

Confidential



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

**NATIONAL
SENIOR CERTIFICATE**

GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

NOVEMBER 2025

MARKS: 200

TIME: 3 hours

This question paper consists of 18 pages.

INSTRUCTIONS AND INFORMATION

1. This question paper consists of TWO sections.
2. Answer ALL the questions in the ANSWER BOOK.
3. Read the questions carefully and answer ONLY what has been asked.
4. Number the answers correctly according to the numbering system used in this question paper.
5. You may use a non-programmable calculator.
6. Show ALL the steps in the calculations.
7. Start EACH question on a NEW page.
8. Write neatly and legibly.

SECTION A**QUESTION 1**

1.1 Various options are provided as possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question numbers (1.1.1 to 1.1.10) in the ANSWER BOOK, e.g. 1.1.11 D.

1.1.1 The soil condition when pore spaces are saturated with water is called ...

- A precipitation.
- B evaporation.
- C water runoff.
- D waterlogging.

1.1.2 If the carrying capacity of the veld is 8 ha/LSU, the farmer can graze ... LSU on 500 ha without deteriorating the veld.

- A 62,5
- B 63
- C 62
- D 70

1.1.3 Part of the total cost component NOT assigned to any micro-enterprise:

- A Overhead costs
- B Fixed costs
- C Production costs
- D Variable costs

1.1.4 Currency value of the agricultural production during an accounting period:

- A Gross production
- B Gross income
- C Profit
- D Break-even point

1.1.5 The operational plan in a farm business plan also focuses on the ...

- A number and type of employees.
- B recruitment of suitable personnel.
- C summary of the enterprise details.
- D monitoring of performance and ensuring quality control.

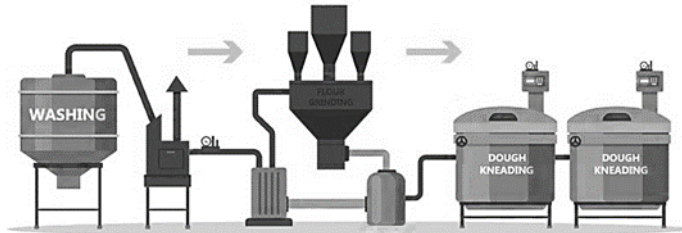
- 1.1.6 Identify the statement in the SWOT analysis that is regarded as a strength for the farming enterprise:
- A Consumers do not have easy access to the market
 - B High demand for a product
 - C Many producers selling the product
 - D Production of high-quality products
- 1.1.7 On a farmer's checklist for financial recordkeeping, the Income Statement must be compared to the year-to-date budget on a ... basis.
- A yearly
 - B monthly
 - C weekly
 - D daily
- 1.1.8 To determine the liquidity of a farm, the difference between the ... is calculated.
- A assets and liabilities
 - B income and expenditure
 - C profit and loss
 - D loan and monthly payments

1.1.9 Which ONE of the illustrations below shows secondary conversion during product processing?

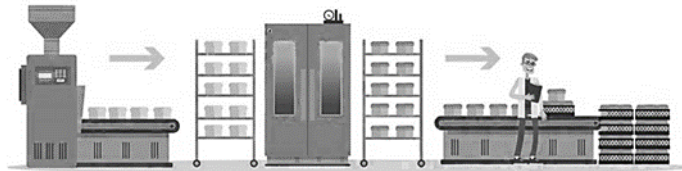
A



B



C



D



1.1.10 The main reason for the cooling of agricultural products during distribution to various market outlets, is to ...

- A reduce the weight for easier transport.
- B reduce the volume for easier transport.
- C improve the taste for consumers.
- D prevent it from perishing.

(10 x 2) (20)

- 1.2 Choose a description from COLUMN B that matches a term/phrase in COLUMN A. Write only the letter (A–L) next to the question numbers (1.2.1 to 1.2.10) in the ANSWER BOOK, e.g. 1.2.11 M. Use each description in COLUMN B only ONCE.

