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1ST SEM. 2004/2005

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UNIVERSITY OF SWAZILAND

FINAL EXAMINATION PAPER

**PROGRAMME: DEGREE IN ANIMAL PRODUCTION, CROPS,
AGRIC. EDUCATION, HORTICULTURE, LAND
WATER MANAGEMENT, HOME ECONOMICS
AND HOME ECONOMICS EDUCARTION**

COURSE CODE: AEM 406

TITLE OF PAPER: FARM BUSINESS I

TIME ALLOWED: TWO (2) HOURS

**INSTRUCTION: ANSWER QUESTION ONE AND ANY OTHER TWO
QUESTIONS**

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BY THE CHIEF INVIGILATOR**

Question 1

The types of decisions people make depend on how much knowledge or information they have about situations.

- a) Thoroughly discuss three main decision environments giving examples (20 marks)
- b) Decision are always clouded with alternatives and it need a skilled planner to use proper decision tools. Discuss four of these, giving clear examples on each.

(20 marks)

Question 2

The definitions of management suggest that management is a problem-solving and decision-making activity. Hence that implies that there must be an existing problem to solve. Agribusiness problems are divided into five types. Discuss these types in details.

(30 marks)

Question 3

Organizing is the structuring of coordinated system of authority responsibilities. By spelling out who does what and who reports to whom, outline and discuss three important functions of organisational structure.

(30 marks)

Question 4

The ability to influence other people's motivation is the most important quality of leadership. One may influence others in many ways and all forms of influence are based on some type of power. Discuss five forms of power commonly displayed by leaders.

(30 marks)