



**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, SEPTEMBER, 2020\_1*

**COURSE CODE: ARD 312**  
**COURSE TITLE: Management of Agric. Extension Personnel**  
**Credit Unit: 2**  
**Total Score: 70 marks**  
**INSTRUCTION: Answer compulsory question 1 (25 marks) and any 3 questions (15 marks each).**  
**Time Allowed: 2 hours.**

- 1a. Discuss any five conditions for effective extension management (10 marks).
  - b. Why is it interesting to define management as a programme (5marks).
  - c. Describe the three roles of management in agricultural extension (6 marks).
  - d. What do you understand by the term management (4marks).
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- 2a. Describe any five basic concepts derivable from the functional theory (10marks).
  - b. State any five management functions of staffing (5 arks).
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- 3a. Explain any five principal purposes of agricultural extension management theories (10 marks).
  - b. What is leadership by example (5 marks).
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- 4a. Discuss the conditions suggested by the social process theory for ensuring a perfect harmony in an organization (10 marks).
  - b. State the basic functions of management (5 marks).
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- 5a. State the five assumptions of theory X and Y. (10 marks)
  - b. Indicate any five essence of organising (5 marks).
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- 6a. Discuss any five core competencies required in agricultural extension management (10 marks).
  - b. Enumerate any five personnel management processes (5 marks).