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TOTAL MARKS

NATIONAL SENIOR CERTIFICATE EXAMINATION
NOVEMBER 2024

AGRICULTURAL MANAGEMENT PRACTICES

EXAMINATION NUMBER

Time: 3 hours 200 marks

PLEASE READ THE FOLLOWING INSTRUCTIONS CAREFULLY

1. This question paper consists of 36 pages. Please check that your question paper is complete.
2. This question paper consists of TWO sections.
3. **Answer ALL the questions on this question paper and hand it in at the end of the examination. Remember to write your examination number in the space provided above.**
4. Read all the questions carefully and make sure that you answer only what is being asked.
5. Non-programmable calculators may be used.
6. ALL calculations must be rounded off to TWO decimal places unless stated otherwise.
7. It is in your best interests to write legibly and to present your work neatly.
8. Three blank pages (pages 34 to 36) are included at the end of the question paper. Use these pages if you run out of space for a question. Clearly indicate the number of your answer should you use this extra space.

MARK ALLOCATION

QUESTION 1	QUESTION 2	QUESTION 3	QUESTION 4	TOTAL
50	50	50	50	/200

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SECTION A

QUESTION 1

1.1 Various options are provided as possible answers to the following questions. Choose the correct answer and **write down the letter (A–D)** that corresponds to your answer in the space provided at the end of the question **on page 3**.

1.1.1 The controlled cash system that is used for smaller expenses such as cleaning agents and stationery:

A Cheque account
B Change
C Petty cash
D Cash sales

1.1.2 The monetary value of the farming production during an accounting period:

A Break-even point
B Profit
C Debt
D Gross production value (GPV)

1.1.3 The process of collecting topsoil and subsoil to determine the nutritional status of the soil:

A Research
B Soil sampling
C Soil analysis
D Veld condition assessment

1.1.4 A person who identifies a business opportunity, has good management skills and is prepared to take the risk to develop the business.

A Crop farmer
B Entrepreneur
C Developer
D Marketer

1.1.5 Capital that is NOT readily traded and that is usually spent on durable assets.

A Fixed capital
B Working capital
C Medium-term capital
D Floating capital

1.1.6 ... especially concerns crop management, which also includes the management of the environment in which the crop grows.

A Organic farming
B Greenhouse management
C Environmental management
D Agronomy

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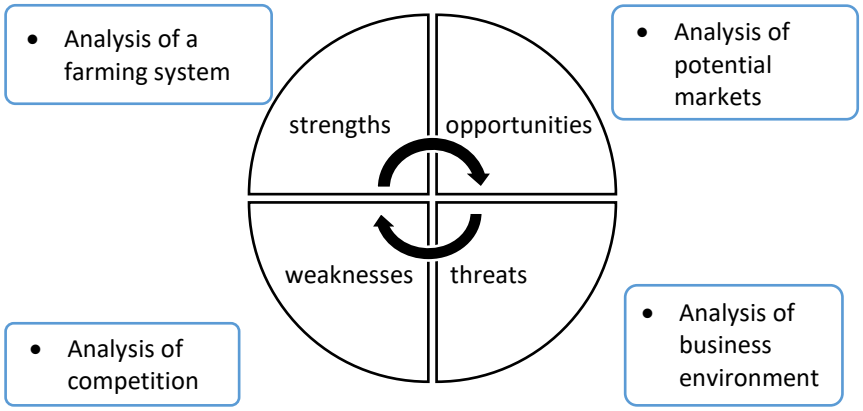
1.1.7 ... is the process of developing a uniform set of criteria to ensure the production of quality goods.

A Classification
B Grading
C Standardisation
D Evaluation

1.1.8 The diagram below is a representation of a type of analysis that is done in the planning phase of a business (farming) enterprise and it is an important component of a sustainable business plan.



A SMART analysis
B Financial analysis
C Market analysis
D SWOT analysis

1.1.9 ... means increasing the economical value of a product by changing its current placement, time and form properties to suit market preferences.

