



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS**  
**SCHOOL OF SCIENCE AND TECHNOLOGY**  
**MAY/JUNE 2012 EXAMINATION**

AEM636: Extension Organization and Management  
Time Allowed 2 hrs.

INSTRUCTIONS: Answer any four questions. All questions carry equal marks.

1. (a) What is extension organization and management? (4mrks)  
(b) List and discuss six basic principles of extension organization and management. (21mrks)
2. (a) Enumerate ten attributes expected of good extension manager. (5mrks)  
(b) Mention five factors influencing effective extension management and discuss four of them. (15mrks)  
(c) Give three functions of management theories. (5mrks)
3. (a) What is decision making theory? (2mrks)  
(b) Mention six basic steps in decision-making. (6mrks)  
(c) Discuss five values to be considered in making ethical decision in extension management. (15mrks)  
(d) What are the implications of decision making theory to extension management? (2mrks)
4. (a) What is planning in extension management? (3mrks)  
(b) Identify four major types of planning exercise in extension. (2mrks)  
(c) Distinguish between strategic planning and managerial planning. (10mrks)  
(d) Define assembling resources (staffing) and state five activities to be followed sequentially in the process. (10mrks)
5. (a) Discuss the main functions or roles of the following personnel in extension.
  - (i) Village extension workers;
  - (ii) Subject matter specialists; and
  - (iii) Supervisory staff or extension officers.  
(b) Define recruitment and give three reasons under which personnel are needed. (8mrks)

6. (a) List and discuss the four main types of training inherent in extension programmes. (12mrks)  
(b) Define motivation and state four guidelines necessary for motivating subordinates in extension organization. (13mrks)