



# basic education

Department:  
Basic Education  
**REPUBLIC OF SOUTH AFRICA**

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**AGRICULTURAL MANAGEMENT PRACTICES**

**FEBRUARY/MARCH 2014**

**MEMORANDUM**

**MARKS: 200**

**This memorandum consists of 11 pages.**

**SECTION A****QUESTION 1**

1.1	1.1.1	D ✓✓	(10 x 2)	(20)
	1.1.2	C ✓✓		
	1.1.3	B ✓✓		
	1.1.4	A ✓✓		
	1.1.5	B ✓✓		
	1.1.6	C ✓✓		
	1.1.7	A ✓✓		
	1.1.8	B ✓✓		
	1.1.9	C ✓✓		
	1.1.10	D ✓✓		
1.2	1.2.1	J ✓✓	(10 x 2)	(20)
	1.2.2	D ✓✓		
	1.2.3	A ✓✓		
	1.2.4	F ✓✓		
	1.2.5	L ✓✓		
	1.2.6	I ✓✓		
	1.2.7	C ✓✓		
	1.2.8	K ✓✓		
	1.2.9	E ✓✓		
	1.2.10	H ✓✓		
1.3	1.3.1	Soil drainage ✓	(10 x 1)	(10)
	1.3.2	Wind ✓		
	1.3.3	Planning ✓		
	1.3.4	Labour ✓		
	1.3.5	Controlled ✓		
	1.3.6	Decision making ✓		
	1.3.7	Deposit slip ✓		
	1.3.8	Auction ✓		
	1.3.9	Sugaring ✓		
	1.3.10	Ingredients ✓		

**TOTAL SECTION A: 50**

**SECTION B****QUESTION 2: ANIMAL AND CROP PRODUCTION**

- 2.1      2.1.1      **Four basic data items required**
- Soil characteristics✓
  - Topographic data✓
  - Climatic information✓
  - Present farm practices✓
  - Future ideas for the farm✓
  - The history of the farm ✓
- (Any 4)      (4)
- 2.1.2      **Soil data to collect**
- Soil series✓
  - Soil type✓
  - Soil texture ✓
  - Soil structure ✓
  - Degree of erosion✓
  - Length and degree of slope✓
  - Present soil boundaries ✓
- (4)
- 2.1.3      **Four soil functions 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 material✓
- (Any 4)      (4)
- 2.1.4      **Soil water**
- Bonded water ✓
  - Capillary water ✓
  - Hygroscopic water ✓
  - Gravitational water/seepage water ✓
- (4)

- 2.2 2.2.1 **Three factors that influence capital needed**
- Land prices ✓
  - Nature of farming activities operated ✓
  - Capacity of the business ✓
  - Production method ✓
  - Capacity of undertaking ✓
  - Prices of equipment ✓
  - Prices of production elements ✓
- (Any 3) (3)
- 2.2.2 **Factors determining loan payments**
- Income ✓
  - Fixed responsibilities ✓
  - Interest rate ✓
  - Loan period ✓
- (Any 2) (2)
- 2.3 2.3.1 **Two problems from case study**
- Insufficient labourers during peak periods. ✓
  - Workers not busy/not productive during certain times of the year. ✓
- (2)
- 2.3.2 **Peak periods**
- Lambing periods. ✓
  - Harvesting periods. ✓
  - Weeding periods. ✓
- (3)
- 2.3.2 **Three possible solutions**
- Staff must work overtime during peak periods. ✓
  - Extra workers must be hired during peak periods. ✓
  - Farmers can invest in machinery. ✓
- (3)
- 2.4 2.4.1 **Five generic functions of farm manager**
- Planning ✓
  - Organising ✓
  - Coordination ✓
  - Implementing ✓
  - Leading ✓
  - Control/evaluation ✓
  - Decision making ✓
  - Communication ✓
- (Any 5) (5)
- 2.4.2 **Steps in decision making**
- Step 1: Describe/identify the problem/objective ✓
  - Step 2: Identify all possible solutions ✓
  - Step 3: Evaluate all the possible solutions according to their advantages and disadvantages. ✓
  - Step 4: Choose the best solution ✓
- (4)
- 2.4.3 **Accumulative nature of decision making**
- A decision one makes will influence the next result ✓
- (1)