A Value-adding
B Profit margin
C Market evaluation
D Marketing

1.1.10 The division of a farming enterprise that focuses on activities related to employees.

A Management
B Natural resources
C Human resources
D Offices

1.1.1	1.1.2	1.1.3	1.1.4	1.1.5	1.1.6	1.1.7	1.1.8	1.1.9	1.1.10

(20)

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1.2 Choose a description from COLUMN B that matches the term/phrase from COLUMN A. Write down only the letter (A–N) of your choice in the space provided at the bottom of the page. Each description in COLUMN B may be used only ONCE.

COLUMN A		COLUMN B	
1.2.1	Sun-facing slope	A	A type of market where agent's commission is subtracted from the selling price
1.2.2	Controlled marketing	B	Grass having high nutritional value in the winter of the summer rainfall region
1.2.3	Secondary tillage implements	C	Farm utilities such as electricity, roads and packhouses
1.2.4	Combine harvester	D	Northern slope
1.2.5	Sour veld	E	Direct sales of fresh produce to large chain stores
1.2.6	Internet marketing	F	Profit expressed in terms of a percentage
1.2.7	Sweet veld	G	Rotavators, spike-tooth hoes and harrows
1.2.8	Infrastructure	H	Primary tillage implements
1.2.9	Profit margin	I	Southern slope
1.2.10	Fresh-produce market	J	Sales of fresh produce on online platforms
		K	Interference of the government in product marketing
		L	A farm implement that is used to harvest crops
		M	Income minus expenses
		N	Grass having low nutritional value in the winter of the South African summer rainfall region

1.2.1	1.2.2	1.2.3	1.2.4	1.2.5	1.2.6	1.2.7	1.2.8	1.2.9	1.2.10

(10)

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1.3 Give the CORRECT AGRICULTURAL TERM for each of the following descriptions. Write down only the correct term, **e.g. 1.3.11 Marketing**.

1.3.1 A farming enterprise that produces just enough for household use with no surplus to sell.

_____

(1)

1.3.2 The characteristics of an area that refer to the mountains, hills, contours and the height above sea level, the slope of the area and the degree of exposure to solar radiation.

_____

(1)

1.3.3 Successive cultivation of different crops on the same piece of land.

_____

(1)

1.3.4 Thin lines on a topographical map that connect places at the same height above sea level with one another.

_____

(1)

1.3.5 The type of soil that takes long to absorb water but retains moisture for a longer period of time.

_____

(1)

1.3.6 The most basic natural resource in agriculture that cannot be easily recovered when it has been used for urbanisation or mining.

_____

(1)

1.3.7 A way to use satellite data to show where something is on a map.

_____

(1)

1.3.8 Documents that keep a record of all female animals' gestation, calving and weaning percentages.

_____

(1)

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1.3.9 The farming management principle that is characterised by the determination of the production process and the preparation of the accompanying budget.

_____

(1)

1.3.10 A duplicate document that is issued to recognise that money has been received by a business.

_____

(1)

1.4 Change the UNDERLINED WORD(S) in EACH of the following statements to make them TRUE. Write down only the answer, **e.g. 1.4.11 Finances**.

1.4.1 Labour legislation that provides for the payment of employees who have been injured at the workplace.

_____

(1)

1.4.2 The decrease in water in the atmosphere causes an increase in transpiration and evaporation from plants.

_____

(1)

1.4.3 Debt is the process that a farming enterprise uses to obtain goods and services by borrowing money from a bank or cooperative and later repaying it with interest.

_____

(1)

1.4.4 When an enterprise applies for credit at a financial institution, a budget plan must be compiled and submitted to the specific financial institution.

_____

(1)

1.4.5 Thinking is the careful consideration of all available pest control techniques that discourage the development of pest populations and keep pesticides and other interventions at levels that are economically justifiable and reduce risks for human health and the environment.

