



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_2 EXAMINATIONS

Course Code: **ARD510**

Course Title: **Psychology for Extension Personnel**

Credit Unit: **2 Units**

Time Allowed: **2hours**

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

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| 1a. Explain the term, “learning situation” | 4 marks |
| 1b. Describe any four (4) factors that affects learning | 8 marks |
| 1c. Mention three (3) ways in which extension agents should satisfy the deficiency needs of the farmers | 3 marks |
| 1d. Mention any five (5) principles underlying the cognitive theory | 5 marks |
| 1e. Mention and explain any five (5) forms of transfer of learning | 10 marks |
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| 2a. Mention six (6) areas in animal and human behaviour where the principles of classical conditioning can be used | 6 marks |
| 2b. Mention any six (6) implications of learning theories to extension personnel | 6 marks |
| 2c. Explain the classroom implication of the law of readiness | 4 marks |
| 2d. Mention and explain the two types of motivation | 4 marks |
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| 3a. State the four (4) components of classical conditioning according to Pavlov | 4 marks |
| 3b. Define punishment | 3 marks |
| 3c. Mention three (3) educational implications of Piaget’s theory | 3 marks |
| 3d. Mention and explain the five (5) theories of transfer | 10 marks |
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| 4a. Write a short note on the term, “negative reinforcement” | 3 marks |
| 4b. Explain the theory of emotional excitement | 4 marks |
| 4c. Describe Instinct theory of motivation. | 5 marks |
| 4d. Mention and explain the four (4) basic law of learning | 8 marks |