



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS/ NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

MAY/JUNE 2025

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 13 pages.

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

- | | | |
|--------|------|---------------|
| 1.1.1 | B ✓✓ | |
| 1.1.2 | C ✓✓ | |
| 1.1.3 | B ✓✓ | |
| 1.1.4 | A ✓✓ | |
| 1.1.5 | B ✓✓ | |
| 1.1.6 | C ✓✓ | |
| 1.1.7 | D ✓✓ | |
| 1.1.8 | C ✓✓ | |
| 1.1.9 | C ✓✓ | |
| 1.1.10 | A ✓✓ | (10 x 2) (20) |

1.2 Matching items

- | | | |
|--------|------|---------------|
| 1.2.1 | B ✓✓ | |
| 1.2.2 | L ✓✓ | |
| 1.2.3 | A ✓✓ | |
| 1.2.4 | H ✓✓ | |
| 1.2.5 | D ✓✓ | |
| 1.2.6 | K ✓✓ | |
| 1.2.7 | G ✓✓ | |
| 1.2.8 | C ✓✓ | |
| 1.2.9 | J ✓✓ | |
| 1.2.10 | E ✓✓ | (10 x 2) (20) |

1.3 Agricultural terms

- | | | |
|-------|-------------------------------------|-------------|
| 1.3.1 | Fixed capital / Long term capital ✓ | |
| 1.3.2 | Extensive farming ✓ | |
| 1.3.3 | Control ✓ | |
| 1.3.4 | Substitute / Alternative product ✓ | |
| 1.3.5 | Partial budget ✓ | (5 x 1) (5) |

1.4 Underlined words

- | | | |
|-------|----------------------|-------------|
| 1.4.1 | Soil structure ✓ | |
| 1.4.2 | Contract marketing ✓ | |
| 1.4.3 | Market research ✓ | |
| 1.4.4 | Balance Sheet ✓ | |
| 1.4.5 | Freezing ✓ | (5 x 1) (5) |

TOTAL SECTION A: 50

QUESTION 2: PHYSICAL FARM PLANNING

2.1 Functions of soil

- 2.1.1 **State TWO ways in which animals benefit from the soil**
- Animals eat plants that grow from the soil ✓
 - Soil provides home / habitat for small / micro-organisms ✓
 - Soil act as a natural filter, purifying water for animals ✓
 - Soil's ecosystem is crucial for nutrient cycle, which is essential for the survival of all living organisms ✓
- (2)
- 2.1.2 **Explain ways in which the soil benefit from plants**
- Plant roots hold soil together ✓ and prevents soil erosion ✓
 - Plants add nutrients to the soil ✓ when it decomposes ✓ (Carbon sequestration – plants absorb carbon dioxide from atmosphere through photosynthesis – store in soil as organic matter)
 - Plants provide food / habitat for soil organisms ✓ that aids in the decomposition of organic material ✓
 - Plants reduce water loss from the soil surface ✓ through providing shade and cover ✓
- (Any 1 x 2) (2)
- 2.1.3 **Describe the difference between primary and secondary resources and ONE example for each**
- Primary resources are natural resources ✓
 - Examples include soil, water, vegetation, sunlight ✓
 - Secondary resources are made by people from primary resources ✓
 - Examples include all inputs such as machinery, fertilizers, electricity ✓
- (Example must match the description) (4)

2.2 Veld/pasture management

- 2.2.1 **Describe the term *pasture***
Pasture is an area of land that is covered with plants ✓ used by animals for grazing and browsing ✓ (2)
- 2.2.2 **Identify poorly managed pasture and TWO reasons**
- Pasture A ✓
- Reasons:**
- The pasture is overgrazed ✓
 - Plant production capacity is low ✓
 - Feed production is only 350 kg/month✓
- (Any 2 reasons) (2)
- 2.2.3 **Reasons why pasture B can be seen as well managed**
- The pasture is rested ✓
 - There is high feed production per month (1 200 kg) ✓
 - Pasture B produces more feed compared to the other pastures✓
- (Any 2) (2)

