MARKING GUIDELINES

EXAMINATION	NATIONAL SENIOR CERTIFICATE
GRADE	12
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SUBJECT	AGRICULTURAL MANAGEMENT PRACTICES
PAPER	1
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SOUTH AFRICAN COMPREHENSIVE ASSESSMENT INSTITUTE
SUID-AFRIKAANSE KOMPREHENSIEWE ASSESSERINGSINSTITUUT

FINAL APPROVED MARKING GUIDELINES	
DATE OF MEETING	
UMALUSI MODERATOR	
CHIEF MARKER	
INTERNAL MODERATOR	

SECTION A

QUESTION 1

1.1 MULTIPLE CHOICE QUESTIONS

1.1.1 C ✓✓
1.1.2 A ✓✓
1.1.3 D ✓✓
1.1.4 C ✓✓
1.1.5 B ✓✓
1.1.6 C ✓✓
1.1.7 A ✓✓
1.1.8 D ✓✓
1.1.9 C ✓✓
1.1.10 A ✓✓ (10x2) **(20)**

1.2 MATCH ITEMS: COLUMN A AND COLUMN B:

1.2.1 G ✓✓
1.2.2 J ✓✓
1.2.3 L ✓✓
1.2.4 A ✓✓
1.2.5 H ✓✓
1.2.6 C ✓✓
1.2.7 K ✓✓
1.2.8 B ✓✓
1.2.9 E ✓✓
1.2.10 D ✓✓ (10x2) **(20)**

1.3 AGRICULTURAL TERMS:

1.3.1 Productivity ✓
1.3.2 Sweetveld ✓
1.3.3 Farmgate marketing ✓
1.3.4 Soil conservation ✓
1.3.5 Current liabilities/short term liabilities ✓ (5x1) **(5)**

1.4 **REPLACE UNDERLINED WORDS:**

1.4.1 Topography ✓

1.4.2 Price ✓

1.4.3 Turnover ✓

1.4.4 Sugaring ✓

1.4.5 Soil drainage ✓ (5x1) **(5)**

TOTAL SECTION A: [50]

SECTION B

QUESTION 2: PHYSICAL AND FINANCIAL FARM PLANNING

2.1

2.1.1 **FOUR functions of soil in the production process**

- Soil stores and releases water for use by plants through capillary water. ✓
- Soil allows air movement for respiration of plant roots and micro-organisms. ✓
- Soil releases plant nutrients for absorption by plant roots. ✓
- Soil serves as a growth medium for plants. ✓
- Soil serves as a source of raw materials. ✓ (Any 4) (4)

2.1.2 **FOUR types of soil data to collect**

- Soil series ✓
- Soil type ✓
- Soil texture ✓
- Soil structure ✓
- Degree of erosion ✓
- Degree of slope ✓
- Present soil boundaries ✓ (Any 4) (4)

2.1.3 **Effect of deep soil on plant production**

- Holds water better/improved water holding capacity ✓
- Better root development ✓
- Higher production potential ✓ (3)

2.2

2.2.1 **Does the farmer comply with the principles of precision farming?**

- No. ✓
- No accurate fertilisation or irrigation. ✓
- No chemical soil analysis. ✓ (3)

2.2.2 **FOUR farming practices for precision farming**

- Chemical soil analysis. ✓
- Fertiliser application according to chemical soil status. ✓
- Fertiliser spread throughout season as plants grow. ✓
- Irrigation scheduling as plants grow. ✓
- Take rainfall into account for irrigation. ✓ (Any 4) (4)

2.3 Calculations of wages per day, week and month

2.3.1 Normal working hours = hours x days x 28 days per month

9 hours per day x R27,58
= R248,22 per day ✓✓

45 hours per week x R27,58
= R1 241,10 per week ✓✓

R248,22 per day x 28 days
R6 950,16 per month ✓✓ (6)

2.3.2 Calculations of overtime

4 hours x 1,5
R27,58 x 1,5 ✓
= R41,37 per hour overtime x 4 hours ✓
=R165,48 for 4 hours overtime ✓ (3)

2.3.3 Calculations of 16 farm workers' monthly wage

R6 950,16 x 16 farm workers ✓
= R111 202,56 is the wages per month ✓ (2)

2.3.4 FOUR reasons for training of farm workers

- Improves the skills of farm workers. ✓
- Leads to higher productivity. ✓
- Higher income for the farmer. ✓
- Provides a higher standard of work. ✓
- Safety precautions. ✓
- Farm workers become more responsible. ✓
- Secures higher income for farm workers. ✓ (Any 4) (4)

2.4 Graph

2.4.1 Identify from the graph

- Week 1, week 3, week 4 and week 5 ✓✓ (2)

