



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**Plot 91, Cadastral Zone, Nnamdi Azikiwe Expressway, Jabi, Abuja**  
**Faculty agricultural Sciences**  
**October/November, 2016**

**Department: Agricultural Economics and Extension**

**Course Title: Principles of Farm Management**

**Course Code: AEM 302**

**Credit Unit: 3**

**Total Score: 100 Marks**

**Time Allowed: 3 Hours**

**INSTRUCTION: Answer any four (5) questions. All questions carry equal marks.**

1. (a) Discuss the concept of extension teaching. (5 marks)  
(b) There are several steps in extension teaching. Identify 5 logical steps in extension teaching. (5 marks)  
(c) Discuss the above steps with clear examples. (10 marks)
2. (a) Expatriate the term learning in extension. (5 marks).  
(b) Discuss two major types of learning in extension. (5 marks)  
(c) Explain five ways by which learning takes place in individuals in extension. (10mrks)
3. There several factors affecting motivation in extension. Enumerates five factors and discuss four of them.(20 marks)
4. (a) Explain the concept of Extension teaching methods 6mrks)  
(b) Identify four conditions necessary for effective utilization of instructional methods in extension. (2mrks)  
(c) Describe the four conditions with special reference to instructional approaches. (12mrks)
5. (a) There are various methods of extension classification. State four methods each under individual, group and mass media classification. (6mrks)  
(b) Mention three merits and demerits of farm and Home visit in extension. (14mrks)
6. (a) Discuss the concept of communication in agricultural extension. (2mrks)  
(b) Identify six essential elements of communication process. (3mrks)  
(c) Describe five of the above major elements (15mrks)
7. Write short notes on any four of the following:

- (i) Factor affecting the communication process;
- (ii) Audio visual aids;
- (iii) Innovations;
- (iv) Early adopters;
- (v) Problems of Agricultural developments. (5marks each x 4 = 20 marks)