



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

Programme: Agricultural Economics and Extension

Course Code: AEM 510

Course Title: Psychology for Extension Personnel

Credit Unit: 2

Total Score: 100 Marks

Time Allowed: 2 Hours

Instruction: Answer any four (4) Questions

1. Conceptualize these terms Growth and Development. **6 marks**
 - b. Explain the psychoanalytic Theory as postulated by Sigmund Freud. **10 marks**
 - c. Enumerate the different trends as reported by psychologists. **9 marks**
2. Classify intelligence as postulated by Vernon. **6 marks**
 - b. List and discuss the variables that influence the development of Intelligence. **12marks**
 - c. What do you understand by Mechanical and Social Intelligence? **7 marks**
3. Explain the causes of individual differences in any given society. **12 marks**
 - b. Discuss the classification of teachers under Democratic and Autocratic Leaderships. **8 marks**
 - c. List ten factors that contribute to effective teaching. **5 marks**
4. Explain the term “Theory” **5 marks**
 - b. What are the various ways by which Classical Condition Theory could be applied? **8 marks**
 - c. Explain the four laws of behavioural stimulus theory to be obeyed by people in order to learning effectively. **12 marks**
5. Define the Transfer of Learning as viewed by different authors. **5 marks**
 - b. Explain transfer of learning in relation to Horizontal, Vertical and Bilateral transfers. **6 marks**
 - c. What are the implications of learning Theories to Extension Personnel? **14 marks**
6. Conceptualize the term Motivation. **5 marks**
 - b. Briefly discuss the different types of motivation. **5 marks**
 - c. Discuss the role of Motivation in enhancing extension delivery. **15 marks**