



NATIONAL OPEN UNIVERSITY OF NIGERIA
University Village, Nnamdi Azikiwe Expressway, Plot 91, Cadastral Zone, Jabi, Abuja
Dept. of Agricultural Economics and Extension, Faculty of Agricultural Sciences,
2025_1 EXAMINATION

Course Code: **AEM736**

Course Title: **Extension Organisation and Management**

Credit Unit: **2 Units**

Time Allowed: **2 hours**

INSTRUCTION: Answer compulsory question 1 (30 marks) and any other 2 questions (20 marks each).

- 1a. Explain any five principles of extension organisation management (5 marks)
 - b. There are some identified shortcomings in the pilot phase of Agricultural Development Programme. Discuss (5 marks)
 - c. Define the term 'motivation' in any three different ways (5 marks)
 - d. Describe any five major features of the Training and Visit (T & V) System of Agricultural Extension (5 marks)
 - e. State the implication of Functional Theory to agricultural extension management (5 marks)
 - f. Identify five stages of manpower planning (5 marks)
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- 2a. Describe the key performance areas for categories of extension personnel (10 marks)
 - b. Distinguish between staff and functional organisation (6 marks)
 - c. Mention any four major purpose of budget (4 marks)
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- 3a. Explain the implications of Maslow's Theory to extension managers (10 marks)
 - b. Explain the three basic sub-concepts emanating from the functional theory (6 marks)
 - c. Mention any four basic functions of extension supervisors (4 marks)
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- 4a. Mention and describe the pitfalls extension managers need to avoid (10 marks)
 - b. State the four principles emerging from the Human Relations Theory (6 marks)
 - c. Decision Making Theory has implications to the extension administrator. Highlight any four of such (4 marks)