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**NATIONAL  
SENIOR CERTIFICATE**

**KEREITI 12**

**LOETSE 2021**

**DISAENSE TSA TEMO P2**

**MATSHAO: 150**

**NAKO: 2½ dihora**



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Pampiri ena e n le maqephe a 14.

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**DITAELE LE TLHAISO LESENG.**

1. Pampiri ena e na le di karolo tse PEDI eleng KAROLO ya A le ya B.
2. Di KARABO TSOHLE di lokela ho hlahella ho BUKENG YA DIKARABO.
3. Qala potso ENGWE le ENGWE leqepheng le LETJHA.
4. Nomora di karabo tsa hao ho ya ka tsela eo di potso di nomorilweng ka yona pampering ena.
5. O dummelehile ho ka sebedisa khalekhuleita e seng porokeramebole (non-programmable).
6. Bontsha dipalo tsa hao TSOHLE ha mmoho le di fomula moo ho hlokehang.
7. Ngola ka makgethe, mosebetsi e be o balehang.

**KAROLO YA A****POTSO 1**

1.1 Ho fanwe ka dikgetho tse fapaneng e le dikarabo tse phosebole dipotsong tse latelang. Kgetha karabo mme o ngole alefabethe feela (A-D) pela di nomoro tsa dipotso (1.1.1 ho fihlela ho 1.1.10) BUKENG YA HAO YA DIKARABO, mohlala 1.1.11 B

1.1.1 Molao wa palamente o laolang konteraka ya khiro.

- A Molao wa Labour Relations
- B Molao wa Employment Equity
- C Molao wa Basic Conditions of Employment
- D Molao wa Occupational Health and Safety

1.1.2 Porinsepole ya management e sebediswang ho lekola hore direresultse di tswelletse le digoule di fihlelletswe.

- A Ho controla
- B Ho plana
- C Ho oganaesa
- D Ho directa

1.1.3 Leqheka le bohlokwa la ho maneja diriske indastering e fetohang jwalo jwalo.

- A Inshoreense
- B Flexibility
- C Speshaliseishene
- D Hedging

1.1.4 Diporodakte tse leng inelasetiki ho ya ka demande:

- (i) Ke ntho tsa laksari
- (ii) Ha dina disubstitjhute.
- (iii) Di nka karolo e kgolo ya budgete ya moreki
- (iv) Ke ditlhoko

Kgetha Khombinashene e NEPAHETSENG.

- A (i), (ii) le (iii)
- B (i), (iii) le (iv)
- C (i), (ii) le (iv)
- D (ii), (iii) le (iv)

1.1.5 Fana ka ntho ele NGWE ho tse latelang e seng karolo ya marketing mikse?

- A Ho prorosesa
- B Porodakethe
- C Poraese
- D Sebaka

1.1.6 Ditateme tse latelang di apolaya ho eco-labeling.

- (i) E dumella bareki ho bona hore projusara e sebedisa diporakthisi tse nepahetse tsa temo
- (ii) E sejediswa ke bo rapolasi ba oganiki
- (iii) E khonsente ka ho nyolla diporofete
- (iv) Ke tsela e saseteinebole ya maketing

Kgetha Khombinashene e NEPAHETSENG:

- A (i), (ii) le (iii)
- B (i), (iii) le (iv)
- C (i), (ii) le (iv)
- D (ii), (iii) le (iv)

1.1.7 ... ha se mohlala wa kho-oparethife ya temo.

- A Kho-opharethife ya ho reka
- B Kho-opharethife ya porodakshene
- C Kho-opharethife ya maketing
- D Kho-opharethife ya sapolae

1.1.8 Idiye ya hore tereite e itseng ya motswadi a le mong enang le alele tse pedi diya arohana ebe alele elengwe e fetisetswa ho ngwana ke porensipole ya Mendel ya:

- A Hybridiseishene
- B asotemente e indiphendente
- C Segregashene
- D Dominense

1.1.9 Ditereiti tse linkileng di ngata ho phoofolo tse tona ho feta tse tshedi ...

- A di alele tsohle tse ho X khromosoumu di dominante
- B di alele tsohle tse ho Y khromosoumu di resesife
- C alele e resesife ho X Khromosoumu di tla dula di porojusa di tereiti tsena
- D alele efe kapa efe e ho Y khromosoumu e tla ba kho-dominante e nang le alele e metjhang le ya X khromosoumu

