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**SOUTH AFRICAN QUALIFICATIONS AUTHORITY
REGISTERED UNIT STANDARD:**

Participate in the development and management of an agri business plan

SAQA US ID	UNIT STANDARD TITLE			
116291	Participate in the development and management of an agri business plan			
ORIGINATOR		ORIGINATING PROVIDER		
SGB Primary Agriculture				
QUALITY ASSURING BODY				
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FIELD			SUBFIELD	
Field 01 - Agriculture and Nature Conservation			Primary Agriculture	
ABET BAND	UNIT STANDARD TYPE	OLD NQF LEVEL	NEW NQF LEVEL	CREDITS
Undefined	Regular	Level 4	NQF Level 04	3
REGISTRATION STATUS		REGISTRATION START DATE	REGISTRATION END DATE	SAQA DECISION NUMBER
Reregistered		2009-07-01	2012-06-30	SAQA 0480/09
LAST DATE FOR ENROLMENT		LAST DATE FOR ACHIEVEMENT		
2013-06-30		2016-06-30		

In all of the tables in this document, both the old and the new NQF Levels are shown. In the text (purpose statements, qualification rules, etc), any reference to NQF Levels are to the old levels unless specifically stated otherwise.

This unit standard does not replace any other unit standard and is not replaced by any other unit standard.

PURPOSE OF THE UNIT STANDARD

The learner achieving this competence will be able to pro-actively participate in the analysis, planning and management of a sustainable agri-business within a volatile and competitive business environment.

In addition the learner will be well positioned to extend the learning and practice into other areas of strategic management. The profession will benefit from the strategic thinking required from learner who achieved competence in this unit standard.

Learners will understand the importance of the application of business principles in agricultural production with specific reference to planning.

They will be able to operate farming practices as businesses and will gain the knowledge and skills to move from a subsistence orientation to an economic orientation in agriculture. Farmers will gain the knowledge and skills to access mainstream agriculture through a business-orientated approach to agriculture.

LEARNING ASSUMED TO BE IN PLACE AND RECOGNITION OF PRIOR LEARNING

It is assumed that a learner attempting this unit standard will demonstrate competence against the unit standards or equivalent:

- NQF3: Interpret factors influencing agricultural enterprises and plan accordingly.
- NQF 3: Explain costing and the viability of an agri-business.
- NQF3: Supervise the collection of agricultural data

A learner attempting this unit standard must be able to demonstrate a good understanding of the agricultural value and supply chain. In addition sound communication will assist in this unit standard. Record keeping, meeting procedures and marketing principles will also be of value and assistance.

UNIT STANDARD RANGE

Whilst range statements have been defined generically to include as wide a set of alternatives as possible, all range statements should be interpreted within the specific context of application.

Range statements are neither comprehensive nor necessarily appropriate to all contexts. Alternatives must however be comparable in scope and complexity. These are only as a general guide to scope and complexity of what is required.

Specific Outcomes and Assessment Criteria:

SPECIFIC OUTCOME 1

Demonstrate an understanding of the general management functions within an agri-business.

OUTCOME RANGE

Apply to all types and sectors in agriculture, both small-scale and commercial.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

Management activities and responsibilities involved in running an agri-business are describe and explained.

ASSESSMENT CRITERION 2

Basic activities involved in the agri-management process are explained by providing examples and/or scenarios.

ASSESSMENT CRITERION 3

Tasks required of managers at all management levels are identified and explained.

ASSESSMENT CRITERION 4

An understanding of the general management functions in an agri-business is demonstrated.

SPECIFIC OUTCOME 2

Use a systems approach to structure an agri-business plan.

OUTCOME RANGE

Apply to all types of agri-business and the total value and supply chain.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

The components of the agri value and supply chain (including local and export marketing) as a systems approach planning and management reference model are identified.

ASSESSMENT CRITERION 2

The necessity of a total farm strategy in an agri-business plan is explained.

ASSESSMENT CRITERION 3

The structure and components of an agri-business plan is explained.

SPECIFIC OUTCOME 3

Structure a rolling agri-business plan.

OUTCOME RANGE

Integrate total agricultural value chain components of the relevant agricultural sector.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

Critical success factors (CSF) per value and supply chain element and support services in an agri-business are identified and evaluated.

ASSESSMENT CRITERION 2

Entrepreneurial and management potential of the agricultural manager and identify strengths and weaknesses are appraised.

ASSESSMENT CRITERION 3

External environment is appraised and opportunities and threats to which the agribusiness should respond are identified.

ASSESSMENT CRITERION 4

Processes to prepare an integrated business plan relevant for the selected sector is participate in.

ASSESSMENT CRITERION 5

Participation in the drafting of a local/export market plan relevant for the selected sector is performed.

SPECIFIC OUTCOME 4

Structure an agri supply chain to optimise the production to marketing flow.

OUTCOME RANGE

Integrate total agricultural supply chain components of the chosen agricultural sector.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

Planning, implementation and management structures of the sourcing, production, delivery/marketing aspects of the relevant agricultural sector supply chain is identified.

ASSESSMENT CRITERION 2

Suitable performance indicators to evaluate the sourcing, production and distribution aspects of the

chosen agricultural sector supply chain is designed.

ASSESSMENT CRITERION 3

The general supply chain management principles to an agri-business with the dynamic nature of its environment in mind are adapted.

SPECIFIC OUTCOME 5

Implement an information system as planning and management support.

