



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

COURSE CODE: AEM 736
COURSE TITLE: Extension Organisation and Management
Credit Unit: 2
Total Score: 70 marks
INSTRUCTION: Answer compulsory question 1 (25 marks) and any three questions (15 marks each).

- 1a. Discuss any five principles of extension organization management (10 marks).
- b. State the functional theory and describe its three basic principles (6 marks).
- c. Define decision making both as a process and a theory (6 marks).
- d. Highlight any four characteristics of the human relations theory (4 marks).

- 2a. Explain the three useful processes that aid effective decision making in extension organization (6 marks).
- b. Describe two packages of effective human relations as proposed by Mayol and Taylor (4 marks).
- c. State the five basic assumptions of theory Z (5 marks).

- 3a. Give any three different definitions of organisational structure (6 marks).
- b. Describe any five conditions for departmentalization in an organisation (5 marks).
- c. Mention any four significance of organogram (4 marks).

- 4a. Outline the six sequential phases of organising (6 marks).
- b. State the three functions of a village extension worker (6 marks).
- c. Enumerate any four essential processes of supervision (4 marks).

- 5a. State any four situations that may warrant personnel recruitment i n an organization (6 marks).
- b. According to Maslow, self- actualised persons have some basic characteristics that distinguish them from ordinary people, mention any five of such characters (5 marks).
- c. Enumerate any four guidelines necessary for effective motivation in an organisation (4 marks).

- 6a. Discuss any four training needs analysis in extension (10 marks).
- b. State any five functions of extension supervisors (5 marks)