



2nd SEM. 2012/2013

page 1 of 2

UNIVERSITY OF SWAZILAND

FINAL EXAMINATION PAPER

PROGRAMME: B.Sc. in Agricultural Economics and Agribusiness Management

COURSE CODE: AEM 408

TITLE OF PAPER: AGRIBUSINESS MANAGEMENT

TIME ALLOWED: TWO (2) HOURS

INSTRUCTION: 1. ANSWER ALL QUESTIONS
2. EACH QUESTION CARRIES TWENTY FIVE (25) MARKS

**DO NOT OPEN THIS PAPER UNTIL PERMISSION HAS BEEN GRANTED BY
THE CHIEF INVIGILATOR**

Question 1

1.1 Define agribusiness and also describe the decisions that managers needs to make in agribusiness management. (8 marks)

1.2 Describe the structure of agribusiness. (6 marks)

1.3 What are the factors that influence business choice? (6 marks)

1.4 What is meant by 'agribusiness is always market oriented'? (5 marks)

Question 2

2.1 Differentiate between intrinsic and extrinsic rewards and give examples under each reward type. (8 marks)

2.2 Compare and contrasts between these two business forms; associations and cooperatives. (8 marks)

2.3 Describe any three (3) functions of marketing in agribusiness management. (9 marks)

Question 3

3.1 Planning is an antecedent process. It may be divided into different steps. Describe the steps involved in the planning process. (12 marks)

3.2 What is the difference between general and limited partnership? (4 marks)

3.3 Briefly describe the three (3) levels of marketing system. (9 marks)

Question 4

4.1 What is the difference between balance sheet and the income statements? (6 marks)

4.2 Describe any two (2) financial ratios. (8 marks)

4.3 Why is it important to analyze financials in agribusiness? (6 marks)

4.4 List any three (3) external and two (2) internal sources of financing in agribusiness. (5 marks)