- 2.2.4 **Recommend management practices that will promote good pasture condition for pasture A**
- Good grazing systems / Rotational grazing ✓
 - Long resting time / Withholding animals for a long period ✓
 - Correct animal ratio / stocking rate ✓
- (3)
- 2.2.5 **Best time to utilise pasture D with reasons**
- Starting of rainy season – spring to mid-summer ✓
- Reason**
- Grasses are more palatable in the growing stage ✓
 - Young grasses are more palatable than older grasses ✓
 - Minimizes the impact on future pasture growth ✓
- (2)
- 2.3 **Topography/slope**
- 2.3.1 **Indicate the slope that will be warmest and give a reason**
- The Northern slope will be warmest ✓ because it receives direct sun rays ✓
- (2)
- 2.3.2 **Name the topographical factor**
- Orientation / Terrain / Slope ✓
- (1)
- 2.3.3 **Describe the effect of the shadow zone on the southern slope**
- Makes the soil cooler ✓
 - Makes the soil drying out slower ✓
 - There is limited soil fauna / types of crops that can be cultivated ✓
 - A lot of organic material collects on the soil surface ✓ (Any 3) (3)
- 2.4 **Capital**
- 2.4.1 **Identify long-term credit**
- Credit to buy land ✓
- (1)
- 2.4.2 **Identify medium-term credit**
- Credit to buy livestock ✓
- (1)
- 2.4.3 **Identify short-term credit**
- Credit to pay new labour ✓
- (1)

2.5 Soil potential

2.5.1 Explain statement: Soil potential is only a meaningful term if it relates to a specific crop

- Soil may be not suitable for one crop, ✓
 - but can be suitable for another crop or pasture ✓
- (2)

2.5.2 THREE steps in determining optimal use of soils

- Collecting and classification of soil data (physical, chemical and biological) ✓
 - Determine behaviour of soils ✓
 - Evaluating soils for suitability ✓
- (3)

2.6 Soil colour

2.6.1 Indication of soil colours

- Black – presence of organic matter / humus ✓
- (1)

**2.6.2 • Grey – waterlogged soil conditions / Poor drainage ✓
– iron presence in anaerobic (lack of oxygen) soil conditions ✓**

(Any 1) (1)

2.7 Soil degradation

2.7.1 Identify the soil degradation displayed in the picture

- Soil erosion ✓
- (1)

2.7.2 Name THREE farming practices that cause soil erosion

- Overgrazing ✓
 - Poor cultivation practices ✓
 - Damage / loss of wetlands ✓
 - Ploughing of marginal land ✓
 - Uncovered soils / Deforestation ✓
 - Poor irrigation practices ✓
- (Any 3) (3)

2.7.3 Give THREE measures used by the farmer to prevent soil erosion

- Construct contour banks/ridges on crop fields ✓
 - Allow vegetation in grazing fields to recover ✓
 - Establish cover crops ✓
 - Practise zero cultivation / no tilling ✓
 - Contour cultivation/Cultivate across the slope ✓
 - Planting of trees next to the field ✓
 - Good irrigation practices ✓
- (Any 3) (3)

2.7.4 Deduce TWO adverse effects of soil erosion

- Reduction of arable land ✓
 - Loss of soil quality ✓
 - Siltation of dams ✓
- (Any 2) (2)

2.8 Identify TWO farming systems

- Commercial farming ✓
- Subsistence farming ✓

(2)

2.9 Describe how an agritourism enterprise contributes to the overall value of the farming enterprise

- Improvements in facilities and infrastructure ✓
- Increased revenue ✓
- Diversification reduces risks ✓
- Increase marketing value of the farm ✓
- Fostering a stronger connection between the farm and the local community ✓

(Any 2)

(2)

[50]

QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING, PRICE DETERMINATION AND THE MANAGEMENT PROCESS**3.1 Business plan****3.1.1 Describe the financial plan**

- Should describe the financial aspects of the enterprise, such as:
 - Possible / Expected income and expenditure ✓
 - Expected profit / loss ✓
 - Cash flow budget ✓

(Any 2) (2)

3.1.2 Describe the marketing plan

- Should describe:
 - Target market ✓
 - Market research ✓
 - Marketing strategies ✓
 - Pricing strategies ✓
 - Type of marketing channel / Methods of selling ✓
 - Advertising / Promotion ✓

(Any 2) (2)

3.2 Production unit**3.2.1 Calculate income**

- Income = Selling price x units sold per month
= R275 ✓ x 300 ✓
= R82 500 ✓

(3)

3.2.2 Calculate profit/loss

- Profit/Loss = Income – Expenditure
= R82 500 (CA) – R85 000 ✓
= –R2 500 ✓ (CA to 3.2.1)

(2)

3.2.3 Suggestions to increase profit

- (a) True ✓ (1)
- (b) True ✓ (1)
- (c) False ✓ (1)
- (d) False ✓ (1)

