



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES
OCTOBER/NOVEMBER EXAMINATION 2016

COURSE CODE: COP 411

COURSE TITLE: CONSUMERS' COOPERATIVE

CREDIT UNIT: 2

TIME ALLOWED: 2HRS

Instructions: 1. Attempt question Number one (1) and any other two (2).

2. Question number 1 is compulsory and it is 30 marks, while the other questions are 20marks each

3. Present all your points in coherent and orderly manner

QUESTION 1

- a. The main tenet of consumers' cooperative is cooperation for use. Highlight 5 principles of consumers' cooperative and discuss just 2 of them? (9 ½ marks)
- b. Identify 5 ways of promoting cooperative relation, increasing attendance and participation in cooperative activities and meeting? (5 marks)
- c. State three sources of working capital use in financing a credit cooperative? (3 marks)
- d. Apart from the complex mixture of items handled by Consumer cooperatives, List 5 other problems associated with the consumer cooperatives in Nigeria? (5 marks)
- e. Highlight 5 internal uses of business statistical data? (7 ½ marks)

QUESTION 2

- a. Highlight the three objectives of Merchandizing cooperatives? (6marks)
- b. State 4 considerations for setting a competitive price in a marketing cooperative? (8marks)
- c. List 4 basic questions that a method audit should address? (6marks)

QUESTION 3

- a. List 8 things a consumer Cooperative must do so as to be an economic democracy to members? (12 marks)
- b. Mechanizing cooperatives have in common the ultimate purpose of sale of goods direct to the consumers. List 4 examples of Merchandizing cooperatives you know? (8 marks)

QUESTION 4

- a. List 8 issues that must be taken into considerations in developing a cooperative trading policy for extending credit facilities? (8 marks)
- b. Lit 5 contract responsibilities of the wholesaler to the retailer? (5 marks)

QUESTION 5

- a. What are government advances, in what form are they sourced? (8 marks)
- b. Highlight 3 disadvantages of government advances in cooperative financing? (12 marks)