



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
14/16, Ahmadu Bello Way, Victoria Island

**SCHOOL OF SCIENCE AND TECHNOLOGY**  
**October, 2013 Examination**

**Course Code: AEM736**  
**Unit: 2**

**Credit**

**Course Title: Extension Organization and Management**

**Time ALLOWED: 2hrs**

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

1. (a) Explain the concepts of extension organization and management.  
(10mrks)  
(b) State and discuss six basic principles of extension organization and management. (15mrks)
2. (a) Enumerate ten qualities expected of good extension manager.  
(5mrks)  
(b) Mention five factors influencing effective extension management and discuss four of them. (12.5mrks)  
(c) State three functions of management theories. (3mrks)
3. (a) What do you understand by decision making theory? (2mrks)  
(b) State six basic steps in decision-making. (6mrks)  
(c) Discuss five values to be considered in making ethical decision in extension management. (7.5mrks)  
(d) What are the implications of decision making theory to extension management? (4.5mrks)
4. (a) What is planning in extension management? (3mrks)  
(b) Mention 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.
- (12mrks)

(b) Define recruitment and give three reasons under which personnel are needed.  
(13mrks)

6. (a) Identify and discuss the four main types of training inherent in extension programmes. (12mrks)

(b) Explain motivation and state four guidelines necessary for motivating subordinates in extension organization.

(13mrks)