



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**University Village, Nnamdi Azikwe Express Way, Plot 91, Cadastral**  
**Zone, Jabi,**  
**Jabi, Abuja**  
**Faculty of Agricultural Sciences**

**FIRST SEMESTER EXAMINATION: June/July**

**Programme: Agricultural Extension and Management**

**Course Code: AEM 507**

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

**Total Score: 100 Marks**

**Credit Unit:**

**3**

**Instruction: Answer any five (5) Questions**

**Time**

**Allowed: 3 Hours**

1.
  - a. What is management of an organization? **3 marks**
  - b. Trace the implications of management in Agricultural Extension Administration? **8 marks**
  - c. Briefly discuss the different roles of management in an organization. **9 marks**
2.
  - a. Discuss the different conditions for effective extension management. **15 marks**
  - b. Highlight five purposes of management theories in extension. **5 marks**
3.
  - a. Discuss basic core competencies required in Agricultural Extension Management as adapted from North Carolina Cooperative Extension. **10 marks**
  - b. List and discuss any five personnel management processes. **10 marks**
4.
  - a. Define the term Staff Recruitment. **6 marks**
  - b. List and highlight the procedures for Staff Selection. **8 marks**

- c. Enumerate the crucial factors to consider before any staff recruitment takes place. **6 marks**
5. Write short notes on any four headings;
- |  |                |
|--|----------------|
| a. Orientation Training <b>5 marks</b>     | d. Contingency |
| Planning. <b>5 marks</b>                   |                |
| b. Reasons for Coordination <b>5 marks</b> | e. Reasons for |
| Planning <b>5 marks</b>                    |                |
| c. In Service Training <b>5 marks</b>      | f. Essence of  |
| Organizing <b>5 marks</b>                  |                |
6. Write short notes on any four headings;
- |  |                                   |
|--|-----------------------------------|
| a. Need for Budgeting <b>5 marks</b>                             | d. Five principles of Guiding the |
| Task of a personnel Manager <b>5 marks</b>                       |                                   |
| b. Conditions necessary for effective supervision <b>5 marks</b> | e.                                |
| Steps in Reporting <b>5 marks</b>                                |                                   |
| c. Principles of effective Control <b>5 marks</b>                | f. Types of                       |
| Domination <b>5 marks</b>  |                                   |
7. a. Explain the term centralization and decentralization on Agricultural extension administration **5 marks**
- b. Outline and discuss the two different types of structures in an extension organization. **6 marks**
- c. Briefly highlight any two schools of management thought that have evolved over the years **9 marks**