COLUMN A		COLUMN B	
1.2.1	Camps	A	a dream for future aims of the enterprise with the focus on energy and resources
1.2.2	Texture		
1.2.3	Drone	B	proof that a farmer receives when banking money
1.2.4	Consumer Protection Act, 2008 (Act 68 of 2008)	C	promotes a fair, accessible and sustainable marketplace
1.2.5	Vision	D	method of harvesting food products
1.2.6	Marketing	E	selling of a product at a higher price far away from the farm
1.2.7	Deposit slip	F	fenced-off areas used for effective utilisation by grazing livestock
1.2.8	Blanching		
1.2.9	Hand-picking	G	increase of the interest rate on borrowed money
1.2.10	Financial risk	H	the process of planning, production, pricing, promotion and distribution of goods and services
		I	list of all the assets on a farm
		J	used in vegetable processing to stop enzyme action
		K	a characteristic of soil that is permanent and cannot be changed
		L	a device that allows farmers to gather information to be used in precision farming and livestock management

(10 x 2) (20)

- 1.3 Give the CORRECT agricultural term(s) for each of the following descriptions. Write only the term(s) next to the question numbers (1.3.1 to 1.3.5) in the ANSWER BOOK, e.g. 1.3.6 Recording.
- 1.3.1 A term used by management that refers to the production output of the labour force in a specific period
- 1.3.2 When the total value of a farming enterprise's Income Statement is negative
- 1.3.3 The process of gathering information about consumers' needs and preferences
- 1.3.4 A source document that specifies what a buyer must pay the seller according to the seller's payment terms
- 1.3.5 A characteristic of this preservation method is the formation of ice crystals that can lead to tissue damage (5 x 1) (5)
- 1.4 Change the UNDERLINED WORD(S) to make the following statements TRUE. Write your answer next to the question numbers (1.4.1 to 1.4.5) in the ANSWER BOOK, e.g. 1.4.6 Fixed capital.
- 1.4.1 Veld improvement is a contributing factor to soil degradation.
- 1.4.2 A rain gauge measures daily temperature in a greenhouse.
- 1.4.3 A marketing plan is a tool that helps a farmer to evaluate the business for future prospects.
- 1.4.4 Physical labour refers to decision-making and management initiatives in farming activities.
- 1.4.5 Workers that handle agricultural products should have a good understanding of grading to prevent contamination. (5 x 1) (5)

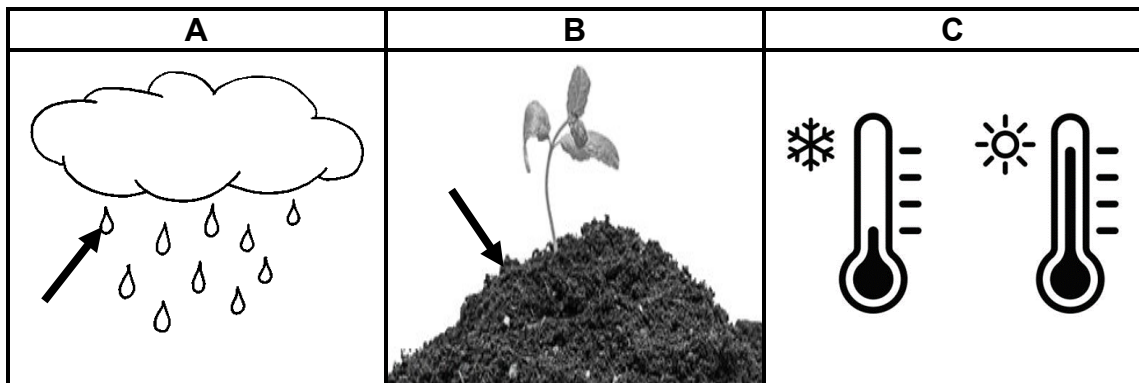
TOTAL SECTION A: 50

SECTION B

QUESTION 2: PHYSICAL FARM PLANNING

Start this question on a **NEW** page.

2.1 Study the factors below that restrict the capability of land to produce food.



2.1.1 Identify the factors that restrict the capability of land to produce food in each of the following sentences. Write down the letters (A–C) next to the question numbers (2.1.1(a) and 2.1.1(b)).

(a) Serves as a growth medium and a source of plant nutrients (1)

(b) Dissolves nutrients in the soil for absorption by plant roots (1)

2.1.2 Name the processes in plant growth on which FACTOR C has an influence. (3)

2.2 Discuss the effects of photo period (daylight length) on crop and animal production. (4)

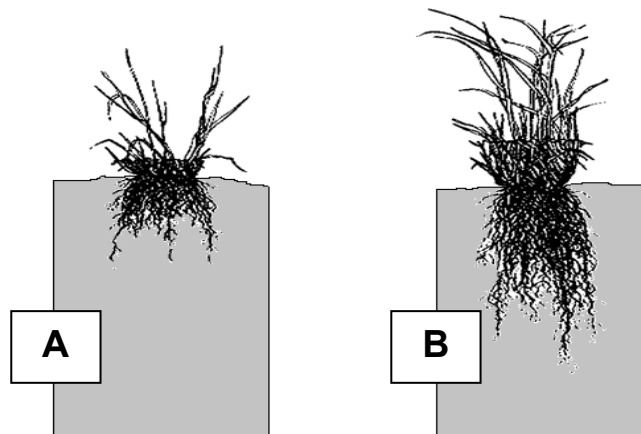
2.3 Three types of capital are used in agriculture, as described below.