3.3 Scenario – Farmer's shop

3.3.1 SWOT-analysis

- (a) **Strengths**
 - Farmer owns a farm that produces vegetables ✓
 - Only shop in area that sells vegetables ✓(2)
- (b) **Weaknesses**
 - Not enough money / capital ✓
 - Workers with poor communication skills ✓
 - Workers that argue with customers / clients ✓(Any 1) (1)
- (c) **Opportunities**
 - Low cost advertisement in newspaper ✓(1)
- (d) **Threats**
 - Shop in an area with high crime rate ✓
 - Shop in area with high unemployment ✓(Any 1) (1)

3.3.2 Explain benefits of selling products from his farm in his shop

- Shortening the supply chain ✓ means more profit ✓ for the farmer
 - Farmer greatly reduces expenses ✓ in marketing and that means more profit ✓ for the farmer
- (Any 1 x 2) (2)

3.3.3 Suggest ideas for solving arguing workers

- Training in communication skills ✓
 - Motivation through a reward system ✓
 - Swapping workers between the farm and the shop ✓
 - Finding new workers more suited for the job ✓
- (Any 3) (3)

3.4 Compare farm gate marketing with fresh produce marketing

	Farm gate marketing	Fresh produce marketing
(a) Marketing costs	Have no / very low cost ✓	Have higher marketing costs / market agents' commission must be paid ✓
(b) Selling price	Produce sold at a lower price ✓	Produce sold at fluctuating price / Surplus – prices low / Shortage – prices high ✓

3.5 Give the advantages of internet marketing

- It can reach a global audience ✓
 - It is very fast ✓
 - The marketing costs are relatively low / cheap / free ✓
 - Consumers buy 24 hours per day ✓
 - Products can be delivered directly to consumers ✓
 - Less capital intensive / does not need large investments ✓
- (Any 4) (4)

- 3.6 Choose an emblem for an advertisement and motivate choice**
- [A] - Basket ✓ gives a sense of wholesomeness ✓
 - [B] - Shows nature ✓ therefore environmentally friendly ✓
 - [C] - Special shape ✓ that makes it eye catching ✓
- (Any 1 x 2) (2)
- 3.7 Arrange steps in decision-making process**
- E; ✓ C; ✓ A; ✓ F; ✓ D; ✓ B ✓
- (6)
- 3.8 Name the advantages of coordination**
- It increases the efficiency of the enterprise ✓
 - Duplication is eliminated ✓
 - Resources are utilised optimally within the different operational tasks ✓
 - Better cooperation between workers ✓
 - Better unity within the workplace ✓
 - Organisation in the workplace becomes easier and more functional ✓
 - Better communication in the workplace ✓
 - Successful management of production requirements ✓
- (Any 4) (4)
- 3.9 Labour motivation**
- 3.9.1 Explain productivity**
- Productivity is the ratio ✓ of agricultural inputs to outputs ✓
 - The greater the agricultural output for a given input ✓, the higher the productivity ✓ of a farm and vice versa
 - Productivity is output divided by ✓ input ✓
- (Any 1 x 2) (2)
- 3.9.2 Describe sustainability**
- Fulfil the needs of current generations without compromising the needs of future generations ✓✓
 - Ensuring a balance between economic growth or environmental conservation or social well-being ✓✓
- (Any 1 x 2) (2)
- 3.9.3 Name factors that influence motivation**
- Compensation ✓
 - Workplace conditions ✓
 - Living conditions ✓
 - Job satisfaction ✓
 - Personal goals✓
 - Training ✓
- (Any 3) (3)
[50]

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

4.1 Steps in compiling a budget

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

(8)

4.2 Income Statement

INCOME			EXPENDITURE			✓
DATE	ITEM	VALUE (R)	DATE	ITEM	VALUE (R)	
25/01	Calves	20 000,00✓	4/1	Seed	5 000,00	✓
			10/1	Fuel	3 000,00	✓
			15/1	Fertiliser	4 000,00	✓
			31/1	Salary	4 000,00	✓
	TOTAL	20 000,00✓		TOTAL	16 000,00	✓

Rubric

- Headings of the columns ✓
- Each correct entry ✓ (1 x 5)
- Correct totals ✓✓

(8)

