

**NATIONAL OPEN UNIVERSITY OF NIGERIA  
FACULTY OF AGRICULTURAL SCIENCES  
SECOND SEMESTER EXAMINATION  
JANUARY/FEBRUARY, 2018**

**Programme: Agricultural Extension and Management**

**Course Title: Management of Agricultural Extension Personnel**

**Course Code: AEM 715**

**Credit Unit: 2**

**Total Score: 70 Marks**

**Time Allowed: 3 Hours**

**INSTRUCTION:**

**Answer Compulsory question 1 (25 marks) and any 3 questions (15 marks each)**

1. Explain the term management, tracing its application to extension organization. **10 marks**
  - b. Explain five (5) ways an organization influences the performance of its staff. **6 marks**
  - c. List ten (10) qualities of a good Agricultural Administrator. **5 marks**
  - d. What is placement/posting in Extension Administration? **4 marks**
2. Give a comprehensive definition of Agricultural Administration. **5 marks**
  - b. Briefly discuss the principles of Agricultural Extension **10 marks**
3. Write short notes on any three headings;
  - i. Planning **5 marks**
  - ii. Organizing **5 marks**
  - iii. Assembling of resources **5 marks**
  - iv. Budgeting **5 marks**
4. Identify and enumerate on different types of training found in an extension organization. **10 marks**
  - b. State any five (5) benefits of extension training. **5 marks**
5. What do you understand by the term Supervision in Extension **5 marks**?
  - b. State any five functions and elements of Agricultural Supervision **10 marks**
6. Explain the types of Staff Appraisal engaged by extension organizations in promoting their staff **10 marks**
  - b. What is Legislated Extension Policy? **2.5 marks**
  - c. What do you understand by Decrees and Proclamation in extension? **2.5 marks**