

**NATIONAL OPEN UNIVERSITY OF NIGERIA**

**FACULTY OF AGRICULTURAL SCIENCES**

**JANUARY, 2018 EXAMINATION**

**COURSE CODE: AEM 411**

**COURSE TITLE: SOCIAL RELATIONSHIP AND BEHAVIOURAL CHANGE**

**CREDIT UNIT: 3**

**TIME ALLOWED: 3 Hours**

**INSTRUCTIONS: Answer question 1 and any other 4 questions**

**Q1. a.** Differentiate between social status and social role.**5marks**

1. There have been some attempt to divide people into types based on physical or psychological characteristics exhibitedby them. Discuss. **15 marks**
2. What are the characteristics and measures of change process.**10marks**

**Q2.**Distinguish between two classes of motivation and explain the .affecting adoption of innovation. **10 marks**

**Q3. a.** What are the different levels in problem solving in the society.**5 marks**

1. What is a decision and explain different types of decision making process. **5 marks**

**Q4. a.** Discuss the functional imperatives that society must perform according to Talcott Parsons? **5marks**

1. Outline the stages of development of human thoughts which form the basis of social organization according to August Comte. **5 marks**

**Q5.** Discuss the theories of behavioral change under the following;

a. Behavioural Theory **5marks**

b. Psychodynamic Theory **5marks**

**Q6.** Explain the several potential uses for social indicators. **10marks**

**Q7. a.** Explain change incentives. **5marks**

b. list ways of reducing resistance to change **5marks**