



EKUKHANYENI
RELIEF PROJECT

NURTURE. TOMORROW. TOGETHER

Agri-Business
Training

Food & Nutrition Security &
Early Childhood Development

NPC 2005/035291/08 PBO 930026782

Ekukhanyeni.org

Agri-Business Training /

10Day AgriSETA Accredited Agri-Business Training

Unit Standard Title: Apply basic agricultural enterprise selection principles

Unit Standard ID: 116158

Unit Standard Title: Identify the need for capital and understand the need for the recording of the income and different costs in an agri-business

Unit Standard ID: 116159

Unit Standard Title: Demonstrate an understanding of the importance of marketing



What will participants learn?

Unit Standard Title: Identify & Explain Permaculture Principles

Unit Standard ID: 116150

NQF Level 1 | 8 credits

Unit Standard 116158

Specific Outcome 1: Name natural resources required for the selection of the relevant enterprise.

- Soils are examined and suitability for cultivation is assessed.
- Water sources are identified
- Climatic conditions are identified and described
- Basic vegetation types are identified
- The topography of the site is recognised and described.

Specific Outcome 3: Identify appropriate crops and/or animals for the relevant enterprise.

- Different livestock or crop types are described.
- Characteristics of the different types are explained
- Different uses of the different types are identified
- The suitability of infrastructure for livestock or crops is determined.

Specific Outcome 5: Identify harvest practice within the relevant enterprise.

- A characteristic of harvesting practices is described.
- Harvesting practices are understood.
- Importance of health and hygiene is understood.
- Importance of quality is understood.

Specific Outcome 2: Describe infrastructure requirements for the selection of the relevant enterprise.

- Types of infrastructure are described.
- The role and function of infrastructure is understood.
- The availability of infrastructure is determined.
- The suitability of landscape for infrastructure is determined.

Specific Outcome 4: Identify production cycle within relevant enterprise.

- Characteristics of a production cycle are described.
- The different production cycles are compared.
- The appropriate production cycle is described correctly.
- Implementation of the production cycle is observed and reported on.

Specific Outcome 6: Identify post-harvest practice within relevant enterprise.

- Characteristics of post-harvest practices are described.
- Post-harvesting practices are understood.
- Importance of health and hygiene is understood
- Importance of quality is understood.

Unit Standard 116159

Specific Outcome 1: Describe the need for investment capital, where it can be acquired and how it can be categorised within an Agri-business

- The need for capital within a business environment is explained.
- An effective understanding of where money/capital is coming from and where money/capital is going to are demonstrated.
- The ability to deposit money in a financial institution is demonstrated.
- The ability to withdraw funds from a financial institution is demonstrated.
- A basic understanding of assets, liabilities and owners' equity in a business is demonstrated by using the basic balance sheet and defining the different sub-sections.
- Possible sources for capital such as banks, own capital, etc. are described.

Specific Outcome 3: Describe the flow of costs in an Agri-business.

- The different costs, including fixed and variable, and direct and indirect costs, are defined with acceptable examples given.
- The flow of cost in a production environment is described.
- The different types of stock in a production process related to agriculture are described.

Specific Outcome 5: Provide inputs to a simple record keeping system for an Agri-business and be able to extract managerial information from it.

- Income is recorded correctly, using correct formats.
- Correct information for material, labour, direct and indirect costs is recorded correctly and accurately whilst using the correct formats.
- Profit/loss identified & the reasons explained.
- The ability to formulate basic managerial decisions from the record keeping system is demonstrated.

Specific Outcome 2: Explain the flow of money in an Agri-business

- Financial inputs related to capital, material, labour, overheads, etc. are identified and described.
- Different costs such as material, labour, direct overheads and indirect overheads in an Agri-business are described.
- The importance of a profit in a business is described.
- An understanding that profit as a managerial goal is not restricted to financial profit is demonstrated.

Specific Outcome 4: Identify the basic components of financial information & record-keeping system & the basic administration procedures regarding source documents.

- Reasons why there is a need for a record-keeping system are demonstrated.
- The need for an effective record-keeping system is motivated.
- An understanding of different source documents to be used to compile financial information is demonstrated and examples are given.
- The basic concepts of a financial record-keeping system is described and used such as the recording of income, costs and a cashbook.

Unit Standard 116164

Specific Outcome 1: Understand what is meant by “marketing concept”

- An understanding of the “marketing concept” is demonstrated.
- The role of price is demonstrated.
- The role of demand and supply within marketing processes is demonstrated.
- The importance of quality of products/services within the marketing process is identified
- An awareness of the legal environment that impacts within the marketing process is demonstrated.

Specific Outcome 3: Identify the principles and factors of demand and supply and therefore basic price formulation

- An ability to identify internal and external factors impacting on supply (production side) is demonstrated.
- An ability to identify internal and external factors impacting on demand (needs of clients) is demonstrated.
- An understanding of how the factors impacting on the demand and supply of agricultural products and services, may impact on prices is demonstrated.
- How price changes may impact on the production process are demonstrated and understood

Specific Outcome 2: Understand the differences between and the value of demand and production driven farming practices

- The ability to identify and define the relevance and relationship between demand and supply for a specific agricultural commodity is demonstrated.
- An awareness of the dangers involved within production-driven agricultural production is demonstrated.
- An awareness of the need for and advantages of demand-driven agricultural production is demonstrated.
- The importance of and the need for quality products and services are defended.

Specific Outcome 4: The principles of marketing as demonstrated by the needs of customers/clients

- The role of the quality of the product/service within the demand for the product/service is recalled
- The role of the packaging of the product within the demand for the product as well as pricing of it is recalled.
- The role and value of promotional aspects within the marketing process are recalled.
- The role of the pricing of the product/service within the marketing process is recalled.
- The role of ‘place’ or distribution of the product/service within the marketing process is recalled.
- The importance of quality and dedicated people within the marketing process are recalled.





EKUKHANYENI
RELIEF PROJECT

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