



NATIONAL OPEN UNIVERSITY OF NIGERIA
University Village, Nnamdi Azikiwe Expressway, Plot 91, Cadastral Zone, Jabi, Abuja
Dept. of Agricultural Economics and Extension, Faculty of Agricultural Sciences,
2025_2 EXAMINATIONS

Course Code: **ARD510**

Course Title: **Psychology for Extension Personnel**

Credit Unit: **2 Units**

Time Allowed: **2hours**

INSTRUCTION: Answer compulsory question 1 (30 marks) and any other 2 questions (20 marks each)

- 1a. Explain the term, “learning situation” **4 marks**
- 1b. Describe any four (4) factors that affects learning **8 marks**
- 1c. Mention three (3) ways in which extension agents should satisfy the deficiency needs of the farmers **3 marks**
- 1d. Mention any five (5) principles underlying the cognitive theory **5 marks**
- 1e. Mention and explain any five (5) forms of transfer of learning **10 marks**
- 2a. Mention six (6) areas in animal and human behaviour where the principles of classical conditioning can be used **6 marks**
- 2b. Mention any six (6) implications of learning theories to extension personnel **6 marks**
- 2c. Explain the classroom implication of the law of readiness **4 marks**
- 2d. Mention and explain the two types of motivation **4 marks**
- 3a. State the four (4) components of classical conditioning according to Pavlov **4 marks**
- 3b. Define punishment **3 marks**
- 3c. Mention three (3) educational implications of Piaget’s theory **3 marks**
- 3d. Mention and explain the five (5) theories of transfer **10 marks**
- 4a. Write a short note on the term, “negative reinforcement” **3 marks**
- 4b. Explain the theory of emotional excitement **4 marks**
- 4c. Describe Instinct theory of motivation. **5 marks**
- 4d. Mention and explain the four (4) basic law of learning **8 marks**