



**NATIONAL OPEN UNIVERSITY OF NIGERIA ABUJA**  
**UNIVERSITY VILLAGE, NNAMDI AZIKIWE EXPRESS WAY,**  
**PLOT 91, CADASTRAL ZONE, JABI ABUJA**  
**FACULTY OF AGRICULTURAL SCIENCES,**  
**DEPT. OF AGRICULTURAL ECONOMICS AND EXTENSION.**  
**POP EXAMINATION QUESTION, 2021**

**COURSE CODE: AEM 502**

**CREDIT UNITS: 2**

**COURSE TITLE: EXTENSION ORGANISATION, MANAGEMENT AND SUPERVISION**

**Total Score: 70 Marks**

**Time Allowed: 2 hours.**

**INSTRUCTION: Answer any 3 questions**

1. a). Explain the following major procedures used in determining training needs:
  - i) Organizational analysis (9 marks)
  - ii) Individual analysis (5 marks)
  - iii) Group analysis (5 marks)
- b) Highlight the Concept of management. (5 marks)
2. a). Explain the following phases of training:
  - i) Planning stage (3 marks)
  - ii) Training Needs Identification (3 marks)
  - iii) Curriculum Development. (3 marks)
  - iv) Implementation phase (3 marks)
  - v) Evaluation phase (3 marks)

**b).** Explain the concept of supervision. (8 marks)

3 a. Highlight five (5) principles of effective supervision (10 marks)

b). What are the three basic motivating needs put forward by McClelland? (3 marks)

c). Explain the expectancy theory of motivation (10 marks)

4. a). Discuss the significance of role-base Interventions in creating a conducive working environment (10 marks)

b). Define an Agricultural Extension Organization. (3 marks)

c). Explain the following: (10 marks)

i) Principles of Management. (2 marks)

ii) Division of work (2 marks)

iii) Authority and Responsibility (2 marks)

iv). Discipline (2 marks)

v) Unity of command (2 marks)

Total=23 marks.