



**NATIONAL OPEN UNIVERSITY OF NIGERIA  
FACULTY OF AGRICULTURAL SCIENCES  
DEPARTMENT OF AGRICULTURAL ECONOMICS AND EXTENSION  
KM. 4 KADUNA-ZARIA EXPRESS WAY  
POP EXAMINATION 2021**

**Course Code:** ARD 312  
**Course Title:** Management of Agricultural Extension Personnel.  
**Credit Unit:** 2  
**Exam Question:** POP 2021 Total Score: 70 Marks  
**Instruction:** Answer any 3 questions only.  
**Time Allowed:** Two hours.

- 1a. Describe any five conditions necessary for effective extension management (10 marks).
- b. Discuss any five relevance of agric. extension management (10 marks).
- c. Explain any four competencies needed for task achievement in agric. extension (4 marks).
- 2a. Describe any five most critical factors to be considered in staff recruitment (10 marks).
- b. Discuss the steps to be considered in reporting (10 marks).
- c. Identify any three roles of the supervisor (3 marks).
- 3a. Discuss the purposes of orientation training (10 marks).
- b. Distinguish between leading and controlling as management functions (10 marks).
- c. List any three activities involved in control (3 marks).
- 4a. Explain why coordination is essential in extension services (10 marks).
- b. Describe the need for budgeting in agric. extension (10 marks).
- c. Define management as a programme (3 marks).