



PAMIBIA UNIVERSITY
FACULTY OF NATURAL OF SCIENCE AND TECHNOLOGY RESOURCES AND
SPATIAL SCIENCES

DEPARTMENT OF AGRICULTURE AND NATURAL RESOURCES SCIENCES

QUALIFICATION: BACHELOR OF AGRICULTURE	
QUALIFICATION CODE: 27BAGR	LEVEL: 7
COURSE CODE: ABM720S	COURSE NAME: AGRIBUSINESS MANAGEMENT
SESSION: NOVEMBER 2019	PAPER: THEORY
DURATION: 3 HOURS	MARKS: 100

FIRST OPPORTUNITY EXAMINATION QUESTION PAPER	
EXAMINER(S)	MR TEOFILUS SHIIMI
MODERATOR:	MR FRANK KANGUATJIVI

INSTRUCTIONS	
1. Answer ALL the questions. 2. Write clearly and neatly. 3. Number the answers clearly.	

PERMISSIBLE MATERIALS

1. Calculator
2. Pen
3. Ruler

THIS QUESTION PAPER CONSISTS OF 3 PAGES (Including this front page)

Question 1

(a) "Agribusiness Management is defined as the systematic way of managing, planning, organising, controlling and directing the agribusiness cycle for effective and efficient operation". Mention two purposes that every business is trying to achieve irrespective of the type of operation/activities or location it operating from? [2]

(b) Explain why the managers of agribusiness is expected to use the following when making decision? [4]

(i) Economic principles

(ii) Budgets

(c) What is the advantage of having a manager with good leadership skill? [4]

(d) Assume you were the manager, how will you demonstrate to your work-force (people under your leadership) that you are part of their team? [4]

(e) Explain why do you need to do decision-making in any agribusiness? [6]

Sub-Total Marks: 20

Question 2

(a) "Planning is a process of determining the organization's objectives and deciding how to accomplish them" Mention and discuss at least three limitation of planning? [6]

(b) Explain how directing as a management function differ from other management functions? [6]

(c) Discuss any three importance of conducting directing as function of management in an agribusiness? [6]

(d) Explain good strategy that you may employ to attract and retain good capable candidates during staffing process? [2]

Sub-Total Marks: 20

Question 3

(a) What is the difference between a cash flow budget and balance sheet? [4]

(b) Differentiate between marketing plan and marketing strategy? [4]

(c) What is the importance of compiling an income statement in Agribusiness? [6]

(d) How do you ensure that the good relationship you currently have with the customer is maintained in the long-term? [3]

Sub-Total Marks: 20

Question 4

(a) Discuss three factors that make an entrepreneur unique from ordinary business person (small-Medium enterprises)? [6]

(b) Discuss any three (3) importance of the business plan to an entrepreneur who wants to establish an agribusiness. [6]

(c) Discuss the main challengers facing the entrepreneurs? [6]

(d) Mention any two qualities of entrepreneurs that you know? [2]

Sub-Total Marks: 20

Question 5

Assume the following information is given pertaining Mr Angongo's farm:

Expected selling price for maize	N\$ 2, 500/ton
Expected selling price of mahangu	N\$ 2, 000/ton
Variable cost for maize	N\$ 1, 700/ton
Variable cost of mahangu	N\$1, 200/ton
Fixed cost of maize	N\$ 22, 000/season
Fixed cost of mahangu	N\$16, 000/season
Expected output for maize	27 000 tons
Expected output for mahangu	38 500 tons

(i) Assuming equal (50:50) land allocation to maize and mahangu; you are required to calculate minimum output/ha for gross income to break even to both crops? [6]

(ii) Compute the minimum selling price per ton aiming to break even with both crops? [6]

(iii) Given the minimum price you have computed in **Question 5 (ii)**, calculate the profit per ton for both crops at the expected selling price of maize and mahangu respectively. [4]

(iv) Based on the minimum (break-even) price per ton you have computed in Question 5 (ii), and given the expected output of the two crops, which of the two crops will you recommend to be planted in a bigger portion? Motivate your answer with calculation. [4]

Sub-Total Marks: 20

Total Mark: 100

End!