1.1.10 Tsela ya selekshene e hlokang mokgwa wa ho rekhota o lokileng haholo ho etsa implementashene e atlehileng.

- A Progeni
- B Pedigri
- C Masse
- D Famili

(10 x 2) (20)

- 1.2 Bontsha hore e kaba polelo tse KHOLAMONG YA B di tsamaelana le ditlhaloso tse KHOLAMONG ya A. Ngola feela tlhaku (A–H) pela nomoro ya potso (1.2.1–1.2.5) BUKENG YA DIKARABO, mohlala 1.2.6 I.

COLUMN A	COLUMN B
1.2.1 E shebane le khareketharisitiki tse khwalitheitifi.	A Multi segment marketing
1.2.2 E ba teng populeisheneng ha hona le vaieishene e teng digeneng.	B Sekementeishene ya makete
1.2.3 Seterategi sa maketing moo khampani e lekang ho fumana bareki ba bangata prodaketheng elengwe.	C Maketing ya khoopharetifi
1.2.4 Maketing ya porojuse e itshetlehileng ho puli sisetemo hwa tlhaiso ho	D Poly genes
1.2.5 Khoodineishene e atlehileng le ho kopanywa hwa di resose ho eketsa porofete.	E Aleles tse ngata
	F Managemente
	G Organising
	H Prepotency

(5 x 2) (10)

- 1.3 Fana ka lentswe LE LENG le hlalolang ke di tlhaloso tse latelang. Ngola lentswe feela pela nomoro ya potso (1.3.1–1.3.5) BUKENG YA DIKARABO.

- 1.3.1 Mekhenisimo ya lefutso moo alele tse pedi tse dominante di hlalolang ka ho phethahetseng ho fenotiepe
- 1.3.2 Ho hlaha hape hwa khareketarisitiki ka mora ho nyamela digenereishene tse ngata
- 1.3.3 Nete ya tjehelete e le kanang e lekanang le e tswang bisineseng
- 1.3.4 Tumellano pakeng tsa dipatisipente tse lehlakoreng lele leng la makete ho nyolla , ho theola kapa ho stabiliesa diporaese moo
- 1.3.5 Dokhumente e fanang ka esetimeishene ya tjehelete e kenang le e tswang Nakong e behilweng

(5 x 2) (10)

1.4 Tjhentjha mantswe a SEHELLETSWENG MELA ho polelo ka nngwe ho dipolelo tse latelang ho di fetola NNETE. Ngola karabo feela pela nomoro ya potso (1.4.1–1.4.5) BUKENG YA DIKARABO.

1.4.1 Mutaeshene e bolela phapang pakeng tsa diindivujwale tsa sepise sele seng.

1.4.2 Maketing ke ho tjentjha hwa digootse ho fumana tjelete.

1.4.3 Basebetsi ba Khejuale ba hiretswe ho etsa di thaske tse phetaphetwang polasing.

1.4.4 Kheshe Folou setatemente ke samari ya di asete le di laebilithi tsa bisinese.

1.4.5 Nete wefe e bolela tjelete kapa disebediswa tse bolokuweng kapa tse akhumuletilweng ke polasi ho sebediswa ho prodakeshene porosese. (5 x 1) (5)

