



# basic education

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

## **NATIONAL SENIOR CERTIFICATE**

**GRADE 12**

**AGRICULTURAL MANAGEMENT PRACTICES**

**NOVEMBER 2025**

**MARKING GUIDELINES**

**MARKS: 200**

**These marking guidelines consist of 14 pages.**

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

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

(10 x 2) (20)

**1.2 Matching items**

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

(10 x 2) (20)

**1.3 Agricultural terms**

- 1.3.1 Productivity ✓
- 1.3.2 Loss ✓
- 1.3.3 Market research ✓
- 1.3.4 Invoice ✓
- 1.3.5 Freezing ✓

(5 x 1) (5)

**1.4 Underlined words**

- 1.4.1 Deterioration/degradation/overgrazing ✓
- 1.4.2 Thermometer ✓
- 1.4.3 Business plan ✓
- 1.4.4 Mental ✓
- 1.4.5 Hygiene ✓

(5 x 1) (5)

**TOTAL SECTION A: 50**

**SECTION B****QUESTION 2: PHYSICAL FARM PLANNING****2.1 Factors that restrict the capacity of land to produce food****2.1.1 Identify factors**

- (a) B ✓ (1)  
(b) A ✓ (1)

**2.1.2 Name the processes that Picture C has an influence on plant growth**

- Respiration ✓
- Transpiration ✓
- Absorption of nutrients ✓
- Photosynthesis ✓ (Any 3) (3)

**2.2 Discuss effects of photo period on crop and animal production**  
**Crop**

- Each crop has a specific minimum amount of light ✓ that it must receive to produce or grow ✓
- This depends on the amount of daylight needed ✓, because crops are divided into summer or winter crops ✓
- Longer daylight length can result in higher production ✓, provided conditions are favourable ✓

**Animal**

- Certain animals will only show signs of oestrus ✓, when daylight is shortening in South Africa ✓ (Any 2 x 2) (4)

**2.3 Capital****2.3.1 Identify type of capital**

- A = Long-term capital / fixed capital ✓
- B = Short-term capital / working / floating capital ✓
- C = Medium-term capital / movable capital ✓ (3)

**2.3.2 Name the problems associated with capital as a resource**

- Overcapitalisation ✓
- Undercapitalisation ✓
- Capital is expensive ✓
- Capital is scarce ✓
- Collateral / security for loan may not be enough ✓ (Any 3) (3)

**2.4 Grazing and management****2.4.1 Deduce TWO grazing practices that led to PICTURE B**

- Adhere to correct carrying capacity / prevent overgrazing ✓
  - Practise rotational grazing / prevent continuous grazing ✓
  - Rest camps / winter camp ✓
- (Any 2) (2)

**2.4.2 Explain the effect of the following factors on production when referring to veld usage for grazing****(a) Palatability**

- The tastier the veld, the more the animals will eat ✓
  - A higher intake will lead to higher production ✓
- (2)

**(b) Topography**

- Steep inclines make accessibility of grazing difficult ✓
  - animals use more energy on steep inclines that will lead to lower production ✓
- (2)

**(c) Erosion**

- Grazing fields with high eroded patches/areas will have less grass available thus ✓
  - eroded areas need to be fenced off that result in less grazing area ✓
- (2)

**2.5 Differentiate with suitable examples****Soil degradation**

- Is the loss of soil quality and productivity ✓
  - caused by pollution, erosion, cultivation ✓
- (2)

**Soil pollution**

- Is the contamination of the soil with chemical / physical / biological substances that disturb the natural balance of the soil ✓
  - like fertilizers, pesticides, herbicides, containers, animal residue ✓
- (2)

**2.6 Farming methods****2.6.1 Identify the farming methods**

- A – Extensive farming method ✓
  - B – Intensive farming method ✓
  - C – Semi-intensive farming method ✓
- (3)

**2.6.2 Describe environmental concerns of Farm B**

- Pollution of air and soil ✓
  - Compromised animal welfare ✓
  - Contaminated water sources ✓
  - Accumulation of waste material ✓
  - Degradation of natural resources ✓
- (Any 4) (4)

**2.6.3 Give the benefits of Farm A**

- Less labour required / labour saving ✓
- Less capital per unit required / Less capital required ✓
- Lower input costs / lower production costs ✓
- Less spread on transmittable diseases ✓
- No need for extra resources than natural resources ✓