_____

(1)

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1.4.6 A program is a computer system for capturing, storing, controlling and displaying data related to positions on the surface of Earth.

(1)

1.4.7 A group is a very specific segment of consumers consisting of small, highly specific groups of consumers within a wider target market.

(1)

1.4.8 A salary is the minimum amount of compensation that an employer is required to pay an employee for the work done during a given period.

(1)

1.4.9 A senior employee is appointed with a permanent service contract in which there is no agreement upon an end date.

(1)

1.4.10 Online payment is a form of banking service in which immediate payment between banks takes place.

(1)

50 marks

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SECTION B

QUESTION 2 RESOURCE UTILISATION, LAND USE AND FARMING SYSTEMS

2.1 Study the article below and answer the questions that follow.

Let your land work for you!

***Liané Erasmus**, intern, ASSET Research*
Published: 3 May 2022

We have to start at the beginning – the soil. These are the words of Dr Ademir Calegari, a Brazilian cover crop specialist. At the recent revival agricultural conference held in Reitz, he explained the necessity of starting with accurate soil analyses.

Soil analysis provides fundamental information on the chemical, physical and biological status of soil. If the soil data indicates any imbalances, cover crops can be used to solve certain problems. Dr Calegari explained that each cover crop species has a unique solution for certain problems. Therefore, it is important to identify the problems in the soil and then choose the correct cover crop mixture.

Cover crops play an important role in revival agriculture. Adriana Bignell, revival and cattle producer shared her road to success with the audience.

Cover crop mixtures

Bignell believes that her secret to large yields lies in healthy soil biology, structure and depth; therefore, she plants cover crop mixtures. In this way, enough material is supplied to various soil organisms and the cover crops also provide protection from drastic soil temperature and moisture changes.

High-pressure grazing

Bignell divided the planted pastures into camps to be able to apply high-pressure grazing. Cover crops increased the number of grazing days, because the planted pastures can be grazed more than once. They also increased the veld's carrying capacity. The profit per hectare is more when she increases meat production per hectare rather than pursuing higher gestation percentages, weaning weight, weaning percentage and profit per cow. At the same time the cattle do the work of normal implements, they utilise all plant material effectively and leave a layer of manure on the soil.

Bignell drew the participants' attention to the fact that soil and water erosion is a common phenomenon on cultivated lands as well as in overgrazed natural veld. Cattle overgraze and graze selectively on natural veld.

[Adapted and translated from article at <https://sagrainmag.co.za/2022/05/03/laat-jou-grond-vir-jou-werk/>]

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2.1.1 Name TWO methods that the farmer (producer) used to improve soil productivity.

_____

_____

(2)

2.1.2 Soil status can be determined by using various methods. Provide a method to determine ...

(a) soil texture in the veld.

_____

_____

(1)

(b) chemical properties of a soil sample that is sent away.

_____

(1)

2.1.3 Efficient soil depth gives an indication of the volume of soil that plants can use.

Name TWO natural phenomena that can reduce efficient soil depth.

_____

_____

(2)

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2.1.4 Distinguish between the following terms:

(a) Physical and chemical soil properties

(2)

(b) Human resources and natural resources

(2)

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2.1.5 Discuss soil conservation in terms of planted cover crops and organic material in the soil.

(6)

2.1.6 Study the statement from the above article.

'Bignell divided the planted pastures into camps to be able to apply high-pressure grazing.'

(a) Name an ADVANTAGE of camps in animal production.

(1)

(b) Give THREE principles that she should take into consideration to make camps suitable for rotational grazing.

(3)

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(c) For the optimal development and utilisation of the cover crops, camps must be rested for long periods. Justify this farmer's decision.

(4)

2.1.7 'Cover crops increased the number of grazing days, because the planted pastures can be grazed more than once. They also increased the veld's carrying capacity.' Define the term *carrying capacity*.

(3)

2.1.8 In paragraph 5, high-pressure grazing is effectively applied using good record-keeping.

(a) Identify TWO TYPES of records that are kept.