2.4.2 Higher yield verification

- No. ✓
- The temperature in week 6 is too low for maximum production. ✓ (2)

2.4.3 **THREE practices to solve the problem**

- Plant the crop earlier. ✓
- Make use of a cultivar with a shorter growing season. ✓
- Produce the crop in a greenhouse/environmental controlled enclosure. ✓
- Cover the plants when the temperature decreases to below the optimal temperature. ✓
- Plant crops on the northern slope. ✓ (Any 3) (3)

2.5 **"Go green"**

2.5.1 **TWO types of farming**

- Organic farming ✓
- Biological farming ✓
- Conservation farming ✓ (Any 2) (2)

2.5.2 **THREE practices for this type of farming**

- Practices must adhere to regulations of organic farming. ✓
- Relies on crop rotation. ✓
- Recycling of farm produced organic material. ✓
- No chemical pesticides, herbicides, or agricultural chemicals. ✓
- Use only organic fertilisers. ✓
- Genetically engineering is prohibited. ✓
- Chemical growth regulators and additives are prohibited. ✓ (Any 3) (3)

2.5.3 **TWO disadvantages**

- If not properly managed, then the quality will decrease. ✓
- Convey diseases, weeds, and pests. ✓
- Availability of pesticides, herbicides is limited. ✓
- More expensive type of farming. ✓ (Any 2) (2)

2.6 **THREE reasons for grazing division in camps**

- For rotational grazing. ✓
- To prevent over grazing. ✓
- To allow the resting and recovering of the veld. ✓
- For good management of the farming system. ✓
- To allow the division of livestock. ✓
- Reclaiming of eroded areas. ✓
- Exclude areas with poisonous plants. ✓
- High risk areas/parasites. ✓
- To group homogeneous veld types. ✓ (Any 3) (3)

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

3.1 Arrange assets and liabilities

3.1.1 Financial statement ending 31 December 2025

Operating assets		**Operating expenses**	
Cash in bank ✓	R196 000	Seed (330 kg) ✓	R285 000
Debtors ✓	R185 000	Labour expenses ✓	R112 500
Total:	**R381 000**	**Total:**	**R397 500**
Non-current assets		**Operating liabilities**	
Item	**Rand**	**Item**	**Rand**
6 implements ✓	R1 330 000	Creditors ✓	R850 000
2 tractors ✓	R1 230 000		
1 truck ✓	R1 480 000		
Electric fence✓	R502 000		
Total:	**R4 542 000**	**Total:**	**R850 000**

(9)

3.1.2 Calculate totals

- Operating assets: R381 000 ✓
- Operating expenses: R397 500 ✓
- Non-current assets: R4 542 000 ✓
- Operating liabilities: R850 000 ✓ (4)

3.2 Calculate the feed loss

3.2.1
- (350 + 900) kg – 550 kg – 340 kg + 360 kg✓ = 360 kg ✓

OR

- 300 kg + 60 kg = 360 kg ✓✓ (2)

3.2.2 FOUR possible causes of feed loss

- Over feeding ✓
- Bad handling ✓
- Bad containers ✓
- Theft ✓
- Rodents ✓
- Poor stocktaking/wrong calculations/wrong counting ✓ (Any 4) (4)

3.2.3 **FOUR measures to minimise the loss of feed:**

- Train workers on feed rationing and weighing of feed. ✓
- Train the workers on feed handling. ✓
- Provide good feed containers. ✓
- Use more efficient supervision/disciplinary actions. ✓
- Organise more security to stop theft. ✓
- Calibration of scales. ✓
- Better control on feed. ✓
- Closed circuit cameras. ✓
- Locking of storerooms. ✓
- Double check of deliveries. ✓
- Rodent control. ✓ (Any 4) (4)

3.3 **Climate change**

3.3.1 **THREE natural disasters related to climate change**

- Droughts ✓
- Flooding ✓
- Pests ✓
- Environment changes ✓
- Veld fires ✓ (Any 3) (3)

3.3.2 **Increase in insurance costs**

- The presence of more risk. ✓
- Unreliable production output. ✓
- Unexpected disaster which leads to the loss of crops and animals. ✓
- Losses to infrastructure. ✓ (4)

3.3.3 **TWO possible strategies**

- Build ridges to prevent flooding. ✓
- Lower plant density. ✓
- Take precautions to prevent animal losses. ✓ (Any 2) (2)

3.4

3.4.1 **Economic importance of entrepreneur**

- Successful entrepreneurs create wealth by investing into new agricultural enterprises. ✓
- They create job opportunities. ✓
- Entrepreneurs combine the factors of production to produce agricultural goods and services needed in the country. ✓
- Competition between entrepreneurs leads to the production of better quality, goods and services which are sold at reasonable prices. ✓
- They contribute to the economic growth of a country by producing more agricultural goods and services. ✓
- Obtaining foreign capital. ✓
- Food security. ✓
- Introducing latest information and technologies for food production. ✓ (Any 5) (5)

