



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS
SCHOOL OF AGRICULTURAL SCIENCES
SEPTEMBER/OCTOBER 2015 EXAMINATION**

**COURSE CODE: AEM 509
COURSE TITLE: AGRICULTURAL BUSINESS MANAGEMENT
TIME ALLOWED: 2^{1/2} HOURS
INSTRUCTION:- ANSWER 5 QUESTIONS ONLY**

- (1) a. What is Agribusiness Management? (5mks)
b. List 5 methods used in assessing the worth of farm assets (5 mks)
c. State 10 characteristics of a good manager (1 mk each)
- (2) State 10 basic factors that should be taken into consideration deciding whether to organize an individual proprietorship, a partnership, or a corporation. (2 mks each)
- (3) Explain fully any 4 functions of agribusiness that you know (5 mks each)
- (4) a. List the 3 types of agricultural business organization that you know. (1 mk each)
b. State 3 advantages and 3 disadvantages of partnership organization. (2 mks each)
c. State 4 steps required as guide in the process of selecting agribusiness enterprise (1 mk each)
- (5) a. What is an agribusiness cooperative? (5 mks)
b. Briefly explain the 3 types of agribusiness cooperative. (5 mks each)
- (6) a. Briefly explain the four major unit cost concepts (3 mks each)
b. State 6 taxes payable to Federal government and 4 taxes payable to local government. (1 mk each)

(7) Explain the 5 successful marketing techniques as observed by Leduc, (2002) that you can use to increase your sales (4mrks each)