



**National Open University of Nigeria**  
**Plot 91, Cadastral Zone, Nnamdi Azikiwe Expressway, Jabi, Abuja**  
**Faculty of Agricultural Sciences**  
**October/November, 2016**

**Programme: Agricultural Extension and Management**

**Course Code: AEM451**

**Course Title: Farm Business Organisation**

**Credit Unit: 2**

**Total Score: 100 Marks**

**Time Allowed: 2 Hours**

**Instruction: Answer any four (4) Questions**

1. (a) i. Explain vividly the term farm management? **(16 marks)**  
ii. Enumerate the general perspective of farm management. **(4 marks)**  
iii. Researcher's perspective of farm management. **(2 marks)**  
(b) Distinguish between an activity and an enterprise as it is used in farm operators. **(3 marks)**
2. (a) Explain the basic objectives of farm management. **(4 marks)**  
and  
(b) Central objective of farm management. **(1 mark)**  
(c) Why is farm regarded as a production sub-system in agribusiness? **(16 marks)**
3. (a) Farm business organization is concerned with basic farm management decision questions that are used to attain the management objectives. If this accession is true, outline and discuss the management decision questions. **(21 marks)**  
(b) What are the factors that can cause changes in the farm plans of a farm manager. **(4marks)**
4. (a) The success of a farm business organization is dependent on the farm manager. State the attributes of a good farm manager and **(20marks)**  
(b) State the basic roles of a farm manager. **(5marks)**
5. (a) What do you understand by  
i. Budgeting ? **(2mark)**  
ii. Gross margin? **(10 marks)**  
(b) State the:  
i. Types of budgeting. **(1marks)**.  
ii. Why is farm budgeting an important decision tool in farm business? **(10marks)**

iii. What are the demerits of budgeting techniques? (**3marks**)

6. (a) Give five(5) examples each of the following types of farm records:

- I. Farm production records (**5marks**)
- II. Crop production records (**5marks**)
- III. Animal productions records (**5marks**)

(b) i. Outline eight (8) uses of gross margin analysis. (**8marks**)

li. State two (2) major methods of collecting farm management data. (**2marks**)