(Any 2) (2)

**2.7 Classify workers ill-health as direct or indirect.**

2.7.1 Indirect ✓

(1)

2.7.2 Direct ✓

(1)

2.7.3 Direct ✓

(1)

2.7.4 Indirect ✓

(1)

**2.8 Agritourism****2.8.1 Identify THREE methods to ensure tourists safety from the scenario**

- Improved infrastructure ✓
- Installing surveillance equipment in high-risk areas ✓
- Deployed citizen patrols / Keep strangers at bay ✓

(Any 3) (3)

**2.8.2 Describe how crime can affect the agritourism sector**

- More money spent on security measures ✓
- Reduces demand on tourism / reduction in tourist arrivals ✓
- Hinder growth of tourism ✓
- It gives a negative image of the country ✓
- Loss of income due to less visitors ✓
- Detrimental long-term viability demand of the sector ✓
- Nearby communities will be negatively affected ✓

(Any 4) (4)

**2.8.3 Select the type of tourists**

- A – Cultural tourist ✓
- B – Adventurous tourist ✓
- C – Educational tourist ✓

(3)

**[50]**

**QUESTION 3: BUSINESS PLANNING, ENTREPRENEURSHIP, MARKETING,  
PRICE DETERMINATION AND THE MANAGEMENT PROCESS****3.1 Business plan****3.1.1 Indicate what the letters of the SMART acronym represents**

- S – Specific ✓
- M – Measurable ✓
- A – Achievable ✓
- R – Realistic ✓
- T – Time framed ✓

(5)

**3.1.2 Explain why “increase sales” is considered a vague goal**

- It is not measurable ✓ because it does not indicate how much sales will increase ✓
- It is not time framed ✓ because it does not show the period ✓

(Any 1 x 2) (2)

**3.2 Define entrepreneur**

- It is someone who identifies a need ✓ and then sells a product or offers a service that will satisfy the need ✓

**OR**

- It is someone who can identify a business opportunity, ✓ and then have the courage to take the risk and manage it ✓

(Any 1) (2)

**3.3 Business sectors in agriculture****3.3.1 Provision of goods and services****Sector:**

- Tertiary agricultural sector ✓

(1)

**Example:**

- insurance company ✓ **OR** implement suppliers ✓ **OR** agritourism ✓

(Any 1 example) (1)

**3.3.2 Adds value to agricultural products****Sector:**

- Secondary agricultural sector ✓

(1)

**Example:**

- e.g. dried fruit production ✓

(1)

**3.4 Critically analyse how the concept of diversification contributes to business survival**

- Diversification refers to an increase in the number of branches or enterprises ✓ that contribute to the total income of a farm ✓
- Diversification involves the production of various specialised products ✓ from a basic product within a specific branch ✓
- Diversification involves specialisation to supply various products ✓ to ensure food security ✓
- Diversification reduce the financial risks of a farm business ✓✓ (Any 2 x 2) (4)

**3.5 Niche market****3.5.1 Name TWO ways to make a niche market more profitable**

- Creating focused marketing campaigns ✓
- Knowing the target audience ✓
- Addressing consumers' needs ✓
- Assess your competition ✓ (Any 2) (2)

**3.5.2 Differentiate between niche marketing and mass marketing**

NICHE MARKETING	MASS MARKETING
Targets a specific market ✓	Targets the total market ✓
Usually a unique product with a specific group in society ✓	Different products with different groups in society ✓
Competition is relatively low ✓ (Any 2)	Competition is high ✓ (Any 2)

(4)

**3.6 Types of competition in the agricultural business sector****3.6.1 Direct competition**

- Businesses offering the same product or service as yours in the same market ✓ (1)

**3.6.2 Indirect competition**

- Businesses that use the same products with a different purpose as yours ✓ (1)

**3.7 Supply and demand on price****3.7.1 Deduce factor influencing demand**

- Price ✓

(1)

**3.7.2 State influence of price on demand**

- As the price of the product increases, the demand for the product decreases ✓

**OR**

- As the price of the product decreases, the demand for the product increases ✓

(1)

**3.7.3 Explain how increasing price of the product affects profit of the enterprise**

- At a higher price of R12,00 per bag less profit will be made ✓ because 800 bags are sold ✓
- As the price increases, the enterprise's profit decreases, ✓ because fewer products are sold ✓