TYPE OF CAPITAL	DESCRIPTION
A	Items that cannot be moved from one place to another
B	Items that are consumed within a period of less than a year
C	Items that can be moved from one place to another

2.3.1 Identify EACH type of capital indicated as **A**, **B** and **C** respectively. (3)

2.3.2 Name the problems associated with capital as a resource. (3)

2.4 The pictures below show good and bad veld management.



2.4.1 Deduce TWO possible grazing practices that led to the result displayed in PICTURE B. (2)

2.4.2 Explain the effect of the following factors on production when referring to veld usage for grazing:

(a) Palatability (2)

(b) Topography (2)

(c) Erosion (2)

2.5 Differentiate between *soil degradation* and *soil pollution* by using suitable examples. (4)

2.6 The table below indicates different farming methods.

OVERVIEW OF FARM	FARM A	FARM B	FARM C
Size of land:	2 500 ha	2 ha	100 ha
Provision of feed:	Animals are solely dependent on natural pastures	Provides commercial feed	Provides feed and allows animals to graze on natural pastures
Buildings:	None	Environmentally controlled buildings for livestock	Erected buildings for livestock
Equipment:	Does not need expensive equipment	Requires water troughs, feeder troughs and ventilators	Requires water troughs, feeder troughs and ventilators

2.6.1 Identify farming methods **A**, **B** and **C** as shown in the table above. (3)

2.6.2 Describe the environmental concerns with reference to the farming method used on FARM B. (4)

2.6.3 State the benefits of the farming method used on FARM A. (2)

2.7 Farmworkers' ill health can negatively affect a farming enterprise. Classify the result of the workers' ill health in the examples below as indirect or direct.

Examples of farmworkers' ill health in a farming enterprise:

2.7.1 Absentees at a business that provides essential services to the farm (1)

2.7.2 Absenteeism of a farm worker due to illness (1)

2.7.3 Absenteeism of a farm worker due to illness of a family member (1)

2.7.4 Absentees at a company that supplies infrastructure to the farm (1)

2.8 Read the scenario below and answer the questions that follow:

Crime in South Africa threatens the tourism sector. Tourists are in danger of being kidnapped, assaulted or robbed. Some farms have improved their infrastructure and installed surveillance equipment in high-risk areas. Farmers have started to deploy citizen patrols to keep strangers at bay. Agritourism can only be successful if tourists feel safe while visiting our country.

- 2.8.1 Identify, in the scenario above, THREE methods that can be used to ensure the safety of tourists. (3)
- 2.8.2 Describe how crime can affect the agritourism sector in South Africa. (4)
- 2.8.3 Select, from the list below, the type of tourists represented by the pictures. Write ONLY the type of tourist next to the letters (A–C). Each type may only be used ONCE.

product route tourist; educational tourist; cultural tourist;
adventure tourist

A



B



C



(3)
[50]

QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING, PRICE DETERMINATION AND THE MANAGEMENT PROCESS

Start this question on a NEW page.

- 3.1 Aims and objectives is a section of the business plan that contains production and financial goals specific to the business. The goals must comply with the SMART principles of setting business objectives.
- 3.1.1 Indicate what the letters of the SMART acronym represents. (5)
- 3.1.2 Explain why a goal like *increase sales* is considered a vague goal. (2)
- 3.2 Define the term *entrepreneur*. (2)
- 3.3 Businesses and business opportunities in agriculture can be divided into different sectors.
- Examples of the different sectors:
- Insurance company
 - Forestry
 - Agritourism
 - Implement suppliers
 - Sugarcane farmers
 - Dried fruit production
- Name the agricultural sector and give ONE example from the list above that corresponds with the descriptions in QUESTION 3.3.1 and QUESTION 3.3.2 below.
- 3.3.1 Provision of goods and services (2)
- 3.3.2 Adds value to agricultural products to deliver a marketable product (2)
- 3.4 Critically analyse how the concept of *diversification* contributes to business survival. (4)
- 3.5 Niche markets are markets where the farmer produces an agricultural product intended for a particular market segment.
- 3.5.1 State TWO ways in which a farmer can make a niche market venture more profitable. (2)
- 3.5.2 Differentiate between *niche marketing* and *mass marketing*. Copy the table below into the ANSWER BOOK and complete it.

