



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

COURSE CODE: COP 317

CREDIT UNIT: 2

COURSE TITLE: PRODUCERS COOPERATIVE MANAGEMENT

TIME ALLOWED: 2 HOURS

Instructions: 1. Attempt question number one (1) and any other (2) questions.
2. Question number 1 carries 30 marks, while the other questions carry 20 marks each.
3. Present all your points in coherent and orderly manner.

1. (a) Discuss the Principles of Management. - 15 Marks
(b) Elaborate on the Procurement and Movement of Materials - 5 Marks
(c) List and explain the Producers' Cooperative Production Plan. - 10 Marks
2. (a) Discuss the Fundamentals of Cooperative Management. - 12 Marks
(b) Explain the various Components of Marketing Mix. - 8 Marks
3. (a) Elaborate on Two (2) basic aspects of the Accounting System of a Producers' Cooperative. - 8 Marks
(b) Discuss any Four (4) Basic Components of Delegation. 12 Marks
4. (a) Discuss the problems militating against the development of Producers' Cooperative in Nigeria. - 10 Marks
(b) Explain the Objectives of Management of Producers' Cooperative. – 10 Marks
5. (a) Explain the provisions of the Cooperative Management Bye – Laws. – 10 Marks
(b) Discuss the Three (3) Types of Marketing Orientation. - 10 Marks