(Any 1 x 2) (2)

**3.8 Calculate break-even point**

3.8.1 Break-even point =  $\frac{\text{Fixed cost}}{\text{Price} - \text{Variable cost}}$

$$= \frac{\text{R4 800,00}}{\text{R3 000,00} - \text{R2 050,00}} \quad \text{OR} \quad = \frac{\text{R4 800,00}}{\text{R950,00}}$$

$$= 5,05 \text{ ton/ha} \quad \checkmark \text{ (unit is essential)}$$

**Rubric**

- Correct substitution of values ✓ and answer with unit ✓

**OR**

- Only answer with unit ✓✓

(2)

**3.8.2 Describe what the result will be to the business's profit or loss**

- At 7 ton/ha the business will make a profit ✓
- At 4 ton/ha the business will make a loss ✓

(2)



**3.9 Match the channel of a free marketing system**

3.9.1 Contract marketing ✓ (1)

3.9.2 Auction sales ✓ (1)

3.9.3 Internet marketing ✓ (1)

**3.10 Describe the benefits of cooperation between farmers and product organisations**

- Farmers have better market access through joint marketing or distribution ✓
- There is greater contractual leverage between buyers of their products and suppliers of agricultural inputs ✓
- There is more efficient production through better access to technical knowledge and risk management mechanisms ✓
- Makes credit more available to farmers through negotiation with the bank ✓
- Organise discount on behalf of the farmers on input costs ✓
- Assist farmers to see market trends by providing market information ✓
- Advertise agricultural products as a whole to increase farmers' sales ✓

(Any 2) (2)

**3.11 Name management role****3.11.1 Awarding a bonus for achieving a production target**

- Motivation ✓ (1)

**3.11.2 Developing a business plan for a new enterprise**

- Planning ✓ (1)

**3.11.3 Arranging farm workers into work teams based on specific skills**

- Organising ✓ (1)

**3.11.4 Recording staff leave in the leave register**

- Control ✓ (1)

**3.12 Explain why planning is referred to as a dynamic process**

- Planning must be repeated as conditions change ✓
- because agricultural production is a changing process ✓
- due to technological advancements or ✓
- because of changing marketing trends ✓
- due to climate change ✓

(Any 2) (2)

**3.13 Labour****3.13.1 Describe the term contract**

- A legally binding document ✓
- between the employer and employee on the aspects of the work ✓ (2)

**3.13.2 Deduce type of farm worker**

- Permanent / full-time worker ✓

**Reason**

- The contract will terminate at retirement ✓ (2)

**3.13.3 State TWO ways of improving the economic conditions of farm workers**

- Paying better wages ✓
- Providing incentives (bonuses) for workers ✓
- Providing education and training to workers ✓
- Entering into partnership deals with workers ✓
- Paying overtime ✓

(Any 2) (2)  
**[50]**

**QUESTION 4: FINANCIAL PLANNING, RECORDING, HARVESTING, VALUE ADDING AND PACKAGING****4.1 Identify the type of farm worker**

- 4.1.1 Full-time worker ✓ (1)  
4.1.2 Occasional worker ✓ (1)  
4.1.3 Part-time worker ✓ (1)  
4.1.4 Seasonal worker ✓ (1)

**4.2 The Freshness Vegetable Shop's transaction with Farmer Z****4.2.1 Complete receipt**

- (a) Freshness Vegetable Shop ✓ (1)  
(b) R700,00 ✓  
Seven hundred rand only / Seven hundred rand and zero/null cents ✓ (2)  
(c) 100 cabbages ✓ (1)

**4.2.2 State the disadvantages of a cash payment**

- Cash can be lost ✓
- Cash can be stolen ✓
- A short paper trail makes recordkeeping difficult ✓
- Can lead to corruption and tax evasion ✓ (Any 3) (3)

**4.2.3 Name better forms of payment**

- Electronic payment (EFT, Virtual card, Bankcard) ✓
- Advantage** (1)
- Easy payment ✓
  - Safe payment ✓
  - Electronic payment leaves a long paper trail that makes recordkeeping easy ✓ (Any 1) (1)

**4.3 Explain purpose of a partial budget**

- Compare costs and expenses ✓ of two enterprises ✓
- Compare the variable costs of two enterprises ✓ to determine the income and expenditure ✓ (Any 1 x 2) (2)