**MATSHWAO KAOFELA A KAROLO YA A: 45**

**KAROLO YA B****POTSO 2: AGRICULTJHARALE MANEGEMENTE LE MAKETING**

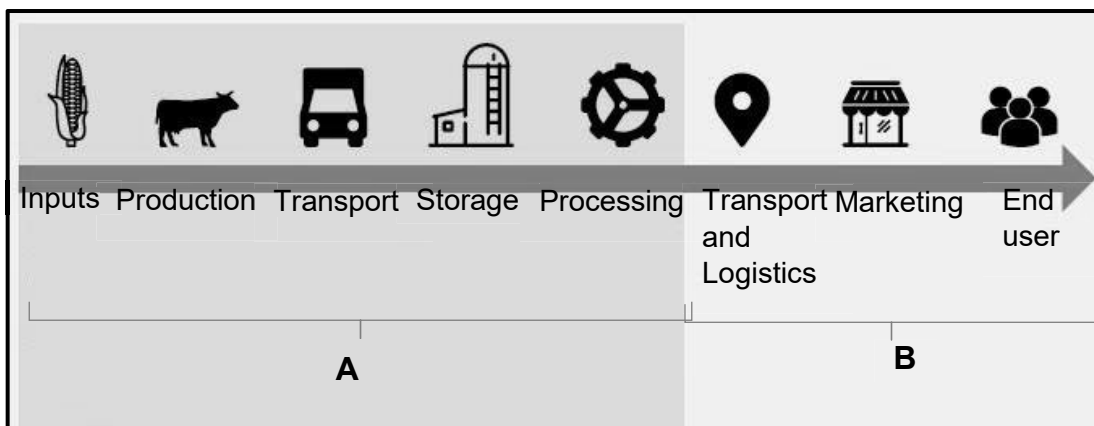
Qala potso ena leqepheng le LETJHA.

2.1 Tafole e ka tlase e bontsha dimante le sapolae ya diperekisi.

Poraese (Price) (R)	Khwanthithi e sapolawang (kg)	Khwanthithi e dimanduwang (kg)
7	80	30
6	70	45
5	60	60
4	50	75
3	40	90
2	30	105
1	20	120

- 2.1.1 Bolela khondishene e tla ba teng ha e le R5. (1)
- 2.1.2 Bolela molao wa sapolae o bontshwang ke tafole e ka hodimo. (2)
- 2.1.3 Fana ka difekethara tse PEDI tse ka afekethang dimante ya diperekisi tafoleng e ka hodimo. (2)
- 2.1.4 Teroya liene kerafo e bontshang khwantiti ya dipeekisi tse dimanduwang tafoleng e ka hodimo. (6)

2.2



- 2.2.1 Fana ka sehloho sa setswantsho se ka hodimo. (1)
- 2.2.2 Arola setshwantsho se ka hodimo ka karolo tse pedi ka ho fana ka leibele ya **A** le **B** (2)
- 2.2.3 Bilela mesebetsi e METHARO ya maketing setshwantshong se ka hodimo. (3)
- 2.2.4 Sajesta tsela tse PEDI tsa ho etsa porosese e kahodimo ebe ifekethifi. (2)

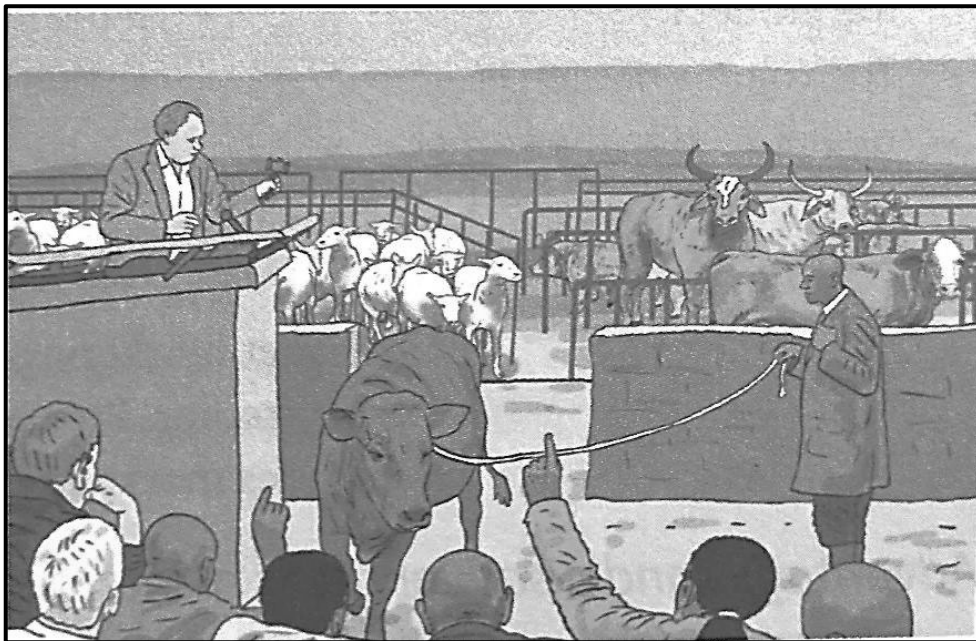


2.3 Ka tlase ke mefuta e sa tswaneng ya bareki ho maketing ya tsa temo Aforika Borwa.

Retailers; Consumers; Food processing companies;  
Exporters and importers; Brokers

