



NATIONAL OPEN UNIVERSITY OF NIGERIA

University Village, Nnamdi Azikiwe Expressway, Plot 91, Cadastral Zone, Jabi, Abuja

Faculty of Agricultural Sciences, Dept. of Agricultural Economics and Extension,

PoP Examination Questions, SEPTEMBER, 2020_1

Course Title: Agricultural Business Management

Course Code: AEM 509

Credit Unit: 3 Units

Total Score: 70 Marks

Time Allowed: Hours

INSTRUCTION:

Answer compulsory question 1 (30 marks) and any other 4 questions (10 marks each).

- 1(a). Explain 3 major **importance of Agricultural Business** (6 marks)
 - (b) State four elements of management (8 marks)
 - (c). List six the characteristics of a good manager (9 marka)
 - (d) Give a detail description of Agricultural Extension Services Policy (7 marks)
- 2.(a) What is Farm Management Decision? (4 marks)
 - (b) Discuss three Characteristics to observe in making decisions? (6 marks)
- 3.(a) What is Agricultural Policy? (4 marks)
 - (b)What are the objectives of agricultural policies between the period 1960-1985? (6 marks)
- 4 .Discuss any two of the following development policies
 - A. Water Resources Development Policy
 - B. Agricultural Finance/Credit Policies
 - C. Rural Development Policy
 - D. Training and Manpower Development Policy (10 marks)
- 5(a).Discuss any 2 different types of taxes payable in Nigeria (4 marks)
 - (b). Explain the Administration of taxes by the Federal Government of Nigeria (6 marks)
- 6(a). What do you understand by The Set of Unit Cost Concepts? (5 marks)
 - (b). Explain the concept of Marginal Cost? (5 marks)
7. Briefly Discuss any four of the following
 - i) Marketing Management
 - ii) Marketing Structural Analysis
 - iii)Customer analysis

iv)Company Analysis

v)Marketing strategy (10 marks)