



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS**  
**MARCH/APRIL 2016 EXAMINATION**  
**SCHOOL OF MANAGEMENT SCIENCES**

**COURSE CODE: COP 411**

**CREDIT UNIT: 2**

**COURSE TITLE: Consumer Cooperative**

**TIME ALLOWED: 2hrs**

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

**2. Question number 1 is compulsory and carries 30 marks, while the other questions carry 20 marks each**

**3. Present all your points in coherent and orderly manner**

**1.**

- a. Highlight six (6) principles of consumers' cooperative and discuss just 3 of them?(6 marks)
- b. Mechanizing cooperatives have in common the ultimate purpose of sale of goods direct to the consumers. List four (4) examples of Merchandizing cooperatives you know?(6 marks)
- c. List six (6) issues that must be taken into considerations in developing a cooperative trading policy for extending credit facilities?(6 marks)
- d. Apart from the complex mixture of items handled by Consumer cooperatives, list six (6) other problems associated with the consumer cooperatives in Nigeria? (6 marks)
- e. Highlight six (6) internal uses of business statistical data?(6 marks)

**2.**

- a. Highlight the three (3) objectives of merchandizing cooperatives?(6 marks)
- b. Statefour (4)considerations for setting a competitive price in a marketing cooperative?(8 marks)
- c. List four (4) basic questions that a method audit should address?(6 marks)

**3.**

- a. List eight (8)things a consumer Cooperative must do so as to be an economic democracy to its members?(16 marks)
- b. Identify four (4)ways of promoting cooperative relation, increasing attendance and participation in cooperative activities and meeting?(4 marks)

- 4.
- a. State three sources of working capital use in financing a credit cooperative?(3 marks)
  - b. Who is a wholesaler(3marks), discuss four (4) features that differentiate a wholesaler from a retailer?(8 marks)
  - c. List six (6) contract responsibilities of the wholesaler to the retailer?(6 marks)
- 5.
- a. What are government advances, list the two ways they are usually sourced?(11 marks)
  - b. Highlight three (3) disadvantages of government advances in cooperative financing?(9 marks)