Bontsha mofuta wa bareki nthong tse latelang:

- 2.3.1 Dikhampani tse rekang di rekise prodakethe tsa temo ho di foreini makete. (1)
- 2.3.2 Di egente tsena disebeletsa khomishene bakeng sa phathisepente tse ding. (1)
- 2.3.3 Dikhamphane le indivijuale tse rekang dijo tse foreshe le tse porosesuweng bakeng sa tshebediso ya hoqetela. (1)
- 2.3.4 Enthaporaese e sebedisang khomodithi ele roho meteriale. (1)
- 2.3.5 Inthamidiarise tse kopantseng di suphamakete, tse arolang di shipmente tse kholo tsa di prodakethe ebe di direkisetša diusara tsa hoqetela. (1)
- 2.4 Setshwantsho se ka tlase se bontsha maketing tjheini e tlwaelehileng ho bo rabolasi.



- 2.4.1 Bolela maketing tjhanele e bontshitsweng ka hodimo. (1)
- 2.4.2 Bolela maketing sisetemo e tsamaellanang le maketing tjhanele ena. (1)
- 2.4.3 Fana ka mosebetsi wa maketing chanele e kahodimo ka ho fana ka mabaka a MABEDI. (2)
- 2.4.4 Lista tjhanele tse ding tse PEDI ntle le ena e boletsweng ho POTSO 2.4.1 eo rapolasi aka e sebedisang ho maketa diporojuse tsa hae. (2)

2.5 Diethaprenyere ke batho ba ikemiseditseng mme ba kgonang ho fetola idiye entsha a e etse bisines e atlehileng. Ho qala bisines entjha, di enthaprenyere di hloka ho etsa bisinese plane.

2.5.1 Hlalosa mantswe a sehelleltsweng seratswane. (2)

2.5.2 Fana ka mabaka a MABEDI hobaneng dokhumente e boletsweng ka hodimo ele bohlokwa. (2)

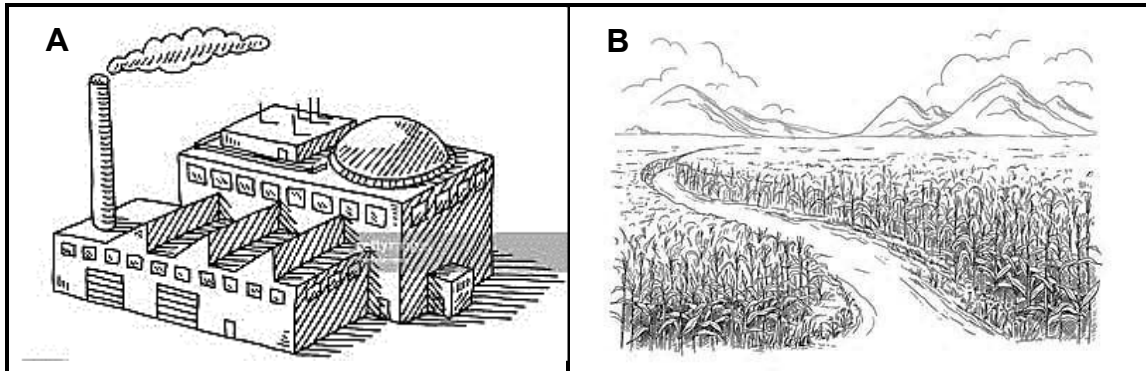
2.5.3 Fana ka feketshara ele NGWE e etsang enthaprenyere e atlehileng. (1)

**[35]**

### POTSO 3: FEKETHARA TSA PORODUKESHENE

Qala potso ena leqepheng le LETJHA.

