1.1.1 Market equilibrium occurs when the ... supply and the demand are not equal. supply is more than the demand. market supply is equal to the market demand. demand is lower than the supply. The following is NOT a component of selling: 1.1.2 Management is sales-volume oriented. The emphasis is on the consumer's needs. The focus is on the seller's needs. The emphasis is on the agricultural product. An operational production plan in a business plan focuses on the ... 1.1.3 number and type of employees. recruitment of suitable personnel. summary of the enterprise details. monitoring of performance and ensuring quality control. 1.1.4 The descriptions below address opportunities that could be realised through the SWOT analysis. New markets opening to increase sales New technologies to improve efficiency of the business (ii) ... Limited resources to farm effectively (iv) Access to a grant from government

**RD Boyd** 

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