OUTCOME RANGE

Apply to all components of the agricultural value & supply chain and includes budgeting, marketing and human resource allocation.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

A communication and implementation strategy for the operationalisation of the business plans at all levels is identified.

ASSESSMENT CRITERION 2

Local/export market and business information systems are interpreted and selected.

ASSESSMENT CRITERION 3

Benchmarking is integrated into the planning, monitoring and management process.

SPECIFIC OUTCOME 6

Demonstrate an understanding of and implement risk planning within the monitoring process.

OUTCOME RANGE

Apply to all components of the value/supply chain.

ASSESSMENT CRITERIA

ASSESSMENT CRITERION 1

The impact of uncontrollable, controllable and business specific risks and the basic approach to handling each are described.

ASSESSMENT CRITERION 2

The strategic intelligence process and illustrate the tools of Critical Success Factors (CSF) and Strategic Issue Analyses (SIA) as pro-active risk management tools are defined.

ASSESSMENT CRITERION 3

The use of the scenario methodology to structure alternative outcomes of risks is illustrated and thus best planning and remedial options are identified.

ASSESSMENT CRITERION 4

The impact of alternative risk outcomes on budget and business plans are evaluated.

ASSESSMENT CRITERION 5

Networking, linkages, and outsourcing as part of risk planning are appraised.

ASSESSMENT CRITERION 6

Participation in the monitoring process of the implemented business and risk plans are effected.

ASSESSMENT CRITERION 7

Remedial action plans within a changing business environment are identified and implemented, should it become necessary.

UNIT STANDARD ACCREDITATION AND MODERATION OPTIONS

The assessment of qualifying learners against this standard should meet the requirements of established assessment principles.

It will be necessary to develop assessment activities and tools, which are appropriate to the contexts in which the qualifying learners are working. These activities and tools may include an appropriate combination of self-assessment and peer assessment, formative and summative assessment, portfolios and observations etc.

The assessment should ensure that all the specific outcomes, critical cross-field outcomes and essential embedded knowledge are assessed.

The specific outcomes must be assessed through observation of performance. Supporting evidence should be used to prove competence of specific outcomes only when they are not clearly seen in the actual performance.

Essential embedded knowledge must be assessed in its own right, through oral or written evidence and cannot be assessed only by being observed.

The specific outcomes and essential embedded knowledge must be assessed in relation to each other. If a qualifying learner is able to explain the essential embedded knowledge but is unable to perform the specific outcomes, they should not be assessed as competent. Similarly, if a qualifying learner is able to perform the specific outcomes but is unable to explain or justify their performance in terms of the essential embedded knowledge, then they should not be assessed as competent.

Evidence of the specified critical cross-field outcomes should be found both in performance and in the essential embedded knowledge.

Performance of specific outcomes must actively affirm target groups of qualifying learners, not unfairly discriminate against them. Qualifying learners should be able to justify their performance in terms of these values.

- Anyone assessing a learner against this unit standard must be registered as an assessor with the relevant ETQA.
- Any institution offering learning that will enable achievement of this unit standard or assessing this unit standard must be accredited as a provider with the relevant ETQA.
- Moderation of assessment will be overseen by the relevant ETQA according to the moderation guidelines in the relevant qualification and the agreed ETQA procedures.

UNIT STANDARD ESSENTIAL EMBEDDED KNOWLEDGE

The person is able to demonstrate a basic knowledge of:

- Strategic analysis.
- Business plan development.
- Budgeting.
- Human resource allocation.
- Marketing.
- Identification of internal strengths.
- Identification of internal weaknesses.
- Identification of external opportunities.
- Identification of external threats.
- Risk planning.
- Critical success factors.

- Bench-marking.
- Remedial actions.
- Information systems.
- Communication of business plans.
- Scenario planning.

UNIT STANDARD DEVELOPMENTAL OUTCOME

N/A

UNIT STANDARD LINKAGES

N/A

Critical Cross-field Outcomes (CCFO):

UNIT STANDARD CCFO IDENTIFYING

Problem solving: relates to all specific outcomes.

UNIT STANDARD CCFO WORKING

Teamwork: relates to all specific outcomes.

UNIT STANDARD CCFO ORGANISING

Self-organisation and management: relates to all specific outcomes.

UNIT STANDARD CCFO COLLECTING

Information evaluation: relates to all specific outcomes.

UNIT STANDARD CCFO COMMUNICATING

Communication: relates to all specific outcomes.

UNIT STANDARD CCFO SCIENCE

Use science and technology: relates to all specific outcomes.

UNIT STANDARD CCFO DEMONSTRATING

Inter-relatedness of systems: relates to all specific outcomes.

UNIT STANDARD CCFO CONTRIBUTING

Self-development: relates to all specific outcomes.

QUALIFICATIONS UTILISING THIS UNIT STANDARD:

	ID	QUALIFICATION TITLE	OLD LEVEL	NEW LEVEL	STATUS	END DATE	QUALITY ASSURING BODY
Core	48979	National Certificate: Animal Production	Level 4	New Level Assignment Pend.	Reregistered	2012-06-30	AgriSETA
Core	49009	National Certificate: Plant Production	Level 4	New Level Assignment Pend.	Reregistered	2012-06-30	AgriSETA
Core	59409	National Certificate: Agricultural Extension	Level 5	New Level Assignment Pend.	Reregistered	2012-06-30	AgriSETA