



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
*University Village, Nnamdi Azikiwe Expressway, Plot 91, Cadastral Zone, Jabi, Abuja*  
**Faculty of Agricultural Sciences, Dept. of Agricultural Economics and Extension,**  
*PoP Examination Questions, 2021 Academic Session*

**Course Title: ARD 510**

**Course Code: PSYCHOLOGY FOR EXTENSION PERSONNEL**

**Credit Unit: 2 Units**

**Total Score: 70 Marks**

**Time Allowed: 2 Hrs**

**INSTRUCTION: Answer 3 Questions Only.**

### **QUESTION ONE**

- a. Briefly explain the following three (3) factors affecting intelligence development;
- (i) Heredity **(3 marks)**
  - (ii) Personality **(3 marks)**
  - (iii) Cultural differences. **(3 marks)** **Total marks for Question One = 9 marks**
- b. A teacher performs a number of functions in the school to facilitate effective teaching learning process. Outline any six (6) functions of a good teacher. (6 mks)
- c. Explain Phallic stage in the context of child development. **(5 marks)**
- d. Explain briefly the two forms of mental discipline. **(4 marks)**

### **QUESTION TWO**

- a. Define intelligence in relation to psychology of extension worker and farmers. **(4 mks)**
- b. Discuss the following causes of individual differences in the context of psychology;
- (i) Social Background **(4 marks)**
  - (ii) Economic Background **(4 marks)**
  - (iii) Political Background. **(4 marks)**
- c. Briefly explain the following types of intelligence that are important for human development :
- (i) Mechanical Intelligence **(4 marks)**
  - (ii) Social Intelligence **(3 marks)**

### **QUESTION THREE**

- a. Discuss the following types of defense mechanism in human behavior;
- (i) boasting, (4 marks)
  - (ii) belittling oneself. (4 marks)
- b. Describe the following two classes of motivation;
- (i) Drives (3 marks)
  - (ii) Incentives (4 marks)
- c. Briefly explain the importance of emotion to extension education. (8 marks)

#### **QUESTION FOUR**

- a. Explain the Implications of Individual Differences to Extension Personnel (4mks)
- b. Briefly Discuss any five (5) various Causes of Fear and Anxiety in extension education (10 marks)
- c. Briefly explain the three (3) Consequences on Behaviour: (9 marks)