(2)

(b) Explain the concept *good record-keeping*.

(3)

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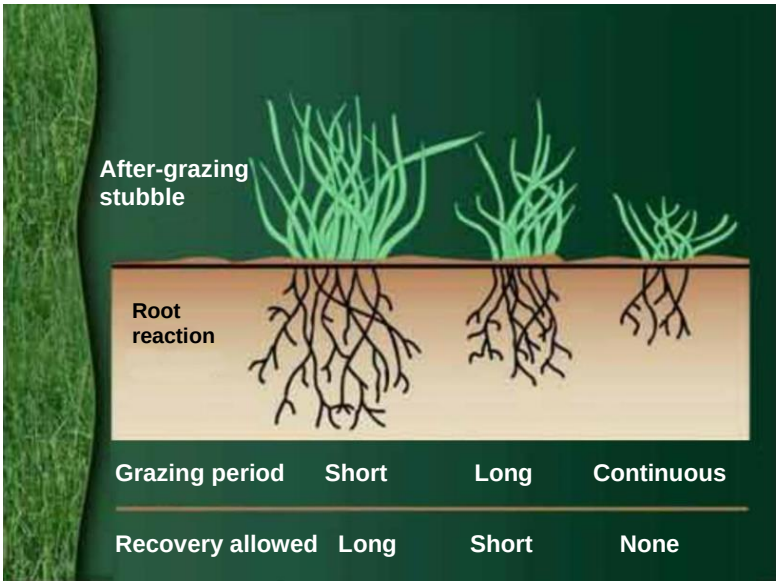
2.1.9 High-pressure grazing takes place when ruminants (cattle, sheep and goats) graze down a certain measured pasture at a very high density in a very short time.

In practice, ruminants will have utilised all pasture that they wanted to within about 12 to 14 days in a new camp. Hereafter they start eating the regrowth.

Use the illustration of grass production and root growth below to predict what would happen to the following if short high-pressure grazing is alternated with long rest periods.

Effect of high-pressure grazing on grass production and root growth



[<https://www.grainsa.co.za/upload/veldbestuur2014_10_02.jpg>]

(a) Size of clumps of grass

_____

(1)

(b) Grass production

_____

(1)

(c) Carrying capacity

_____

(1)

(d) Root growth

_____

(1)

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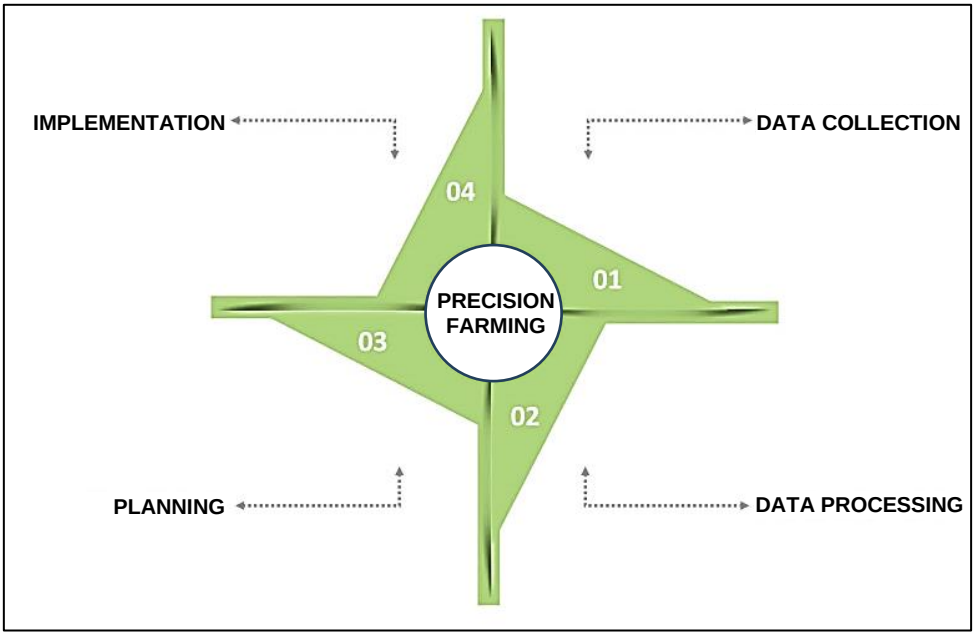
2.2 Carefully study the diagram below and answer the questions that follow.

