



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**University Village, Nnamdi Azikwe Express Way, Jabi, Abuja**  
**Faculty of Agricultural Sciences**  
**Department of Agricultural Economics and Extension**  
**KM 4 Kaduna Zaria Express Way, Kaduna**  
**2025\_2 EXAMINATIONS**

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**Course Code:** ARD312  
**Course Title:** Management of Agric. Extension Personnel  
**Credit Unit:** 2  
**INSTRUCTION:** Answer compulsory question 1 and any 2 questions  
**Time Allowed:** 2 hours.

1.
  - a) Describe any five (5) principles of effective control. (10 marks)
  - b) Outline and discuss the different level of Planning as applicable to agricultural extension management. (9 marks).
  - c) Write short note on the following managerial skills required in an organization (8 marks)
  - d) Give the true definition of leading by example (3 marks)

**(30 marks)**
2.
  - a) Describe how management in agricultural extension can aid agricultural development. (6 marks)
  - b) Discuss any five (5) steps involved in reporting (10 marks)
  - c) Outline the core elements of the human relations theory (4 marks)

**(20 marks)**
3.
  - a) Enumerate the four (4) features of bureaucracy (4 marks)
  - b) Enumerate any four (4) purposes of staff appraisal (4 marks)
  - c) State any six (6) basis for departmentalization in an organization. (12 marks)

**(20 marks)**
4.
  - a) Explain any five (5) basic principles of supervision. (10 marks)
  - b) State the two (2) basic concepts derivable from the functional theory. (4 marks).
  - c) Explain any three (3) factors to be considered in staff recruitment. (6 marks).

**(20 marks)**