3.4.2 **THREE reasons for developing a business plan**

- To test the feasibility and economic viability of the business idea. ✓
- To determine your financial needs. ✓
- To guide daily operations. ✓
- To ensure effective business management. ✓
- To allow you to foresee problems. ✓
- To gain knowledge about marketing opportunities. ✓
- To reposition the business. ✓ (Any 3) (3)

3.4.3 **Factors of SWOT analysis**

- Strengths ✓
- Weaknesses ✓
- Opportunities ✓
- Threats ✓ (4)

3.5.1 **Role of product organisations**

- Business information services. ✓
  Responsible for collecting and distributing production and market information to all role players. ✓
- Market development and product promotion. ✓
  Development of domestic and foreign markets through integrated promotion campaigns in collaboration with industry players. ✓
- Research, development and technology transfer. ✓
  Facilitates and manages research programmes for the benefit of all role players. ✓ (6)

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QUESTION 4: HARVESTING, PROCESSING, MANAGEMENT AND AGRITOURISM

4.1 Packaging of products

4.1.1 Suitable packaging

- The product is protected. ✓
- The attention of consumers is drawn. ✓
- Products can be seen. ✓
- Easy to handle. ✓
- Cost effectiveness. ✓
- Neat packaging that does not tear easily. ✓ (Any 4) (4)

4.1.2 TWO disadvantages of packaging

- Vegetables can still bruise. ✓
- Will be difficult to stack. ✓
- Products must be handled with care. ✓ (Any 2) (2)

4.1.3 Purpose of packaging

- Products are packed in different ways ✓
- to provide hygienic protection ✓
- against microbiological contamination, insects, and light. ✓ (3)

4.2 Delegation and motivation of farm workers

4.2.1 Meaning of delegation

- To make other people/farm workers ✓
- co-responsible for the execution of tasks ✓
- and to control workers and tasks. ✓ (3)

4.2.2 THREE effects of delegation

- Higher productivity. ✓
- Feels appreciated. ✓
- Enrich self-confidence. ✓
- Feels satisfied. ✓
- Feels part of management. ✓ (Any 3) (3)

4.2.3 **FOUR ways of motivation**

- Participation in the management. ✓
- Improving the workers' living conditions. ✓
- Correct application. ✓
- Compensation.✓
- Positive motivation (incentive). ✓
- Improvement of working ability (through training). ✓ (Any 4) (4)

4.3

4.3.1 **THREE methods to eliminate micro-organisms**

- Heating ✓
- Filtration ✓
- UV light or radiation ✓ (3)

4.3.2 **Pasteurisation**

- Pasteurisation typically means heating the product ✓
- to a temperature below 100 ºC ✓
- and packed in sterile containers ✓
- under very hygienic conditions. ✓ (4)

4.3.3 **Commercial sterility**

- The degree of sterility where all pathogens ✓
- and toxin-forming micro-organisms are destroyed, ✓
- as well as all the organisms in the food that would have grown and caused decay. ✓ (3)

4.4

4.4.1 **Define *'agritourism'***

- Agritourism is an opportunity the farmer can use ✓
- to develop tourism in the agriculture industry ✓
- and receive a payment. ✓ (3)

4.4.2 **THREE items of capital investment in agritourism**

- Suitable land ✓
- Accommodation ✓
- Safety and security ✓
- Fencing ✓
- Activities ✓ (Any 3) (3)

4.4.3 **FOUR marketing skills**

- Knowing how to be service orientated. ✓
- Knowledge of entrepreneurship and business development. ✓
- The drafting of feasibility studies and business plans. ✓
- Financial management and planning. ✓
- Knowledge of cash-flow planning and budget control. ✓
- Communication skills. ✓
- Insurance implications. ✓ (Any 4) (4)

4.4.4 **THREE disadvantages of agritourism**

- Project start-up is initially quite expensive. ✓
- Tourists may cause damage to the farm's ecosystem. ✓
- Significant infrastructure must be created. ✓
- It requires significant planning. ✓ (Any 3) (3)

4.5

4.5.1 **An asset class**

- A classification of the types of underlying assets ✓
- that are bought in any investment. ✓
- ONE example: property, shares, stocks, and cash. ✓ (3)

4.5.2 **Specialisation**

- Specialisation means deciding on a specific product ✓
- and to focus only on that. ✓
- For example: yogurt/cheese making. ✓ (3)

4.6 **TWO basic management functions**

- Planning ✓
- Organising ✓
- Leading ✓
- Control ✓ (Any 2) (2)

[50]

TOTAL SECTION B: [150]

GRAND TOTAL: [200]

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