The cycle of precision farming



[<https://laeveld.co.za/n-meer-effektiewe-wortelstelsel-vir-groter-opbrengste/>]

Precision farming is a management philosophy that uses technology, among other things, to gather information. In the diagram above, precision farming systems are summarised in four core actions. The first two actions involve the collection and processing of data to compile an integrated plan (action 3) for the successful implementation of the integrated plan (action 4).

2.2.1 List THREE technological aids (devices) that can be used in ACTION 1 to collect data.

_____

_____

_____

(3)

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2.2.2 In the case of a commercial farming system, record-keeping is done by storing records in a database (computer). Briefly explain the advantages of a database.

(5)

2.2.3 Explain why integrated planning should take place before ACTION 4 (implementation).

(3)

2.2.4 In ACTION 3, a farmer has to adjust or even replace the implements that are going to be used. Describe the decision-making steps that the farmer should follow to determine which implement is going to be used or replaced.

(3)
[50]

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QUESTION 3 SUSTAINABILITY, BUSINESS PLAN, ENTREPRENEURSHIP AND MARKETING

3.1 The following are examples of businesses in different agricultural sectors. Carefully study the pictures and answer the questions that follow.

BUSINESS A

Drying and sorting plant on fruit farm

[<https://southafrica.co.za/af/droog-van-vrugte-groente.html>]

BUSINESS B

Grape farming

[<https://www.netwerk24.com/netwerk24/toekoms-is-groener-as-n-john-deere-trekker-20160824>]

BUSINESS C

Veterinary services

[<https://cdn.24.co.za/files/Cms/General/d/7301/2b29e547622846d787156f8acdae297f.jpg>]

3.1.1 Identify the AGRICULTURAL SECTOR in which the following businesses operate.

BUSINESS A: _____

BUSINESS B: _____

(2)

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3.1.2 In your own words, state what is meant by the TERTIARY agricultural sector.

(2)

3.1.3 Businesses A and B are doing their annual *business survival strategy planning.*

(a) Business A has decided *to specialise in drying peaches.* Justify the business's decision.

(3)

(b) Business B has decided *to apply diversification by starting a wine cellar*. Justify this business's decision.

(3)

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3.2 Study the types of marketing below and answer the questions that follow.

TYPE A	TYPE B
[<https://www.google.com/url?sa=i&url=https%3A%2F%2Fwww.facebook.com%2Fgroups%2F192050688321761%2F&psig=AOvVaw15jmkA1o9OAWxdylfERaSZ&ust=1707997167379000&source=images&cd=vfe&opi=89978449&ved=0CBMQjRxqFwoTCMiq0M3fqoQDFQAAAAAdAAAAABAD>]	[<https://www.lekkeslaap.co.za/blog/plase-waar-jy-kan-oes>]

3.2.1 Name the type of free-market system used in TYPE A shown above.

_____

(1)

3.2.2 Briefly explain the advantages of TYPE A marketing shown above.

_____

_____

_____

_____

_____

_____

_____

(3)

3.2.3 A farmer uses TYPE A marketing and sends the ADVERTISEMENT via email to a target market. Identify this ADVERTISING METHOD.

_____

_____

(1)

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3.2.4 Explain the purpose of the type of advertising method identified in Question 3.2.3.

(2)

3.2.5 For a marketing plan to be successful, the farmer or marketer has to consider certain aspects of the consumer/buyer. Name TWO of these aspects.

