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Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

SENIOR CERTIFICATE EXAMINATIONS/ NATIONAL SENIOR CERTIFICATE EXAMINATIONS

AGRICULTURAL MANAGEMENT PRACTICES

2019

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 11 pages.

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

- 1.1.1 C✓✓
- 1.1.2 A✓✓
- 1.1.3 B✓✓
- 1.1.4 C✓✓
- 1.1.5 A✓✓
- 1.1.6 B✓✓
- 1.1.7 C✓✓
- 1.1.8 C✓✓
- 1.1.9 C✓✓
- 1.1.10 D✓✓

(10 x 2) (20)

1.2 Match Column A and Column B

- 1.2.1 E ✓✓
- 1.2.2 I ✓✓
- 1.2.3 A ✓✓
- 1.2.4 J ✓✓
- 1.2.5 H ✓✓
- 1.2.6 F ✓✓
- 1.2.7 C ✓✓
- 1.2.8 D ✓✓
- 1.2.9 K ✓✓
- 1.2.10 G ✓✓

(10 x 2) (20)

1.3 Correct agricultural term

- 1.3.1 Depreciation ✓
- 1.3.2 Rain meter/rain gauge ✓
- 1.3.3 Budget ✓
- 1.3.4 Inventory ✓
- 1.3.5 Drying/dehydration ✓

(5 x 1) (5)

1.4 Underlined words

- 1.4.1 Turnover ✓
- 1.4.2 Contract ✓
- 1.4.3 Contour farming ✓
- 1.4.4 Texture ✓
- 1.4.5 Whole ✓

(5 x 1) (5)

TOTAL SECTION A 50

SECTION B**QUESTION 2: PHYSICAL AND FINANCIAL PLANNING****2.1 Attendance for a crop producing farm**

WEEK ENDING	03/02/19							10/02/19							17/02/19						
	DAYS							DAYS							DAYS						
Worker	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S
1								A	A	A	A										
2																					
3								A	A	A	A	A									
4																A	A	A			
5					A			A													
6										A											

Marking rubric

- Drawing = 1 mark ✓
- Correct entering of workers = 1 ✓
- Correct entering of week endings = 1 ✓
- Correct entering of absents on the correct dates = 2 ✓ ✓

(5)

2.1.2 Types of leave

- Worker 1 – family responsibility leave ✓
- Worker 2 – no leave taken ✓
- Worker 3 - sick leave ✓
- Worker 4 – study leave ✓
- Worker 6 – urgent private matters / special leave ✓

(5)

2.2 Grazing camps**2.2.1 FOUR principles for dividing veld into camps**

- Enough shelter in each camp ✓
- Drinking water available in each camp ✓
- Place watering point as close as possible to the centre of the camp ✓
- Combine veld types with the same potential and palatability ✓
- Waterways, rivers, swamps lands should be fenced off ✓
- Eroded areas should be fenced off ✓
- Fence dangerous areas/poisonous plants/quarry off ✓

(Any 4) (4)

2.2.2 THREE benefits of camps in fodder crop production

- Enables the farmer to apply crop rotation system ✓
- Crop rotation system will increase financial viability of a farm ✓
- Fodder crops can be planted to assist livestock production ✓
- Rest period for crop ✓
- Regrowth to take place ✓
- Increase the capacity ✓
- Possible to cut fodder crops ✓

(Any 3) (3)

2.3 Factors that determine the type of technology for a farm

- Nature of the farming system ✓ – intensive or high input systems require more advanced technology ✓
- Scale of the farming system ✓ – large scale farming systems require more machinery and technology ✓
- Income potential of the farming enterprise ✓ – higher income farms can support the purchase of expensive technology ✓ (6)

2.4 Capital**2.4.1 TWO advantages of personal funds**

- Freedom to use as needed ✓
- No interest to pay ✓ (2)

2.4.2 ONE disadvantages of personal funds

- Limited amount available as a saving ✓
- If the farmer uses all the savings and something with negative impact to the farm happen, the farmer will not have spare money to rectify the problem ✓

OR

- Future value of funds decreases ✓
- Due to a loss of interest on the savings ✓ (2)

2.5 Precision farming

- 2.5.1 Results obtain ✓ (1)
- 2.5.2 Analyse ✓ (1)
- 2.5.3 Plan ✓ (1)
- 2.5.4 Apply ✓ (1)

2.6 Precision farming – remote sensing**2.6.1 Soil maps**

- Soils can be treated to each crop input management ✓ and purpose ✓ (2)

2.6.2 Variable rate technology (VRT)

- Precision/precise location save costs ✓
- Less harmful to environment ✓ (2)

2.6.3 Water stress

- Better irrigation management ✓
- Application of water when needed ✓ (2)

2.7 Agricultural resources

- Natural resources ✓ – 3 000 ha of land in total ✓
- Capital ✓ – use to purchase extra 1 000 ha ✓
- Human resources ✓ – labourers employed ✓ (6)