NICHE MARKETING	MASS MARKETING

(4)

3.6 The following are different descriptions of the various types of competition that exist in the agricultural business sector:

- Businesses that offer an alternative product or replacement product that customers may use instead of yours
- Businesses that use the same products with a different purpose than yours
- Businesses offering the same product or service as yours in the same market
- Businesses not currently in your market, but that have the capability to enter the market

Choose the description from the list above that BEST matches the type of competition indicated below.

3.6.1 Direct competition (1)

3.6.2 Indirect competition (1)

3.7 The table below indicates the number of bags of an agricultural product that was sold per week at different prices.

PRICE PER BAG (R)	NUMBER OF BAGS SOLD PER WEEK	INCOME (R)	COST (R)
8,00	3 000	24 000	2 800
9,00	2 500	22 500	2 800
10,00	2 000	20 000	2 800
11,00	1 500	16 500	2 800
12,00	800	9 600	2 800
13,00	335	4 355	2 800

3.7.1 Deduce, from the table above, a factor that will influence the demand for the agricultural product. (1)

3.7.2 State the influence of the factor deduced in QUESTION 3.7.1 regarding the demand for the agricultural product. (1)

3.7.3 Explain how the increasing price of the product affects the profit of the enterprise, based on the information provided in the table above. (2)

3.8 The selling price of a product is R3 000 per ton, the fixed cost is R4 800 per hectare and the variable cost is R2 050 per hectare.

3.8.1 Calculate the break-even point (BEP).

$$\text{BEP} = \frac{\text{Fixed cost}}{\text{Price} - \text{Variable cost}} \quad (2)$$

3.8.2 Describe what the result will be in respect of the business's profit or loss if the yield is 7 ton/ha and when the yield is 4 ton/ha. (2)

3.9 The following are channels of free marketing:

- Internet marketing
- Auction sales
- Farm-gate marketing
- Fresh-produce market
- Contract marketing

Match the channels of free marketing above with the descriptions below.

3.9.1 An agreement or arrangement to sell directly to a wholesaler (1)

3.9.2 Goats, sheep and cattle are sold to the highest bidder (1)

3.9.3 Goods are advertised and sold online (1)

3.10 Describe how cooperation between farmers and product organisations can benefit farmers. (2)

3.11 Name the management role that relates to the following scenarios:

3.11.1 Awarding a bonus for achieving a production target (1)

3.11.2 Developing a business plan for a new enterprise (1)

3.11.3 Arranging farm workers into work teams based on specific skills (1)

3.11.4 Recording staff leave in the leave register (1)

3.12 Explain why planning is referred to as a dynamic process. (2)

3.13 The document below shows part of a contract between a farmer and a farm worker.

CONTRACT OF EMPLOYMENT	
1. Particulars of employer:	
1.1 Name:	XXX XXXXXX
1.2 ID:	...1187
2. Particulars of employee:	
2.1 Name:	ZZZ ZZZZZZ
2.2 ID:	...6078
3. Job title:	Machine operator
4. Payment details:	
4.1 Mode of payment:	Monthly EFT
4.2 Amount:	R4 500,00
5. Terms of employment:	
5.1 Duration of contract:	2 Jan 2025 until resignation/retirement
5.2 Working hours:	08:00 to 16:00
5.3 Leave:	Fifteen days paid leave per annum
6. Protective clothing:	None
<i>Employee's signature:</i> _____ 02/01/2025 <i>Employer's signature:</i> _____ 02/01/2025	

- 3.13.1 Describe the term *contract of employment*. (2)
 - 3.13.2 Deduce, from the document above, the type of farm worker who had to sign the contract based on the terms of employment. Give a reason for your answer. (2)
 - 3.13.3 State TWO ways in which the farmer can improve the economic conditions of farm workers. (2)
- [50]**

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

Start this question on a NEW page.

4.1 TYPES OF FARM WORKERS

seasonal worker; full-time worker; occasional worker;
financial worker; part-time worker

Identify, in the list above, the type of worker a farmer will employ to do the work listed below. Each type of worker can be used only ONCE.

