

**NATIONAL OPEN UNIVERSITY OF NIGERIA**

**University Village, NnamdiAzikwe Express Way, Jabi, Abuja**

**Faculty of Agricultural Sciences**

**June/July 2017 Examination**

**PROGRAMME: Agricultural Extension and Management**

 **COURSE CODE: AEM 411**

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

DURATION ----- 3HOURS

INSTRUCTION ----- ANSWER ANY FIVE (5) QUESTION

**Question 1**

1. Differentiate between social status and social role. **5marks,**
2. There have been some attempt to divide people into types based on physical or psychological characteristics exhibited by them. Discuss **15 marks**

**Question 2.**

Distinguish between two classes of motivation and explain the .affecting adoption of innovation. **20marks**

**Question 3**

1. What are the different levels in problem solving in the society **10marks**
2. What is a decision and explain different types of decision making process **10marks**

**Question 4**

1. Discuss the functional imperatives that society must perform according to Talcott

**10 marks**

1. Outline the stages of development of human thoughts which form the basis of social organization according to August Comte. **10 marks**

**Question 5**

Discuss the theories of behavioral change under the following;

a. Behavioural Theory **5marks**

b. Psychodynamic Theory **5marks**

c. DiffusionistTheory **5marks**

d. Cultural Theory **5marks**

**Question 6**

1. Explain the several potential uses for social indicators 1**0marks**
2. What are the characteristics and measures of change process **10marks**

**Question 7**

1. Discuss behavioural change in agriculture **5marks**
2. Explain change obstacles **5marks**
3. Explain change incentives **5marks**
4. List ways of reducing resistance to change **5marks**