



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**UNIVERSITY VILLAGE, NNAMDI AZIKIWE EXPRESS WAY**  
**PLOT 91, CADASTRAL ZONE, JABI ABUJA**  
**FACULTY OF AGRICULTURAL SCIENCES**  
**DEPT OF AGRICULTURAL ECONOMICS AND EXTENSION**  
**2020\_2 EXAMINATION ...**

**COURSE CODE: AEM 502**

**CREDIT UNITS: 2**

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

**Total Score: 70 Marks**

**Time Allowed: 2 hours.**

**INSTRUCTION: Answer question 1(25 marks) and any other 3 questions (15marks each)**

1. a. Define an agricultural extension organization. (5 marks)
- b. Explain the following:
  - 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)
- c) Highlight the Concept of management. (10 marks)
2. . Explain the following:
  - i) Decision Making Theory (3 marks)
  - ii) Human Relations Theory (3 marks)
  - iii) Social Process Theory (3 marks)
  - iv) Fusion Theory (3 marks)
  - v) Theory X and Y (3 marks)
3. **a.** Explain the concept of supervision. (10 marks)

- b. Highlight five (5) principles of effective supervision (5 marks)
4. a. What are the three basic motivating needs put forward by McClelland? (3 marks)
- b. Explain the expectancy theory of motivation (6 marks)
  - c. Discuss the role Interventions in creating a conducive working environment (6 marks)
5. Discuss the following major procedures used in determining training needs:
- a) Organizational analysis (5 marks)
  - b) Individual analysis (5 marks)
  - c) Group analysis (5 marks)
6. 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)