- 2.5      2.5.1      **Type of farming system of farmer A**  
                    • Extensive farming ✓ (1)
- 2.5.2      **Type of farming system of farmer B**  
                                    • Intensive farming ✓ (1)
- 2.5.3      **Motivation of QUESTION 2.5.2**  
                                    • High capital investment ✓  
                                    • High output on small piece of land ✓  
                                    • High number of animals on small area ✓  
                                    • Feeding of animals with a mixed feed ✓ (4)
- 2.5.4      **Farming method**  
                                    • Feedlot ✓ (1)
- 2.6      **Visible aspects to evaluate**  
                    • Plant/vegetation coverage ✓  
                    • Soil erosion ✓  
                    • Alien plant invasion ✓  
                    • Bush/weed invasion ✓ (4)
- [50]**

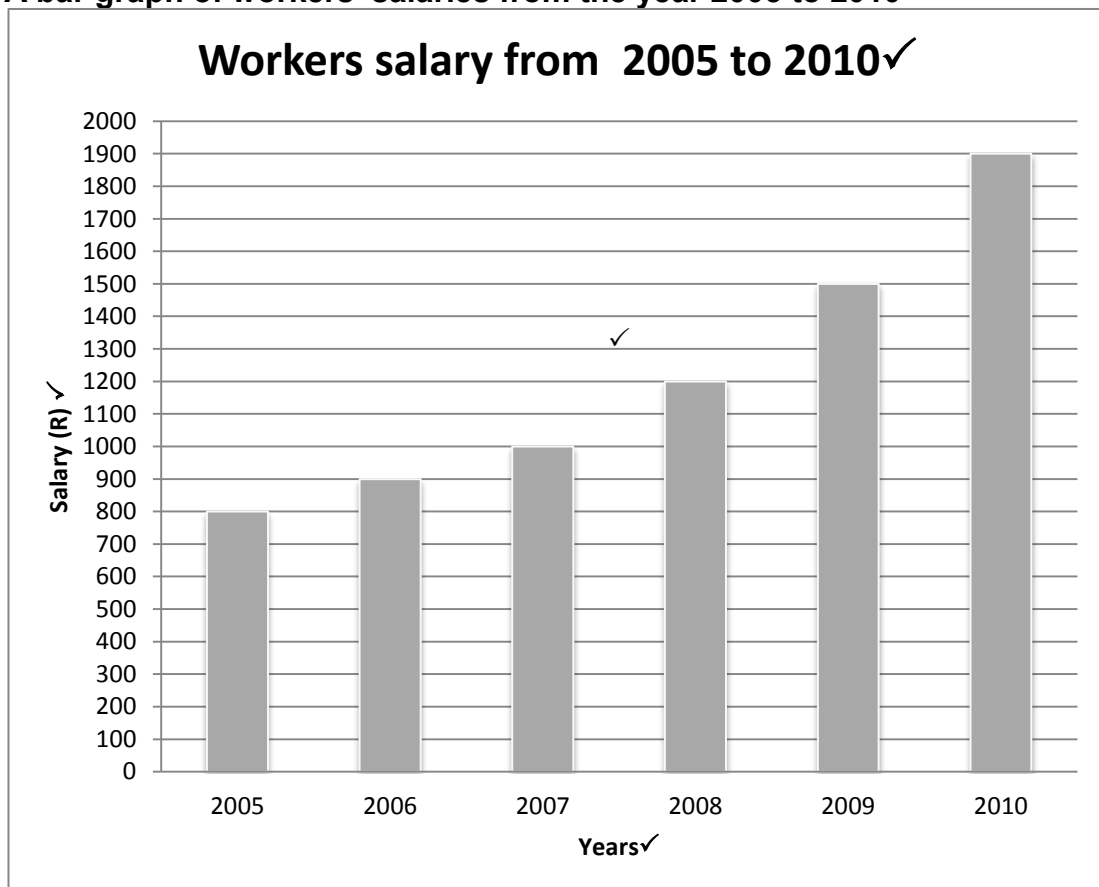
**QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP**