(2)

3.2.6 A commercial farmer has decided against TYPE B MARKETING (page 18). Defend the farmer's decision.

(3)

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3.3 Study the advertisement below and answer the questions that follow.

[<https://www.lekkeslaap.co.za/>]

Visit Dew Cottage and experience a typical farm lifestyle on a fruit farm in the Little Karoo!
This self-catering farm cottage is situated on Vredenshoogte Farm outside Montagu and sleeps a family of 5 – even your dog is welcome!
In summer you can braai on the wooden deck and admire the farm views, and in winter you can sit cuddly at the fireside.
When you feel that you have picked enough figs, you can explore Route 62's wine farms, cycling routes and bathing places.

3.3.1 Identify TWO types of agritourism in the advertisement shown above.

_____

_____

(2)

3.3.2 Explain the term *agritourism*.

_____

_____

_____

_____

_____

_____

(3)

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3.4 Study the graphs below and answer the questions that follow.

GRAPH A

PRICE (R)	QUANTITY
0	0
2	2
4	4
6	6
8	8
10	10

GRAPH B

PRICE (R)	QUANTITY
10	0
8	2
6	4
4	6
2	8
0	10

[Adapted from:<https://www.economicshelp.org/blog/glossary/example-of-plotting-demand-and-supply-curve-graph/>]

3.4.1 Provide appropriate headings for GRAPH A and GRAPH B.

GRAPH A: _____

(1)

GRAPH B: _____

(1)

3.4.2 Explain the trend that can be seen in GRAPH B.

_____

_____

_____

_____

_____

_____

(2)

3.4.3 Distinguish between the terms *market equilibrium* and *oversupply*.

(3)

3.4.4 Name TWO factors that may affect the demand for a product.

(2)

3.4.5 Discuss the effect that a lower price (S_2) may have on sales.

(1)

3.4.6 Explain what could have caused the lower price (S_2) in Question 3.4.5.

(3)

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3.5 Carefully read the article below and answer the questions that follow.

A jumble of Acts regulate the South African wine industry – from the purchase and conservation of land to the bottle of wine on your shelf. What do they have in common? To protect humans and the environment.

Did you know that South Africa is ahead of the rest of the world as far as the regulation and traceability of wine are concerned?

'Consumers across the world want confirmation that the label on the wine they are drinking keeps its promise,' said Olivia Poonah, secretary of the Wine and Spirit Board, in a previous interview with WynLand. 'The systems of the South African wine industry to trace and confirm the origin of its wines are light years ahead of any other wine sector in the world.'

WHAT IS IN THE BOTTLE?

Look carefully when you next open your favourite wine – the seal around the neck of the bottle is the promise of the government and cellar to you that the liquid that you are about to drink indeed is what the label states it is.

The importance of a label on a product should not be underestimated at all, especially on food and meat. In the context of sustainable food production and food security, it is crucially important to put reliable and understandable label information on products.

CHERISH YOUR PEOPLE

Just as legislation protects the consumer, there are also laws to protect those helping to make the product, to regulate and protect the rights and responsibilities of employees and employers.

Other laws in the workplace include the National Health Act, the Occupational Health and Safety Act and the Employment Equity Act.

FROM YOUR POCKET

Apart from the costs and paperwork related to compliance to all these legal requirements, the government also collects funds from the wine industry in the form of, among other things, statutory levies and excise tax. The Marketing of Agricultural Products Act requires producers of wine grapes and wine to pay monthly statutory levies to the National Agricultural Marketing Council.

[Adapted and translated from article at <https://vinpro.co.za/wat-se-die-wet/>]

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3.5.1 In paragraph 3, reference is made to a specific regulation of the Foodstuffs, Cosmetics and Disinfectants Act. Name the regulation.

(1)

3.5.2 '... there are also laws to protect those helping to make the product, …'. Which legislation is referred to here?

(1)

3.5.3 The information that must be on the label of a product is regulated by law. List FOUR aspects that should be on the label.

