  - D. Hydroponics
- (10 × 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 number (1.2.1 – 1.2.10) in the ANSWER BOOK provided, e.g. 2.11 P.**

**Each term in COLUMN B may only be used ONCE.**

COLUMN A		COLUMN B	
1.2.1	Depreciation	A	Soil, rainfall, climate and water.
1.2.2	Casual labourer	B	The description on product packaging that contains all the basic information.
1.2.3	Elasticity	C	Measurement, calculation and setting of implements used to apply substances in the production process.
1.2.4	Soil sample	D	Labour, capital and information.
1.2.5	Natural resources	E	Delivers various services to farmers.
1.2.6	Climate records	F	The economic term used when the value of an item decreases over time.
1.2.7	Label	G	The management principle that is used when a farmer rearranges activities on the farm for greater efficiency.
1.2.8	Tertiary agriculture	H	The salting and drying of fresh meat.
1.2.9	Organisation	I	A contract worker employed for a specific job such as fencing.
1.2.10	Calibration	J	Soil obtained with a soil auger for analysis from the crop field.
		K	Graph on a computer indicating the daily maximum and minimum temperatures.
		L	The quantity demanded or supplied, that changes by a larger percentage than the price.

(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 number (1.3.1 – 1.3.10) in the ANSWER BOOK, for example, 1.3.11 Consumer.**

- 1.3.1 The purpose of this type of farming is to collect and analyse soil variability and crop information.
- 1.3.2 The partial replacement of labour by capital investment which leads to the decrease in labour.
- 1.3.3 A condition that takes place on uncovered soils during heavy rainfall and this results in a loss of top-soil.
- 1.3.4 The collective term for all the different documents that are needed to complete an Income Statement.
- 1.3.5 The person who identifies a need to setup a business venture, organises, makes decisions and takes the greater risk in such a business.
- 1.3.6 The process where the farmer ensures that the actual farm activities correspond with the enterprise production plan.
- 1.3.7 The marketing channel where the farmer sells animals to the person with the highest bid (offer) for the animals.
- 1.3.8 Structural flow diagram of the different staff and levels of staff, which is easy to view.
- 1.3.9 The total amount of money that is generated by a farming enterprise in one season.
- 1.3.10 The marketing of local agricultural produce on markets to countries such as Europe and Asia etc.

(10 × 1) [10]

**TOTAL SECTION A: [50]**



## SECTION B

### QUESTION 2: PHYSICAL AND FINANCIAL PLANNING

2.1 A young farmer bought a piece of land in a rural area. The farmer lacked practical farming experience in the production and management especially on the physical planning of the farm. The farmer was able to conduct a research on soil structure, soil texture and groundwater capacity. The soil temperatures were recorded daily to be able to decide on which crop to plant.

2.1.1 Give TWO reasons why the productivity of land should first be evaluated. (2)

2.1.2 Indicate FIVE possible production aspects that would be affected by this soil data. (5)

2.1.3 Name FOUR factors that influence soil temperature. (4)

2.2 The health and wellness of farm workers is very important to achieve a high level of productivity and success in farming.

2.2.1 Name FIVE negative effects of poor health of farm workers on the productivity and success of a farm. (5)

2.2.2 Discuss briefly the purpose of the Unemployment Insurance Act, 2001 (Act 63 of 2001). (2)

2.3 The scenario below refers to production aspects of a large-scale crop farm.

A farmer plant 800 hectares of maize. The Global Positioning System (GPS) pinpoints the exact location from plant to plant, as close as a meter where there are possible deficiencies. The Geographical Information System (GIS) shows exactly where the soil is moist and where there are factors that limits crop growth. The remote sensing data shows where the budding of new plants was already thriving and areas were plants do not emerge. Downloading data automatically controls the application of fertilizers, herbicides and pesticides, exactly the right amount and indicates accurately where chemicals are needed.

2.3.1 Identify the intensive farming system described in the scenario above. (1)

2.3.2 List FOUR technological tools, shown on the scenario above, used by the planting of crops. (4)

2.3.3 Discuss the advantages of the economic approach in the scenario above. (4)



- 2.4 A budget is a plan of the future income and expenses of a farming business. The following is a draft of a farm budget.

<b>CROP PRODUCTION BUDGET PER WEEK</b>			
<b>EXPECTED EXPENSES</b>			
<b>Item</b>	<b>Quantity</b>	<b>Value</b>	<b>Total price</b>
Seed	4.5 kg	R45/kg	<b>(a)</b>
Fertilisers	850 kg	R310/50 kg	R5 270.00
Transport of fertilisers	22 bags	R8.80 / bag	<b>(b)</b>
Pesticides	2 000 g	R220/500 g	R880
Wages of workers per week	6 workers	R1 145/worker	<b>(c)</b>
Packaging materials	1 900 units	R4.50/unit	R8 550
Transport to markets	13 trips	R800/trip	<b>(d)</b>
<b>Total expected expenses</b>			<b>(e)</b>
<b>EXPECTED INCOME</b>			
<b>Item</b>	<b>Quantity</b>	<b>Value</b>	<b>Total price</b>
Harvested crops	13 154 bags	R5.50/bag	<b>(f)</b>
<b>Total expected income</b>			

- 2.4.1 Complete the budget above **(a) – (f)** by calculating the missing amounts. (6)
- 2.4.2 Calculate the profit or loss. Motivate your answer. (4)
- 2.4.3 Briefly explain the purpose of a budget. (3)
- 2.5 Sweet and sour veld differ with reference to feeding value and management.
- 2.5.1 Explain the difference between sweet and sour veld types with reference to feeding value and management. (6)
- 2.6 Define the term '*Labour productivity*'. (4)

