



**NATIONAL OPEN UNIVERSITY OF NIGERIA
FACULTY OF AGRICULTURAL SCIENCES
SECOND SEMESTER EXAMINATION
JANUARY/FEBRUARY, 2018**

Programme: Agricultural Extension and Management

Course Title: Psychology for Extension Personnel

Course Code: AEM510

Credit Unit: 2

Total Score: 70Marks

Time Allowed: 2Hours

INSTRUCTION: Answer four (4) questions

Question one (1) is Compulsory and carries 25marks. All other questions carry 15marks each.

1 a. What do you understand by Mechanical Intelligence?3mks

**b. List and discuss the causes of individual differences in the society
12mks**

**c. Explain what is meant by Democratic and Autocratic Leaderships in
Extension teaching. 10mks**

**2 a. Explain transfer of learning in relation to Horizontal, Vertical and
Bilateral transfers 6mks**

**b. What is the implication of Classical Conditioning Theory for the
Extension worker 6 mks**

c. Explain the Law of Readiness as relates to Extension work. 3mks

3.a. Explain what you understand by a teacher. 5mks

- b. Enumerate the functions of the Extension teacher =**5mks**
- c. Explain the place of the learner in Extension teaching and learning. **5mks**
- 4a. Define Motivation and explain its importance in Extension work .
8mks
 - b. Identify the types of Motivation? =**4mks**
 - c. What type of motivation would you prefer as an extension worker and why? **3mks**
- 5 a. Explain the theories of emotion. **10mks**
 - b. Fear and Anxiety are emotions which play an important role in human motivation. Mention at least 10 causes of emotion among farmers. **5mks**
- 6. a What is frustration? **5mks**
 - b. Mention four of the defense mechanisms the farmer uses to manage frustration. **4mks**
 - c. Suggest ways you can help a Farmer cope with frustration **6mks**