(4)

3.5.4 Briefly explain the purpose of the following Acts:

(a) Marketing of Agricultural Products Act (Act 47 of 1996).

(2)

(b) Employment Equity Act (Act 55 of 1998).

(2)

[50]

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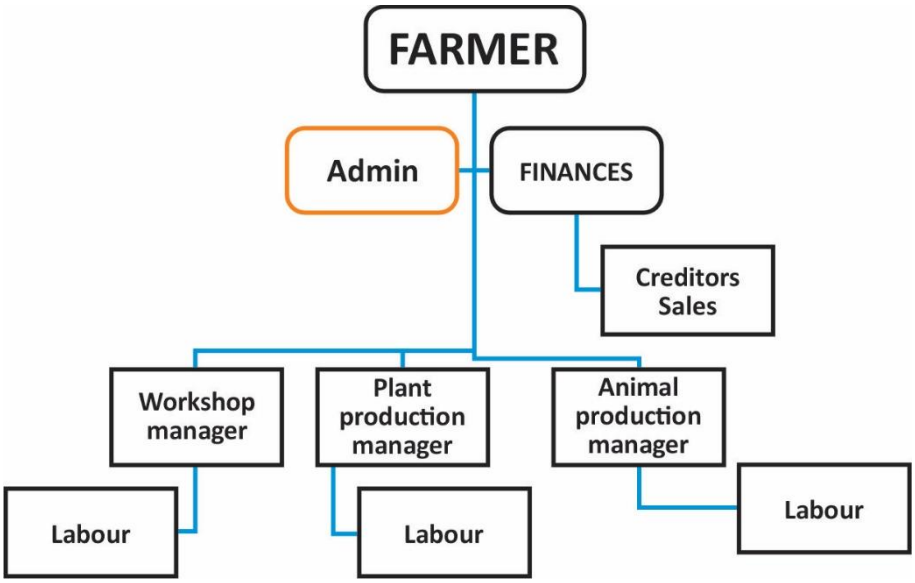
QUESTION 4 FARM MANAGEMENT, FINANCIAL PLANNING AND ADDING VALUE TO HARVESTS

4.1 The diagram below reflects the structure of a mixed commercial farming enterprise.



4.1.1 Identify the type of diagram that was used in the representation above to illustrate the business structure of the farming enterprise.

_____

(1)

4.1.2 In which TWO of the management tasks (motivation / control / coordinating and evaluation / planning / organising) would the above diagram be used most? Substantiate your answer.

_____

_____

_____

_____

_____

_____

_____

(4)

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4.2 Mechanical harvesting could reduce labour costs by up to 80% per hectare compared with manual harvesting.

4.2.1 List THREE disadvantages of mechanical harvesting.

(3)

4.2.2 Give THREE factors that should be taken into consideration in harvest planning.

(3)

4.2.3 Compare manual harvesting and mechanical harvesting in terms of productivity and initial cost during the harvesting process.

(4)

4.2.4 A farm's labour cost could very easily become the biggest expense. Name TWO ways in which this expense may be reduced.

(2)

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4.3 Read the article on quality control, grading and handling fresh produce below and answer the questions that follow.

ERRORS OF JUDGEMENT DURING QUALITY CONTROL SOMETHING OF THE PAST

Thanks to Clarifruit, the world's first platform for automatic quality control and data analysis has seen the light. This helps to eliminate human error when fresh produce is inspected and prevents great losses.

'Quality control is the cornerstone of the fresh-produce industry, but mostly it is still done manually using pen and paper. This actually provides little data to decision-makers. What we are trying to do is to reduce the number of shipments being rejected by receivers,' said Mr Elad Mardix, chairperson of Clarifruit. According to him, approximately 400 million transactions take place annually in the fresh-produce supply chain. Approximately 5% of these products are rejected completely and approximately 20% is sold at lower prices as a result of quality problems.

