



**NATIONAL OPEN UNIVERSITY OF NIGERIA
FACULTY OF AGRICULTURAL SCIENCES
SECOND SEMESTER EXAMINATION
JANUARY/FEBRUARY, 2018**

Programme: Agricultural Extension and Management

Course Title: Psychology for Extension Personnel

Course Code: AEM510

Credit Unit: 2

Total Score: 70Marks

Time Allowed: 2Hours

INSTRUCTION: Answer four (4) questions

Question one (1) is Compulsory and carries 25marks. All other questions carry 15marks each.

1 a. What do you understand by Mechanical Intelligence? 3mks

b. List and discuss the causes of individual differences in the society 12mks

c. Explain what is meant by Democratic and Autocratic Leaderships in Extension teaching. 10mks

2 a. Explain transfer of learning in relation to Horizontal, Vertical and Bilateral transfers 6mks

b. What is the implication of Classical Conditioning Theory for the Extension worker 6 mks

c. Explain the Law of Readiness as relates to Extension work. 3mks

3.a. Explain what you understand by a teacher. **5mks**

b. Enumerate the functions of the Extension teacher
=5mks

c. Explain the place of the learner in Extension teaching and learning. **5mks**

4a. Define Motivation and explain its importance in Extension work . **8mks**

b. Identify the types of Motivation? **=4mks**

c. What type of motivation would you prefer as an extension worker and why? **3mks**

5 a. Explain the theories of emotion. **10mks**

b. Fear and Anxiety are emotions which play an important role in human motivation. Mention at least 10 causes of emotion among farmers. **5mks**

6. a What is frustration? **5mks**

b. Mention four of the defense mechanisms the farmer uses to manage frustration. **4mks**

c. Suggest ways you can help a Farmer cope with frustration **6mks**