- 3.1 3.1.1 **THREE prerequisites of a good farm record**
- Recording must be accurate/authentic ✓
  - Information (data) must be easy to retrieve ✓
  - It must be clear/user friendly ✓
  - It must be up to date ✓
- (Any 3) (3)

- 3.1.2 **THREE steps to develop inventory**
- Step1: Make a physical count of all available property in the farm business ✓
  - Step 2: Evaluate the property item at the current market value ✓
  - Step 3: Make a closing inventory at the end of the year ✓
- NOTE: Order is important.** (3)

3.2 3.2.1

**A bar graph of workers' salaries from the year 2005 to 2010**



**Marking rubric**

- Heading ✓
  - Correct y-axis labelling ✓
  - Correct x-axis labelling ✓
  - Correct graphs ✓
- (4)

3.2.2 **THREE factors for rapid salary increase from 2008 to 2010**

- Introduction of labour laws/legislation ✓
- Democratic dispensation of 1994/more labourers in management positions ✓
- Farm workers recognition by the Department of labour ✓
- Minimum wage policy ✓
- Better skilled workers ✓
- Unionisation/bargaining power of farm workers ✓ (Any 3) (3)

3.2.3 **Calculate workers' salary increases as percentage (2009 to 2010)**

- $R1\ 900,00 - R1\ 500,00 = R400,00$  ✓
  - Increase % =  $\frac{400}{1\ 500} \times 100$  ✓  
= 26,27% ✓
- Or**
- Increase % =  $\frac{1\ 900,00 - 1\ 500,00}{1\ 500,00} \times 100$   
= 26,27% (3)

3.3 **Means of money payments**

- Cash ✓
- Cheque ✓
- Bank deposit ✓
- Internet/bank transfer ✓ (4)

3.4 3.4.1 **Net profit of farmer A**

- $R67\ 100,00 - R51\ 000,00$  ✓ = R16 100,00 ✓ (2)

3.4.2 **Net profit of farmer B**

- $R61\ 700,00 - R50\ 000$  ✓ = R11 700,00 ✓ (2)

3.4.3 **More successful farmer and TWO reasons**

- Farmer A is more successful ✓
- Make more profit/Net profit is higher than farmer B/farmer B net profit is lower ✓
- Farmer B feed costs are higher/Sales on waste is lower ✓
- Farmer A is a better marketer of waste ✓ (Any 2 reasons) (3)

3.5 3.5.1 **FOUR main features of a cash flow budget**

- It concerns cash transactions only ✓
- Income and expenses are recorded in the actual month in which the transaction occurs with the respective activity ✓
- The timing of the cash received or expended has a direct bearing on the bank balance ✓
- It is usually prepared for a session or one year ✓ (4)

3.5.2 **FOUR important reasons for a Cash Flow Budget**

- It indicates where and when money will be needed for any undertaking✓
- It indicates the source of money into the business✓
- It evaluates the loan needs of the farm✓
- It determines the credit worthiness of the farm✓
- It guides one against the misuse of funds✓
- It determines the ability of the farmer to meet the short term financial obligations/payments on bank accounts✓ (Any 4) (4)

3.6 **Reasons for a business plan**

- It can help the group to find, describe, and refine their competitive advantage✓
- It can assist to move their business in a direction that the goal and the objectives of the business can be achieved✓
- It can help them to identify and manage the risks as well as set priorities and make decisions✓
- It shows the position of the business now, where the business is heading, also when and how to get there✓
- It can help to spend money more wisely by prioritising actions and directions✓
- It can help them to identify and take advantage of opportunities✓
- It can assist to clarify roles and improve communication between the group members, employees and family members etc. ✓
- It is needed to obtain capital from a financial institution ✓ (Any 6) (6)

3.7 3.7.1 **Assets**

- Anything of value ✓
  - In the possession of the business/on the farm✓
- OR**
- Outstanding debits that other people owes the farm ✓
  - Anything the farmer owns✓ (2)