'This is a lose-lose situation, because sellers do not get the price they want and buyers do not get the quality they expected.'

According to Mardix, there are various problems with the current quality control system.

- Most shipments are inspected in fixed inspection rooms on the farm.
- The standards of buyers and sellers do not necessarily correspond.
- Quality control inspections are subject to subjective, human judgements.
- Chances are also good that the quality of the products decreases during the time they are being transported or stored.
- The quality of products is lost in the distribution channels.

[Adapted and translated from <https://www.pressreader.com/south-africa/landbou-weekblad-tegnologie/20201001/283205857154549>]

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4.3.1 Pre-harvest assessment is carried out to limit contamination of products.

Name TWO pre-harvest assessments that a farmer should carry out in each of the following sections:

- Harvest containers.

(2)

- Harvesting equipment.

(2)

4.3.2 Processed farm products should comply with certain legal requirements. The Agricultural Product Standards Act (Act 119 of 1990) regulates these requirements. Name TWO aspects that are regulated by the mentioned Act.

(2)

4.3.3 According to the article, quality control is the cornerstone of the fresh-produce industry. Justify this statement.

(3)

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4.3.4 'Chances are also good that the quality of the products decreases during the time they are being transported or stored.' (Paragraph 3)

(a) Name TWO characteristics of reliable transport.

_____

_____

(2)

(b) Describe TWO factors that would determine the method of storage.

_____

_____

_____

_____

(2)

(c) Give ONE method that may be used in the fresh-produce industry to store products effectively.

_____

_____

(1)

(d) Identify TWO disadvantages of fresh-produce small-scale storage.

_____

_____

_____

_____

(2)

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4.3.5 In the last sentence of the above article reference is made to 'distribution channels'.

Explain the term to clearly show the value and meaning of distribution channels.

(3)

4.4 The pictures below are examples of different methods to store grain.

METHOD A	**METHOD B**
[<https://www2.senwes.co.za/Files/main_Scenario/archive_articles/2009/Desember/Profiel/Profiel.htm>]	[<https://za.pinterest.com/pin/traditional-grainstorage-is-porous-to-pests—18999629652889760/>]

In which storage method is the moisture content managed best?
Substantiate your answer.

(2)

4.5 The pictures below are examples of different types of packaging materials.

A	**B**
[<https://m.facebook.com/photo.php?fbid=151608226605752&id=106396894460219&set=a.115223393577569&_rdr>]	[<https://packagingbee.com/blog/all-the-contributive-chocolate-covered-strawberries-packaging-ideas/>]

4.5.1 List THREE advantages of packed fresh produce.

_____

_____

_____

(3)

4.5.2 Explain the farmer's decision to transport and market strawberries in firm packaging.

_____

_____

_____

_____

(2)

4.5.3 The transportation of fresh produce and livestock has to comply with certain rules and regulations. Explain TWO requirements vehicles have to comply with when *livestock* are transported.

_____

_____

_____

(2)

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4.6 The pictures below are examples of two different processes that are used to extend the shelf life of farm products.

METHOD A	**METHOD B**
[<https://culinaryfarms.com/products/dried-tomatoes>]	[<https://image.slidesharecdn.com/cheesefermentation-200728193248/75/cheese-fermentation-1-2048.jpg?cb=1667954084>]

4.6.1 Identify a METHOD (A or B) shown above that is used in each of the following processes:

PRESERVATION: _____

PROCESSING: _____

(2)

4.6.2 Briefly explain how METHOD A in the picture above inhibits the growth of micro-organisms.

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_____

(1)

4.6.3 Distinguish between pasteurisation and sterilisation of products.

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_____

(2)
[50]

150 marks

Total: 200 marks

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ADDITIONAL SPACE (ALL QUESTIONS)

REMEMBER TO CLEARLY INDICATE WITH THE QUESTION THAT YOU HAVE USED THE ADDITIONAL SPACE TO ENSURE THAT ALL ANSWERS ARE MARKED.

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