2.8 **Factors to consider when combining labour and mechanisation**

- Cost ✓
- Efficiency ✓
- Social contributing factors – provision of employment in an area ✓
- Quality of produce ✓
- Time lines/time frame ✓

(Any 3) (3)

2.9 **Information on soil samples**

- Farmer will know exactly the amount and or type of fertiliser to apply ✓
- That reduces the fertiliser costs on the farm ✓
- The correct fertilisers can increase the yield and productivity ✓
- Better information to decide on the type of crop cultivated ✓
- Give indication of type of implements to obtain/use on the specific field ✓

(Any 4) (4)
[50]

QUESTION 3: ENTREPRENEURSHIP, RECORDING, MARKETING, BUSINESS PLANNING AND ORGANISED AGRICULTURE**3.1 Financial recording documents****3.1.1 Distinguish between
(a) Source document**

- Source document is a source of financial information ✓
- Used in financial records to keep track of expenditure and income ✓ (2)

(b) Income statement

- Income statement is a financial document compiled at the end of a period ✓
- On expenditures and income ✓
- To determine profit or loss ✓ (3)

3.1.2 Source documents

- Cash slips ✓
- Invoices ✓
- Cheques ✓
- Receipts ✓
- Cash vouchers ✓
- Bank deposit slips/book ✓
- Proof of EFT ✓
- Withdrawal slip ✓ (Any 2) (2)

3.2 Marketing**3.2.1 Define target market**

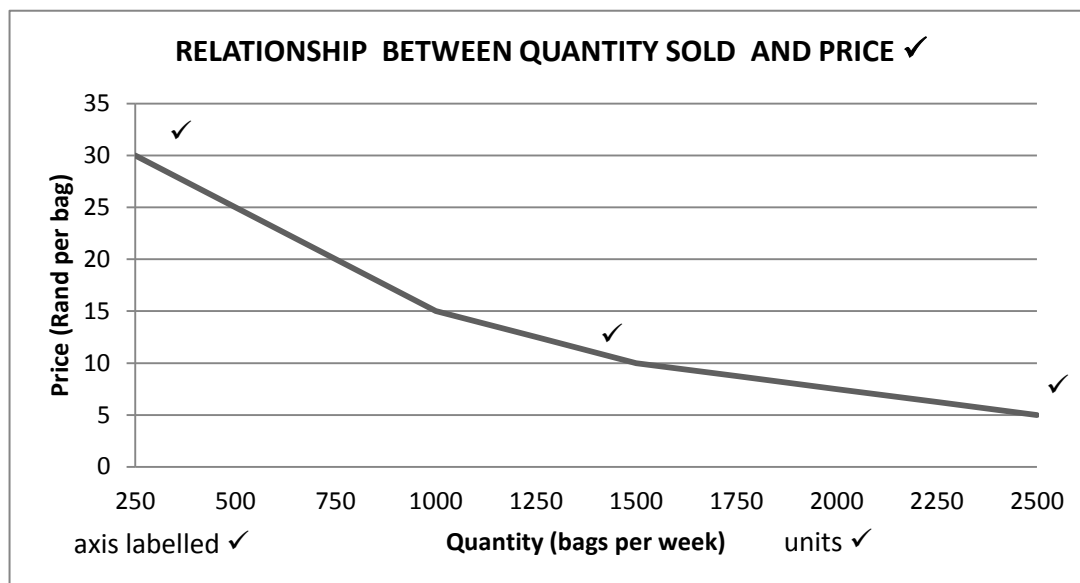
- It is a specific market selected by the business enterprise ✓
- On which to concentrate its marketing efforts ✓ (2)

3.2.2 Name and description of aspects in the marketing mix

- Product ✓
 - Type of product you are selling ✓
 - The quantity of the product ✓
 - The quality/grade of the product ✓ (Any 1)
- Price ✓
 - Decide/determine the price of the product you are selling ✓
- Place ✓
 - Place/marketing channel of the market for selling ✓
 - Type of market for your product ✓
 - Distance to the market ✓ (Any 1)
- Promotion ✓
 - Different methods of advertising the product ✓
 - Different promotion actions of the product ✓ (Any 1) (8)

3.3 Price setting

3.3.1 Demand



Marking rubric

CRITERIA	MARKS
1. Appropriate heading	1
2. Axis's correct labelled	1
3. Points are plotted accurately Straight line (250;30 – 1 000;30) Straight line (1 000;15 – 1 500;10) Straight line (1 500;10 – 2 500;5)	3
4. Units at both axis	1

(6)

3.3.2 Relationship between demand and price

- Low demand leads to low prices ✓
- High prices leads to low demand ✓
- High demand leads to high prices ✓
- Low prices leads to high demand ✓

(4)

3.3.3 Price and justification

- R5,00 ✓
- Because 2 500 bags were bought by consumers ✓

(2)