3.1



3.1.1 Hlalosa lentswe *lante* (land). (2)

3.1.2 Bontsha mesebetsi e MMEDI ya mobue ekhonomikhale e bontshitsweng ka hodimo. (2)

3.1.3 Fana ka dikhareketharisitiki tse PEDI tse ikhonomikale tsa mobu ele porodakeshene fekethara. (2)

3.1.4 Sajesta dimejara tse PEDI tseo rapolasi a ka dikang ho imporufa produkethifithi ya mobu e bontshitsweng ho **B**. (2)

3.2

Ho tloha ka 1985 ho isa ho 2009, basebetsi ba 11 miliyone ba tsa temo ba ile ba hloka hala ka mafu a nang le kamano le HIV/AIDS. Bongata ba mahlatsipa ba ne le lemong tsa botja ba bona, eleng dilemo tse 20. Batho ba dilemong tsena ba tlameha hoba ikhonomikhali akethifi mme ba porojusa ka khaphasithi e hodimo.

3.2.1 Bolela mathata a amahanywang le basebetsi a hlalositweng seratswaneng se ka hodimo. (1)

3.2.2 Rekhomenta dimejara tse PEDI tse ka nkuwang ke rapolasi ho fokotsa bokotsi ba mathata a boletsweng ka hodimo. (2)

3.2.3 Bolela mathata a mang a MABEDI a amahanywang le basebetsi ba tsa temo, a sa bolelwang seratswaneng se ka hodimo. (2)

3.2.4 Fana ka ditratheji tse PEDI tse ka sebediswang ke rapolasi ho ntlafatsa produkethifithi ya basebetsi. (2)

3.3 Rapolasi o batla ho kena temong ya tamati. Rapolasi a ngola terafte ya bajete e ka tlase ho lekola vaebilithi ya temo ya tamati.

Moputso	Boleng ba Tjhelete (R)
300 kg at R7,00/kg	2 100,00
<b>Ditshenyehelo</b>	
Peo (Seed)	100
Fethelisara le laeme	700
Fuwele ya metjhini	600
Ho tshella	450
Ho kotula	100
Basebetsi	300
Miseleniase	200
Inshoreense	100
Porofete/Lose	.....

- 3.3.1 Bolela bajete e bontshitsweng kahodimo. (1)
- 3.3.2 Bontsha variebole cosete ele NGWE e bontshitsweng kahodimo. (1)
- 3.3.3 Jastifaya Karabo ya hao ho POTOSO 3.3.2 kahodimo. (2)
- 3.3.4 Khalekhuleita profete/loso. (3)
- 3.3.5 Hlalosa ka lebaka hore entaporaese ena e vaebole na? (2)

3.4 Tafole e ka tlase e bontsha karolo ya rekhote ya polasi.

Asete	Nomoro	Moetso	Motlolo	Selemo
Ba sotang le ba kereitang diapole				
Ditfo tse brudang.				
Khombine le di threshara				
Batho ba kotulang poone				
Khaltiveitara				
Sepredara sa Fethelisara le Laeme				
Diharo – Diske				
Diharo – Meno a spikileng				
Diharo – Meno a spring				
Pompo ya ho tshella				
Inkhubeithara				
Terekere				

- 3.4.1 Bolela rekhote ya polasi e bontshitsweng kahodimo. (1)
- 3.4.2 Bontsha bohlokwa ba rekhote ena. (1)
- 3.4.3 Bolela mofuta wa khapitale e o leng ho rekhote ya polasi e kahodimo. (1)

- 3.4.4 Bolela mathata a manywang le Khapitale a fumanehang mofuteng ona wa khapitale e kahodimo fela. (1)
- 3.4.5 Bolela tsela tse PEDI tse ka sebediswang ho etsa Khapithale. (2)
- 3.5 Khamphani e etsang Orenje jusi esebeditse dilemo tse 30, ke ka hoo enang le basebetsi banang le diskile tse phahameng. Empa fela hee, ban a le tjhalenje ya disejediswa tse tsofalang le khompetishene e holang hotswa dikhamphaneng tse satswa thewa.
- 3.5.1 Bolela fose le ENGWE e inthenal le ENGWE e ekesethenal e afekethang khamphani seratswaneng seka hodimo. (2)
- 3.5.2 Bolela mofuta wa bokotsi o shebaneng le khamphani ena ka lebaka la ditjhalenje tse boletsweng kahodimo. (1)
- 3.5.3 Hlalosa hore ke difose tse inthenal le tse ekesethenale tse boletsweng ho POTSO 3.5.2 di ka baka bokotsi khamphaneng. (2)
- [35]**