**4.4 Distinguish between fixed cost and variable cost by using a table**

<b>FIXED COST</b>	<b>VARIABLE COST</b>
<ul style="list-style-type: none"> <li>• Cost that is unchangeable over the short term ✓</li> <li>• Costs that cannot be avoided in the short term ✓</li> <li>• Costs that do not depend on the size and/or intensity of production ✓</li> </ul>	<ul style="list-style-type: none"> <li>• Costs that can change within the framework of a particular production structure ✓</li> <li>• Costs that are avoidable in the short term ✓</li> <li>• Costs that change according to the size and/or intensity of production ✓</li> </ul>
(Any 2)	(Any 2)

(4)

**4.5 Briefly discuss the influence of labour planning on worker efficiency based on:****4.5.1 Planning of the production process**

- Peak times in labour requirement need to be spread ✓ over different branches to ensure less labour is required ✓

(2)

**4.5.2 Physical planning of farming units**

- Farm buildings erected closer to each other result ✓ in less time consumed when moving between buildings and workers can complete tasks faster ✓

(2)

**4.5.3 Daily planning**

- Priority tasks should be completed first depending on skills and available labour ✓ a proper labour division increase the productivity of the labour ✓

(2)

**4.6 State the main aspects of planning before harvesting a crop**

- Time of harvest / start date and end date ✓
- Harvesting method ✓
- Facilities and equipment needed / protective clothing ✓
- Labour requirements ✓
- Financial aspects ✓
- Transport required ✓
- Grading and/or sorting according to market requirements ✓

(Any 2)

(2)

**4.7 Name factors that must be managed when handling produce**

- Wastage ✓
- Water resources ✓
- Health of workers ✓
- Hygiene practises ✓
- Handling of product ✓
- Packaging of product ✓
- Transport of product ✓

(Any 2)

(2)

- 4.8 **Name visual attributes used in grading and sorting of fruit and vegetables.**
- Size ✓
  - Colour ✓
  - Shape/ stage of development ✓
  - Texture / freshness ✓
  - Diseases and pests ✓
  - Damage ✓
  - Cleanliness ✓
- (Any 4) (4)
- 4.9 **Describe the benefits of grain storage compared to direct marketing**
- Avoids selling grain when prices are low ✓
  - Allows for more control over harvest operations / increased harvest efficiency / lower transport costs ✓
  - Allows for intermittent cash flow ✓
  - Allows for staggered sales ✓
  - Diversify price risk ✓
  - Helps manage income for tax purposes ✓
- (Any 2) (2)
- 4.10 **State the factors to consider when doing market research before starting value adding enterprise for a product**
- Government policies and regulations ✓
  - Socio-economic conditions ✓
  - Level of business skills among the people ✓
  - Financial support from the bank or other financial institutions ✓
  - The availability and cost of infrastructure ✓
  - Market development ✓
  - Access to appropriate technology ✓
- (Any 3) (3)
- 4.11 **Describe the advantages of smoking as food (product) preservation method**
- Inhibit growth of bacteria and fungi through moisture reduction ✓
  - Smoke helps keep bacteria-carrying-insects away during the storing / drying process ✓
  - Imparts flavour to the food ✓
- (Any 2) (2)

**4.12 Packaging****4.12.1 Classify according to type of packaging**

<b>STURDY PACKAGING</b>	<b>SEMI-SOLID PACKAGING</b>	<b>FLEXIBLE PACKAGING</b>
B✓	D✓	A/C✓

(3)

**4.12.2 Identify the product that is preserved**

- B ✓

(1)

**Motivation**

- The container is airtight / glass, no access to micro-organisms ✓
- Tomato sauce went through secondary conservation process ✓
- Tomato sauce has a long shelf life ✓

(Any 1) (1)

**4.12.3 Identify the product most vulnerable to spoilage**

- C ✓

(1)

**Reason**

- The netted bag allows free access to micro-organisms that can cause spoilage ✓

(1)

**4.13 State the aspects to be considered when deciding on packaging material**

- Type of product that must be packaged ✓
- Type of material that must be used for packaging ✓
- Purpose of the packaging ✓
- Cost implications ✓
- Equipment required ✓
- Whether the packaging is to be formed in the packaging line or in advance ✓

(Any 3) (3)

**[50]**

**TOTAL SECTION B: 150**  
**GRAND TOTAL: 200**