3.3.4 Effect of market price on quantity of products marketed

- Lower market prices will lead to less products supplied to the markets ✓
- Higher market prices will lead to increase in products supplied to the markets ✓
- Staple food will always in demand and farmers will send these products within certain price ranges ✓
- Farmers tend to supply products to markets with higher prices even though they are far/distance away (more costs) ✓

(4)

3.4 Evaluating a business opportunity in agriculture industry

- Design ✓ – one mark for any relevant design of the score card

Factors include:

- The time it takes for the product to be ready for consumers ✓
- The value of the product ✓
- The risks involved ✓
- Uniqueness of the product ✓
- Whether the business venture matches the personal skills and goals of the entrepreneur ✓
- The profits or returns to be made ✓

(Any 5) (6)

3.5 Cash Flow Statement**3.5.1 Closing balance for February and March**

$$\begin{aligned} \text{a) February} &= \text{R7 200,00} + (-\text{R10 000,00}) \checkmark \\ &= -\text{R2 800,00} \checkmark \end{aligned}$$

(2)

$$\begin{aligned} \text{b) March} &= -\text{R2 800,00} + \text{R27 500,00} \checkmark \\ &= \text{R24 700,00} \checkmark \end{aligned}$$

(2)

3.5.2 Advice on changes of income

- Try to cut expenses /try to increase in income ✓
- Processing of excess products ✓
- Sign contracts to market products at different times of the year/hedging of products ✓
- Utilise saved capital ✓

(Any 2) (2)

3.6 Organisations in Agriculture

3.6.1 Commission agent ✓

(1)

3.6.2 Processor ✓

(1)

3.6.3 Cooperatives ✓

(1)

3.6.4 Transnational companies ✓

(1)

3.6.5 Wholesaler ✓

(1)

[50]

QUESTION 4: HARVESTING, PROCESSING, MANAGEMENT AND AGRITOURISM**4.1 Advantages of method of harvesting**

MANUAL HARVESTED	MACHINE HARVESTED
Cheap ✓ Selective harvesting ✓ Less damage to product ✓	Quick ✓ High productivity ✓ Larger areas ✓

(6)

4.2 FIVE reasons for sorting

- To separate marketable and non-marketable products ✓
- To separate the products for various processing plants ✓
- To separate products into quality and classes ✓
- To facilitate control ✓
- To make packaging easier ✓
- To simplify marketing ✓

(Any 5) (5)

4.3 Transport in delivering agriproducts**4.3.1 Methods of transport used to deliver products**

- Roads ✓
- Railroad ✓
- Air ✓
- Water ✓

(4)

4.3.2 FIVE factors determining the choice of transport

- The further products have to travel the more reliable transport must be used ✓
- Type of transport will have a direct influence on marketing cost ✓
- Bulk transport is needed for products selling in bulk ✓
- Nature of products determine the type of transport ✓
- Speed of delivery of the product will determine the type of transport ✓
- Perishability of the product will decide the type of transport/perishable products need specialised transport ✓
- Larger quantity of product needs larger transport vehicles ✓
- The destination of the product can have big influence on the type of transport used ✓

(Any 5) (5)

4.4 Methods/type of cooling

- Cold air cooling ✓
- Hydro cooling ✓
- Direct cooling / surface cooling ✓
- Ice packs ✓

(Any 3) (3)

4.5 Value adding**4.5.1 Identify processing method**

- a) Milling ✓
- b) Salting and drying ✓
- c) Filtration/Drying ✓
- d) Heat and fermentation ✓
- e) Heat and spicing ✓

(5)

4.5.2 The uses heating techniques**a) Pasteurisation**

- Moderate to high temperature ✓ (50 to 75 °C)
- Applied for a longer period ✓

(2)

b) Sterilization

- Very high temperature ✓ (Above 100°C)
- Applied for a very short period ✓

(2)

4.6 FOUR elements for effective decision-making

- Identifying problem/area of concern ✓
- Determine resources available ✓
- Solutions/alternatives available ✓
- Cost and result of decision ✓

(4)

4.7 TWO methods of internal motivation

- Bonuses ✓
- Incentives ✓
- Certificates ✓
- Token of appreciation ✓

(Any 2) (2)

4.8 Agritourism**4.8.1 Farm stay holiday**

- Tourists visit farm facilities ✓
- To experience farm activities themselves ✓

(2)

4.8.2 Ecotourism

- Tourists travel to natural areas within the farm ✓
- To learn about the people's lifestyles and natural history of the environment ✓

(2)

4.8.3 Domestic tourist

- Domestic/Native/South African tourist ✓
- Visiting other places within their country/South Africa ✓

(2)

4.9 Steps from harvesting to marketing

Mentioned product – examples can be used for:

- Harvesting ✓
- Grading ✓
- Processing ✓
- Packaging ✓
- Selling ✓

(Any 4) (4)

4.10 Determining expiring date of processed products

- Date of processing ✓
- Method used for processing ✓
- Number of days for specific product and process ✓

(Any 2) (2)
[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200