



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS**  
**SCHOOL OF MANAGEMENT SCIENCES**  
**MARCH/APRIL 2015 EXAMINATION**

**COURSE CODE: ENT326**

**CREDIT UNIT: 2**

**COURSE TITLE: AGRO-BUSINESS MANAGEMENT**

**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

**QUESTION 1:**

- a. State five functions of the Nigerian Bank for Commerce and Industry (NBCI) and five functions of Nigerian Industrial Development Bank (NIDB). **10marks**
- b. Differentiate between income and balance sheet statements. **5marks**
- c. Discuss the Nature of Planning in details. **10marks**
- d. State five (5) the elements of management in Agrobusiness. **5marks**

**QUESTION 2:**

- a. List the steps needed for efficient marketing. **10marks**
- b. Define budget and give six features of a budget. **10marks**

**QUESTION 3:**

- a. List ten areas a partnership contract (agreement) covers. **10marks**
- b. Define a sole proprietorship and state three advantages and three disadvantages of a sole proprietorship. **10marks**

**QUESTION 4:**

- a. Explain the components agribusiness. **10marks**
- b. Differentiate between fixed costs and variable costs in a typical Agribusiness. **5marks**
- c. List five attributes of a good plan **5marks**

**QUESTION 5:**

In a tabular form, mention 10 Crops and the Agro-Products derivable from them.