3.7.2 **Liabilities**

- The total values of claims ✓
  - On the assets of the business by various suppliers ✓
- OR**
- Any outstanding accounts ✓
  - In the farm business that the farmer owes ✓ (2)

3.7.3 **Product income**

- All Income received ✓
- Related to that specific product ✓ (2)

3.8 **THREE reasons for returning purchased items**

- Incorrect items received✓
- Faulty item received✓
- Business not satisfied with the items✓ (3)

**[50]**



**QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRITOURISM AND INDUSTRY**

- 4.1 **Reason for more effective harvesting by harvester**
- A combine harvester combines different tasks ✓ which are cutting, sorting and cleaning at the same time ✓ (2)
- 4.2 4.2.1 **Identify management process**
- Marketing/market research ✓ (1)
- 4.2.2 **FOUR important factors in the physical functions of marketing**
- Sorting ✓
  - Storing ✓
  - Grading ✓
  - Transport ✓
  - Processing ✓
  - Packaging ✓
  - Distribution ✓ (Any 4) (4)
- 4.3 **Visible criteria for the grading of harvested farm crops**
- Size of the crop ✓
  - Colour of the crop ✓
  - Damages on the crop ✓
  - Form/shape of the crop ✓
  - Freshness of the crop ✓
  - Diseases/pests ✓
  - Stage of development ✓
  - Cleanliness ✓
  - Contamination/foreign seeds ✓ (Any 4) (4)
- 4.4 4.4.1 **FOUR critical components in design of packaging material**
- Form that protect of the product ✓
  - Outstanding features to draw people's attention/Brand/product recognising ✓
  - Easily printable ✓
  - Features that make it easy to handle ✓
  - Cost effectiveness ✓
  - Give information to consumers ✓ (Any 4) (4)
- 4.4.2 **THREE types of packaging material**
- Plastic ✓
  - Carton ✓
  - Polystyrene ✓
  - Tin ✓ (Any 1) (3)

- 4.5 4.5.1 **Application of pooling system**
- Produce of different farmers are pooled ✓
  - Product are treated/handled together ✓
  - Products are stored/sold as a unit ✓
- (3)
- 4.5.2 **FOUR advantages of co-operative marketing**
- Farmers do not have to build their own storage or packing facilities ✓
  - Producers receive the average price of all the sales during a specific year ✓
  - Producers receive a guaranteed price, which gives them financial security ✓
  - It ensures orderly and effective marketing ✓
  - It simplifies management and bookkeeping ✓
- (Any 4) (4)
- 4.6 4.6.1 **THREE methods of preservation to eliminate organisms**
- Through heating ✓
  - Through filtration ✓
  - Through UV light or radiation ✓
- (3)
- 4.6.2 **FOUR methods of preservation for inhibiting growth of micro-organisms**
- Applying cold ✓
  - Increasing the osmotic pressure ✓
  - Drying/dehydration ✓
  - Decreasing the pH through adding of acid ✓
- (4)
- 4.7 4.7.1 **Section of Agriculture addressed**
- Agritourism/Game farming ✓
- (1)
- 4.7.2 **Main aims of game farming**
- Tourism ✓
  - Hunting or harvesting for meat ✓
  - Breeding ✓
  - Conservation ✓
- (4)
- 4.7.3 **BIG FIVE animals**
- Elephants ✓
  - Rhino ✓
  - Lion ✓
  - Leopard ✓
  - Buffalo ✓
- (5)

- 4.8      4.8.1      **THREE advantages of gate marketing**
- No transport costs ✓
  - Products can be sold by the farmer himself/no middle man or agent ✓
  - Better suited to small scale farmers ✓
  - No need for grading of produce ✓
- (Any 3)      (3)
- 4.8.2      **TWO disadvantages of gate marketing**
- The farmer will have to accept the local price for his products ✓
  - The farmer will not necessarily be well located to sell products ✓
- (2)
- 4.9      **THREE factors of decision on functioning of the farm**
- The speed with which the decisions are taken ✓
  - The degree of accuracy with which the decisions are taken ✓
  - The acceptability of the decision to those who are affected by them ✓
- (3)  
**[50]**
- TOTAL SECTION B:      150**  
**GRAND TOTAL:      200**