- 4.1.1 Milking cows every morning and every evening (1)
- 4.1.2 Building a shed for the housing of cows (1)
- 4.1.3 Worker is needed to milk the cows when the milker (worker that milks cows) is on sick leave (1)
- 4.1.4 Worker comes to work on the farm for two months every year during shearing time or for the pruning of trees (1)

4.2 The Freshness Vegetable Shop buys one hundred cabbages from Farmer Z for R7,00 per cabbage. The shop pays the farmer cash for the cabbages.

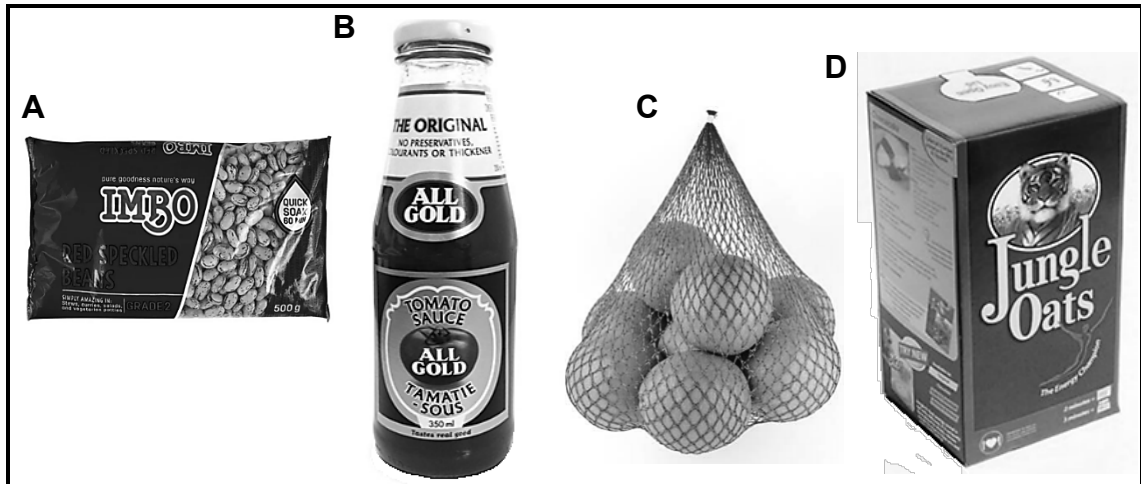
4.2.1 Complete the receipt below for the above transaction. Write only the question numbers (4.2.1(a) to 4.2.1(c)) and the missing information in the ANSWER BOOK.

FARMING ENTERPRISE	RECEIPT
Received from _____	(a) _____
the amount of: _____	(b) _____
for: _____	(c) _____
_____ Farmer Z	

- 4.2.2 State the disadvantages of a cash payment. (3)
- 4.2.3 Name a better form of payment, except cash payment, and give its advantage. (2)

- 4.3 Explain the purpose of a partial budget. (2)
- 4.4 Distinguish between *fixed cost* and *variable cost*. (4)
- 4.5 Briefly discuss the influence of labour planning on worker efficiency, based on the following aspects:
- 4.5.1 Planning of the production process (2)
 - 4.5.2 Physical planning of the farming units (2)
 - 4.5.3 Daily planning (2)
- 4.6 State the main aspects of planning that a farmer must take into consideration before harvesting a crop. (2)
- 4.7 Name factors that must be managed when handling produce to ensure that the consumer gets high-quality products. (2)
- 4.8 Name the visual attributes that are used in the grading and sorting of fruit and vegetables. (4)
- 4.9 Describe the benefits of storing grain on the farm compared to marketing the grain directly to the consumer after harvesting. (2)
- 4.10 State the factors that farmers must consider when doing market research before starting a value-adding enterprise for a product. (3)
- 4.11 Describe the advantages of smoking as a food (product) preservation method. (2)

4.12 The pictures below show different types of products and packaging.



4.12.1 Classify the products shown above according to their type of packaging. Copy and complete the table below by writing the letter (A, B, C or D) under the applicable heading. Each letter can only be used ONCE.

TYPES OF PACKAGING		
STURDY PACKAGING	SEMI-SOLID PACKAGING	FLEXIBLE PACKAGING

(3)

4.12.2 Identify in PICTURES A–D above a product that is preserved. Motivate your answer.

(2)

4.12.3 Identify in PICTURES A–D above a product that is most vulnerable to spoilage. Give a reason for your answer.

(2)

4.13 State aspects which need to be considered when deciding on packaging material for a product.

(3)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200