**[50]**

**QUESTION 3: ENTREPRENEURSHIP, RECORDING, MARKETING, BUSINESS PLANNING AND ORGANISED AGRICULTURE**

3.1 Farming records determine the success and the profit of a business:

3.1.1 Name FOUR prerequisites of good farm records. (4)

3.1.2 Explain THREE steps to be followed when an inventory is drawn up. Use the correct order. (3)

3.1.3 Give FOUR data items that must reflect on a source document and is required for the farm's financial accounts. (4)

3.2 Use the information below to complete the Income Statement for the year ending 28 February 2024.

Soil preparation R35 000, Harvesting R 19 400, Seeds R7 500,  
Fertilisers R18 550,  
Weed control R23 560, Maintenance R23 450, Packaging R12 350,  
Marketing R7 500, Carrot sales R49 450, Casual labour R13 500,  
Tomato sales R55 400, Spinach sales R44 670

3.2.1 Draw up an Income Statement using the headings in the table below. Write the information in the appropriate columns and calculate the totals.

**INCOME STATEMENT FOR THE YEAR ENDING 28 FEBRUARY 2024**

INCOME	VALUE (R)	EXPENDITURE	VALUE (R)
<b>TOTAL:</b>		<b>TOTAL:</b>	

(6)

3.2.2 Calculate the profit or loss for the year ending 28 February 2024. Indicate whether it was a profit or loss. (3)

(3)

- 3.3 An entrepreneur must do a thorough market research study before he/she can start a new business.
- 3.3.1 Give SIX factors that determine a market research study before a business can be started. (6)
- 3.3.2 Name FOUR characteristics of an entrepreneur. (4)
- 3.4 Differentiate between a *cash flow statement* and an *income statement*. (4)
- 3.5 A livestock farmer recorded the following monthly income and expenditure values for the 2023 financial year. The different values are represented in the table below:

MONTH	INCOME	EXPENDITURE
January	R220 450	R76 490
February	R175 250	R78 000
March	R65 000	R34 000
April	R55 500	R55 500
May	R48 567	R67 000
June	R49 900	R91 200
July	R55 790	R110 000
August	R66 670	R104 300
September	R110 400	R88 900
October	R155 500	R75 350
November	R230 460	R87 900
December	R280 500	R66 000

- 3.5.1 Indicate the month in which the expenditure value was equal to the income value. (1)
- 3.5.2 The production plan for a livestock enterprise includes various activities that will have an impact on the income and expenditure. Give FOUR possible reasons for the sudden drop in income during May. (4)
- 3.5.3 Calculate the profit/loss for the enterprise based on the data above. Determine if the farm made a profit. Show **ALL** your calculations. (6)
- 3.5.4 Name FIVE records that are important to livestock farmers. (5)

**[50]**



## QUESTION 4: HARVESTING, PROCESSING, MANAGEMENT AND AGRI-TOURISM

- 4.1 A subtropical fruit farmer markets his/her fruits locally and mainly farm with mangoes and avocado's that easily bruise if handled incorrectly. The farmer decided on the packaging material shown below:



- 4.1.1 Give THREE reasons why the packaging material above is suitable for mangoes and avocados. (3)
- 4.1.2 Name FOUR disadvantages of the packaging material in the photograph above. (4)
- 4.1.3 List TWO ways in which fruit bruising can be prevented. (2)

4.2

Climate change has a major impact on agriculture and is the natural cycle of the earth and its atmosphere. Human intervention is causing the climate to change too rapidly and the frequency of natural disasters is likely to increase. Extreme temperatures and rainfall variability are recorded and reported daily. This has a huge impact on agriculture and on water resources that affect agriculture.

- 4.2.1 Name THREE natural disasters that could be directly related to climate changes. (3)
- 4.2.2 Explain how the increase in insurance costs, caused by natural disasters, affects agriculture. (4)
- 4.2.3 Recommend THREE possible strategies that the farmer can implement to reduce effects of natural disasters. (3)



4.3 Most farmers are considering Agritourism business on their farms to increase their income. Farmers have to become very creative in marketing a farming experience to tourists. There are many branches in Agritourism that farmers can benefit from. Some emerging farmers are also realising the potential income that Agritourism could offer them.

4.3.1 Describe the concept 'Agritourism' (2)

4.3.2 Give FOUR benefits Agritourism could offer the emerging farmer. (4)

4.3.3 Name FOUR requirements of Agritourism that farmers must keep in mind before they can start the process. (4)

4.4 Study the evaluation report of the farm:

Farm evaluation is an important concept for successful farming. The owner of a farming business made use of a consultant from a private company to evaluate the progress of his/her farm. The struggling farm has a poor performance. The company also evaluated the farm manager. The report indicated the following aspects:

**REPORT:**

- Farm manager produced good products but was rude during the interview.
- The source documents with purchases were not well organized.
- The farmer treated the labourers very badly.
- There was little discipline in the work place
- Farm manager was late for the interview.
- Cash flow statements were not available.
- A daily work plan was not available.
- The farm was untidy and little maintenance of implements were done.
- Poor customer service. Consumers' orders were not delivered on time and invoices not issued.

4.4.1 Identify FOUR factors which led to poor performance of the farm. (4)

4.4.2 Indicate FOUR negative aspects about the farm manager based on the evaluation report above. (4)

4.4.3 Recommend THREE solutions to the problems on the farm. (3)



- 4.5 An important feature of cooperative marketing is the pooling system of farm produce./
- 4.5.1 Give a description of how the pooling system of a cooperative is applied. (3)
- 4.5.2 Give FOUR advantages of cooperative marketing. (4)
- 4.6 Describe the steps followed in the management control process. (3)

**[50]**

**TOTAL SECTION B: [150]**

**GRAND TOTAL: [200]**