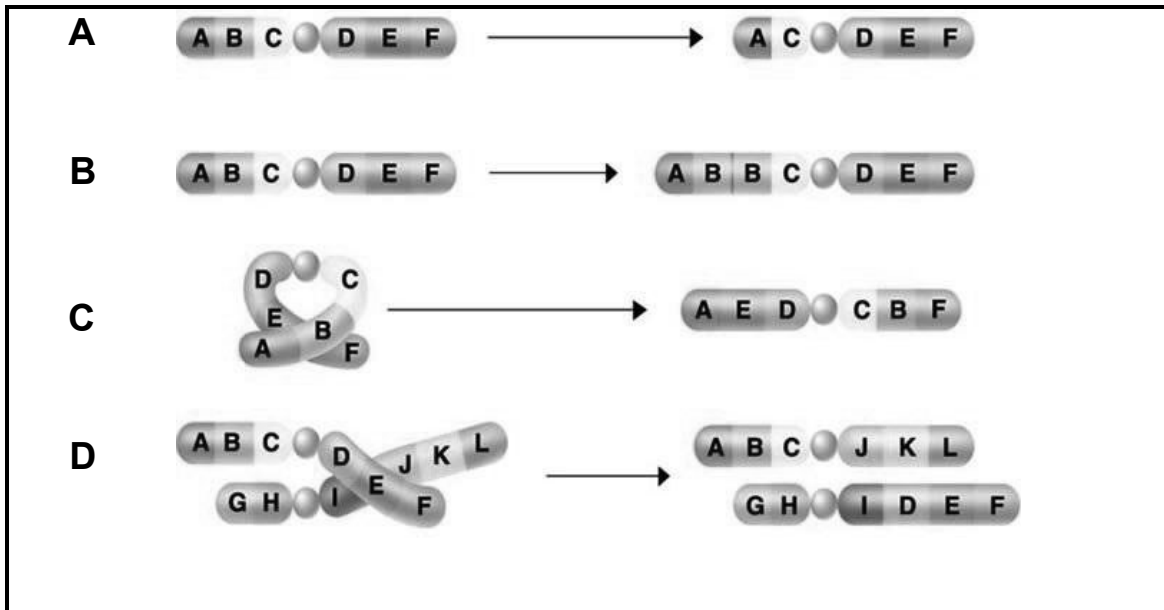
**POTSO 4: BASIC AGRICULTURAL GENETICS**

Qala potso ena leqepheng le LETJHA.

4.1 Dijalong tsa dierekisi, peo e boreledi (R) e dominante ho e dikiti (r). Krosong ya di jine, semela se heterozaegase se ipolineitile.

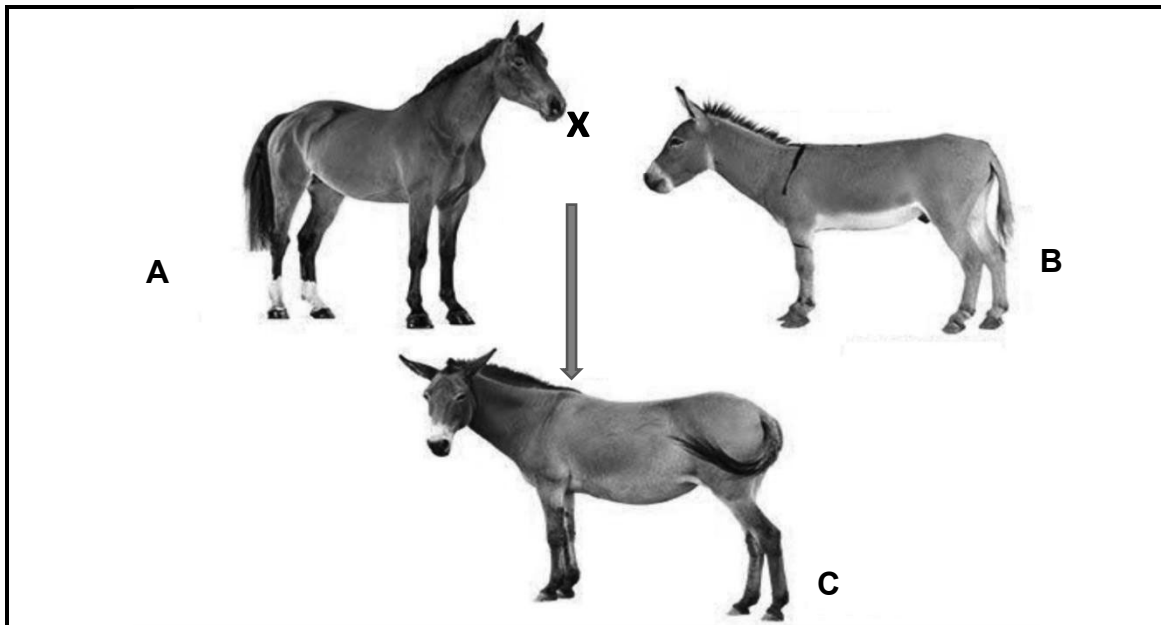
- 4.1.1 Sebedisa phanete sekwere ho bontsha koroso e hlaositsweng ka hodimo. (4)
- 4.1.2 Fumana resheo ya genothaepe. (1)
- 4.1.3 Khalekhuleitha porobalithi ya peo e boreledi hore e hlahe korosong e kahodimo. (3)
- 4.1.4 Hlalosa ka lebaka mofuta wa dominense o korosong e ka hodimo. (2)
- 4.1.5 Bolela hore sheipi ya peo ena ke khwantithaithifi kapa khwalitheithifi khareketharisitiki. (1)
- 4.1.6 Mothiveitha Karabo ya hao ho POTSO 4.1.5 (1)

