higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

MARKING GUIDELINE

NATIONAL CERTIFICATE (VOCATIONAL)

AGRIBUSINESS
NQF LEVEL 4

28 November 2023

This marking guideline consists of 7 pages.

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SECTION A

QUESTION 1

1.1 B
1.2 D
1.3 C
1.4 A
1.5 D
1.6 A
1.7 C
1.8 B
1.9 A
1.10 D

(10 × 1) **[10]**

QUESTION 2

2.1 True
2.2 False
2.3 False
2.4 False
2.5 False

(5 × 1) **[5]**

QUESTION 3

3.1 F
3.2 E
3.3 G
3.4 A
3.5 K
3.6 B
3.7 D
3.8 H
3.9 L
3.10 C

(10 × 1) **[10]**

QUESTION 4

4.1 an agriculture extension officer/mentor
4.2 stock density/carrying capacity
4.3 decreases
4.4 Accountability
4.5 passing trade

(5 × 1) **[5]**

TOTAL SECTION A: 30

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SECTION B

QUESTION 5

5.1 5.1.1
- Learnerships are programmes of learning and training that lead to an occupational qualification. ✓✓
- Training agreement between the learner, the employer and the training provider (2)

5.1.2
- Cash grants
- Tax incentives (2)

5.1.3 The Commission for Conciliation, Mediation and Arbitration (CCMA). (1)

5.1.4
- The Commission for Conciliation, Mediation, and Arbitration (CCMA) resolves disputes✓ between employers and employees✓ fairly and equitably.✓
- They do so through CONCILIATION as they attempt to reach an agreement between both parties.✓
- If conciliation fails, the CCMA attempts to resolve the dispute by MEDIATING between the two parties.✓
- If the employer and employee continue to disagree, the CCMA can act as a judge to settle the dispute (ARBITRATION).✓ (6)

5.2.1 A primary source✓ (first-hand information) refers to obtaining information directly✓ from customers✓ via:
- Using questionnaires
- Talking to customers
- Talking to distributors, retailers, brokers and agents
- Conducting interviews
- Conducting focus groups
- Studying and observing competitors
- Studying and observing competitors
- Using consultants, advisors and mentors
- Hiring students to conduct a survey

(Any TWO examples)✓✓

A secondary source✓ is derived from two sources: printed materials and contacts made through the use of statistical and descriptive data.✓

Printed material✓ is prepared and published by someone else,✓ for example:
- Census reports
- Trade magazines and journals
- Newspapers and journals
- Libraries and resource centres
- Books and magazines on the industry

(Any TWO examples)✓✓

Contacts✓ such as:
- Industry and trade associations (14)

- Chambers of commerce
- Local information centres (Any TWO examples)✓✓

5.2.2
- Consumer preferences
- Competitors
- Size of the market
- Proximity of the market
- Infrastructure
- Demographic trends
- Population and income trends (Any 5 × 1) (5)

[30]

QUESTION 6

6.1
- The objectives
- The constraints
- The alternatives
- The forecast
- The choices
- How the objectives are applied

(Any correct alternative answer) (6)

6.2 6.2.1 This is not the case.✓
If she registers as a VAT vendor,✓ the R5,20 per bottle must be paid over to SARS✓ and cannot be retained by Sammy;✓ this will not affect her profits.✓ (5)

6.2.2
- It is considered simpler and more standardised than a traditional tax
- It has fewer compliance requirements
- It is a continues revenue stream for government
- Set off inflationary tendencies
- Applies to all living and visiting the country

(Any correct alternative answer) (4)

6.3

Broken hygiene rules	Possible solutions
• Unsterilised containers are used.✓	• Before usage, containers should be sterilised.✓
• Cutting and de-feathering done in the same place.✓	• The cutting area and the de-feathering region should be kept separate.✓
• Inadequately sterilised or cleaned equipment is used.✓	• Equipment that has been inadequately sterilised or cleaned must be cleaned and sterilised correctly.✓
• A container is used to clean hands.✓	• Use flowing water and sterile soap to wash your hands.✓
• Doors are always left open.✓	• Keep all doors closed at all times.✓
• The door is made of steel.✓	• Use wire gauze in front of all open windows and doors.✓

(10)

(Any relevant 5 × 2)

6.4 Management or employers should:

- ensure that the working environment is suitable;
- recognise employees for their contributions;
- know every worker;
- reward effort and excellence; and
- make sure there is team building. (5)

[30]

QUESTION 7

7.1

KHUMALO ENTERPRISE
INCOME STATEMENT FOR THE YEAR ENDING 31 DECEMBER 2022

FARM INCOME	R	C	
Cucumber sales	1 950 000	00	✓
TOTAL INCOME	1 950 000	00	✓
EXPENDITURE			
Seedlings	12 900	00	✓
Fertilizers	180 000	00	✓
Herbicides	1 200	00	✓
Insecticides	4 500	00	✓
Fungicides	1 800	00	✓
Sticker	420	00	✓
Buffer	240	00	✓
Foliar feed	750	00	✓
Repair maintenance and equipment	12 000	00	✓
Fuel/oil	540	00	✓
Electricity	30 000	00	✓
Labour	450 000	00	✓
Transport	36 000	00	✓
Harvest costs	9 000	00	✓
Packaging	33 000	00	✓
Storage	9 000	00	✓
Marketing cost	9 000	00	✓
Total expenses	790 350	00	✓
Profit/Loss	1 159 650	00	✓✓

(22)

7.2 Comparing your cash (analysis) book to the bank statement to ensure that all figures in your cash book match those in the bank. (2)

7.3
- Income
- Expenditure
- Balance

(To make provision for the determinations as per basic accounting principles) (3)

7.4
- Break-even pricing
- Pricing to the market
- Pricing to your costs (3)

[30]

QUESTION 8

8.1 **KHUMALO ENTERPRISE BUDGET**

Item description	Value/Tunnel	Total value (1.5 Tunnels)
Income	**R**	**R**
Green pepper sales	R1 950 000	R 2 925 000 ✓
Total income	**R1 950 0000** ✓	**R 2 925 000** ✓
Costs incurred		
Seedlings	R12 900	R 19 350 ✓
Fertilizer	R180 000	R 270 000 ✓
Herbicides	R1 200	R 1 800 ✓
Pesticides	R4 500	R 6 750 ✓
Fungicides	R1 800	R 2 700 ✓
Sicker	R420	R 630 ✓
Buffer	R240	R 360 ✓
Foliar feed	R750	R 1 125 ✓
Repair maintenance and equipment	R12 000	R 18 000 ✓
Fuel/ oil	R540	R 810 ✓
Electricity	R30 000	R 45 000 ✓

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Labour	R450 000		R 675 000	✓
Transport	R36 000		R 54 000	✓
Harvest costs	R9 000		R 13 500	✓
Packaging	R33 000		R 49 500	✓
Storage	R9 000		R 13 500	✓
Marketing costs	R9 000		R 13 500	✓
Total costs	**R 790 350**	✓✓	**R1 185 525**	✓✓
Gross margin	**R 1 159 650**	✓✓	**R 1 739 475**	✓✓

(28)

8.2
- Cash (analysis) book
- Petty cash book

(2)
[30]

TOTAL SECTION B: 120
GRAND TOTAL: 150

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