4.3 Give the importance of Income Statement

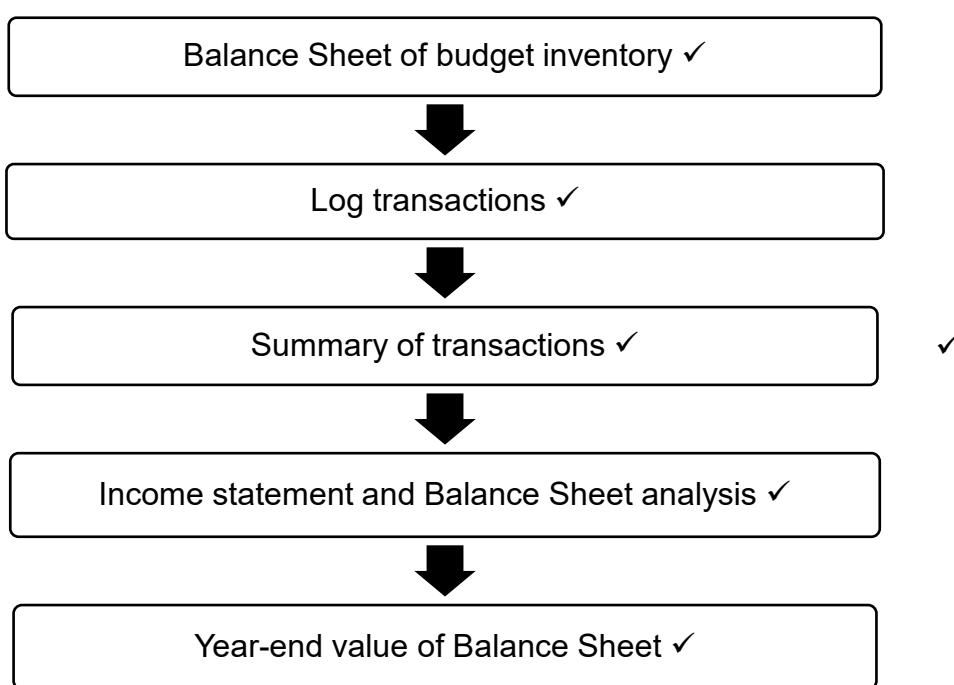
- Contain information to compare to the budget (tracks performance) ✓
- Can determine profit or loss for the period (measure profitability) ✓
- Assist the farmer in financial planning (informing decisions) ✓
- Better control on expenditure ✓
- Indicate the source of income ✓
- Indicate how the income is spent ✓
- Assist in tax recording – it provides key figures needed for submitting accurate tax returns ✓

(Any 3) (3)

4.4 Type of record

- 4.4.1 Climate records/Climatological records ✓ (1)
- 4.4.2 Grazing/Pasture records ✓ (1)
- 4.4.3 Labour records / Worker records / Workforce records ✓ (1)
- 4.4.4 Production records ✓ (1)
- 4.4.5 Marketing records ✓ (1)

4.5 Flow chart diagram of steps in accounting system



Rubric

- Flow chart diagram ✓
- Each entry at correct place ✓ (1 x 5) (6)

4.6 Differentiate between hand harvesting and machine harvesting

4.6.1 Number of labourers

- Many labourers needed for hand harvesting ✓
- Less labourers needed for machine harvesting ✓ (2)

4.6.2 Timeframe needed

- Hand harvesting labourers needed for a longer period ✓
- Machine harvesting labourers only needed for a short period of time ✓ (2)

- 4.6.3 **Cost in the long run**
Machine harvesting
- Initial high cost ✓
 - but less spread over the years ✓
- OR**
- Lower capital cost ✓
 - spread over the years ✓
- Hand harvesting**
- High cost ✓
 - accumulated over the years ✓
- (4)

4.7 **Name basic requirements for product storage structures and containers**

- Protect the product from fire / pests / rodents / weather conditions ✓
 - Must allow aeration ✓
 - Allow fumigation of the product ✓
 - No loss of products due to moisture or temperature ✓
 - Easy to inspect the product ✓
 - Must be easy to clean ✓
 - Must be economical ✓
 - Easily get rid of water ✓
 - Must not damage easily (durable) ✓
 - Good security ✓
- (Any 5) (5)

4.8 **Value adding**

- 4.8.1 **Identify agricultural concept**
 Processing / Value adding ✓ (1)
- 4.8.2 **Indicate method of preservation**
- B / Salting ✓
 - C / Drying/Dehydration ✓
- (Any 1) (1)
- 4.8.3 **Explain necessity for process E**
- The product is cut/loose ✓ that makes it difficult to handle ✓
 - Packaging will contain the product ✓ and minimize spoilage of cut product ✓
- (Any 1 x 2) (2)

4.9 **Describe milling of an agricultural product**

- Breaking of the product in smaller pieces ✓
 - To make the product more eatable/consumable ✓
 - To make the product more receptive by the consumer ✓
- (3)
[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200