4.2



- 4.2.1 Arola dimutheishene tse ka hodimo ka kromosomale kapa jine mutheishene. (1)
- 4.2.2 Bolela mutheishene **B, C, le D** (3)
- 4.2.3 Porosese e kahodimo e baka varieishene. Fana la mabaka a MABEDI a hore hobaneng vaieishene ele bohlokwa ho tsa temo. (2)
- 4.2.4 Fana ka mohlala ole MONG wa fisikhale ejente e ka bakang diphetoho tse bontshitsweng kahodimo. (1)

4.3



- 4.3.1 Bolela phoofolo **C** setshwantshong se ka hodimo. (1)
- 4.3.2 Bolela boriding sisetemo e bontshitsweng ka hodimo. (1)
- 4.3.3 Mothiveita karabo ya POTSO 4.3.2 kahodimo. (2)
- 4.3.4 Hlalosa ntho tse PEDI tse ntle ka phoofolo **C**, ho ne le **A**. (2)
- 4.3.5 Fana ka di diseatevanteje tse PEDI ka boriding sisetemo ena. (2)

4.4

Dilemong tse 15 tse fitileng, dinaha tse hlaisang dimela tse GM di benefitile ka ho adophtha thekenoloji entjha ka tsela ya ho ntlafatsa producthivithi ya dimela, le sekhuriti ya dijo. Moputso o nyolohileng ho fa borapolasi ba hlohang o tla thusa motho ka mong, haholo bongata ba dinaha tse sebedisang thekenolojji ena. Ke dinaha tse divelophang, tseintludang naha tse tharo tsa Aforika (Aforika Borwa, Burkina Faso le Egypt). Ntle le meputso e bonahalang naheng le ho bo rapolasi ba sebedisang GMOs, batho ba bangata ba ngongorehile ka bokotso bo nahanelwang ba di GMOs.

- 4.4.1 Bolela tsela ya hontlafatso ya dimela e hlalositsweng seratswaneng se ka hodimo. (1)
- 4.4.2 Fana ka atevantheji ele NGWE ya thekenoloji ena e boletsweng seratswaneng se ka hodimo. (1)
- 4.4.3 Fana ka di atevantheji tse PEDI tsa tsela ya ntlafatso e boletsweng ho POTSO 4.4.1 ho feta tsela ya setho. (2)
- 4.4.4 Disekraeba tsela tse PEDI tsa ho apolaya thekenoloji ena dimeleng. (2)
- 4.4.5 Bolela ntho tse PEDI tseo ka GMOs eleng kotsi ya bophelo bo botle bathong. (2)

**[35]**

**MATSHWAO KAOFELA A KAROLO YA B: 105**  
**MATSHWAO KAOFELA: 150**





