



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

**Course Code: AEM736**

**Course Title: EXTENSION ORGANISATION AND MANAGEMENT**

**Credit Units: 2**

**Time Allowed:**

**Instructions: Answer Four Questions. All questions carry equal marks of 25.**

**Question 1**

- a. Discuss the problems of extension training in Nigeria
- b. Define Personnel Management and Stages of Manpower Planning

**Question 2**

- a. What are the qualities of an extension administrator?
- b. Discuss the concept of decision making

**Question 3**

- a. Discuss the Concept of Motivation in an organization
- b. Explain the Maslow Theory
- c. What are the implications of Maslow's Theory to Extension Managers

**Question 4**

- a. Discuss the function of management planning in extension.
- b. Discuss the basic principles of extension management.

**Question 5**

- a. What are the functions of an organization
- b. Discuss the Concepts of Training and Development in Extension Organization

**Question 6**

Write short notes on the following

- i. Phases of decision making

- ii. Human Relations Theory
- iii. Processes Aiding Effective Decision Making in Extension Organization.
- iv. Features of Organizational Structure