



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,
2021_2 Examination

COURSE CODE: ARD 312
COURSE TITLE: Management of Agric. Extension Personnel
Credit Unit: 2
Total Score: 70 marks
INSTRUCTION: Answer compulsory question 1 (25 marks) and any 3 questions (15 marks each).
Time Allowed: 2 hours.

- 1a. Describe any five management functions of staffing (10 marks).
- b. Bureaucracy has scalar principles. Discuss. (5 marks).
- c. Explain the propositions of the classical theory (5 marks).
- d. Highlight any five conditions for effective extension management (5 marks).
- 2a. Explain any five reasons why you would recommend orientation training for newly recruited staff (10 marks).
- b. Distinguish clearly between span of control and division of labour (5 marks).
- 3a. State and explain five elements of supervision (10 marks).
- b. Outline any five conditions which affect decision making (5 marks).
- 4a. Explain any five purposes for studying agricultural extension management theories (10 marks).
- b. State any five management functions of staffing (5 marks).
- 5a. Explain any five aids to staff selection (10 marks).
- b. Define the term professionalism (5 marks).
- 6a. State and explain any five managerial skills required in an organization (10 marks).
- b. What is contingency planning (5marks).