

CENTRAL UNIVERSITY COLLEGE



END-OF-SECOND SEMESTER EXAMINATION, 2014/2015

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STUDENTS' INDEX NO:

CENTRAL BUSINESS SCHOOL
DEPARTMENT OF AGRIBUSINESS

CBFW 108: INTRODUCTION TO AGRIBUSINESS
MANAGEMENT

LEVEL 100

ALL SESSIONS
(MATAHEKO & MIOTSO)

18th JULY, 2015

TIME DURATION: 2½ HOURS

INSTRUCTIONS

1. ANSWER ALL QUESTIONS IN SECTION A ON THE QUESTION PAPER
2. ANSWER ANY TWO QUESTIONS IN SECTION B IN THE ANSWER BOOKLET PROVIDED

**DO NOT TURN OVER THIS PAGE UNTIL YOU HAVE BEEN TOLD TO DO
SO BY THE INVIGILATOR**

SECTION A: ANSWER ALL QUESTIONS ON THE QUESTION PAPER (60 MARKS)

Part I: Circle the Correct Answer

1. Technological requirement increases as the degree of raw material transformation rises.
a. True b. False
2. Most control measures for plant diseases are designed to cure rather than prevent.
a. True b. False
3. A manager can be defined as that person who provides the agribusiness with leadership but is **NOT** a change agent.
a. True b. False
4. Improved genetics in the seed and livestock industry is a major factor contributing to the productivity improvement in the production sector.
a. True b. False
5. Mango is an example of a traditional export crop from Ghana.
a. True b. False
6. Fumigant is a type of pesticide.
a. True b. False
7. Timely harvesting of crops ensure produce of good storability.
a. True b. False
8. Almost any kind of plant can be a weed.
a. True b. False
9. Managing for innovation is **NOT** a role of an agribusiness manager.
a. True b. False
10. In order to feed the world's population, most of the global food production must be stored for less than a year.
a. True b. False
11. _____ method is **NOT** a way to control weeds.
a. Biological
b. Chemical
c. Physical
d. Cultural

12. _____ involves cutting down the vegetation that is growing on the land and removing dead plant material from the cropping area.
- Harrowing
 - Ploughing
 - Land clearing
 - Land preparation
13. _____ is an element that is essential only for some plants but not all.
- Boron
 - Copper
 - Molybdenum
 - Silicon
14. Which of these is **NOT** a function of the 'directing process'?
- Communication
 - Motivation
 - Leadership
 - Evaluation
15. Measures for controlling diseases in crop production include _____.
- cultural practices
 - use of chemicals
 - use of disease resistant varieties
 - all of the above
16. _____ is sometimes **NOT** included in the list of marketing function because it is a form changing activity.
- Exchange
 - Processing
 - Financing
 - Transportation
17. Which of the following types of business organisation is owned by its customers?
- Sole proprietorship
 - Partnership
 - Corporation
 - Cooperative



18. Which of these is **NOT** a macro-economic factor affecting the demand of agricultural inputs?
- Exchange rates
 - Freight rates
 - Technology
 - Trade
19. One disadvantage of forming a Partnership is that _____.
- the number of Partners is limited
 - specialist skills may be introduced
 - more Financial Capital is usually available
 - any Financial Losses must be shared
20. _____ is **NOT** a post-planting operation?
- Watering
 - Thinning-out
 - Pruning
 - Harrowing
21. The organising function involves determining _____.
- a structure of authority
 - activities to be done
 - grouping of activities
 - all of the above
22. Which of the following is **NOT** an advantage of a sole proprietorship?
- Ease of starting a business
 - Being your own boss
 - Pride of ownership
 - Unlimited liability
23. Which of the following is **NOT** a level II processing activity?
- Ginning
 - Milling
 - Mixing
 - Sorting

24. The most fundamental and important function of management is
- planning
 - organising
 - directing
 - controlling
25. One reason for promoting bio-fuel production is to
- increase rural incomes .
 - increase productivity.
 - commercialise agriculture.
 - export agriculture produce.
26. Knowledge inputs into the agribusiness value chain includes all **except**:
- supply of agricultural inputs
 - the services sector
 - agricultural and agribusiness education
 - policy and regulatory activities
27. The arrangement and allocation of work, authority and resources is an effective and efficient way of _____.
- planning.
 - organising.
 - directing.
 - controlling.
28. Herbicides constitute about _____ of all pesticides sold.
- 90%
 - 80%
 - 25%
 - 15%
29. The farm corporation may have the following advantage(s) relative to the sole proprietorship.
- Simpler to organise
 - Tax savings for the one-owner business
 - Easier to transfer assets from one generation to the next
 - All of the above

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30. _____ is the process by which conformity between planned and actual results is maintained.
- Evaluation
 - Controlling
 - Organising
 - Supervision
31. The difference between the money received from sales of a product and that spent on the variable costs represents the _____.
- trade margin.
 - profit margin.
 - marketing margin.
 - gross margin.
32. The demand for fertilizer is determined by _____.
- the price of fertilizer
 - the income of the purchaser
 - the price of substitutes
 - all of the above
33. One advantage of the operation of a partnership is _____.
- competition may increase.
 - capital and skill may be increased.
 - the ratio of expenses per cedi may increase.
 - inefficient labour is always reduced.
34. _____ implies taking action and supplying stimulating power to a group of persons.
- Planning
 - Organising
 - Directing
 - Controlling
35. Which of the following is a factor to consider in packaging your products?
- Market requirement
 - Nature of the product
 - Cost of packaging
 - All of the above

36. Which of these is **NOT** a regulator in the agribusiness input sector?
- National Accreditation board
 - Environmental Protection Agency
 - Veterinary services
 - Ghana Standards Authority
37. The destruction or deterioration of agricultural produce through fire and excessive heat or cold are examples of _____ risk.
- physical
 - market
 - natural
 - financial
38. _____ describes what an agribusiness company has been formed to do.
- Articles of Association
 - Memorandum of Association
 - Memorandum of Understanding
 - Deed of Partnership
39. The agribusiness production sector includes all firms, companies and enterprises involved in _____ agricultural production.
- tertiary
 - secondary
 - intermediary
 - primary
40. _____ is an example of a non-traditional export crop from Ghana.
- Cocoa
 - Timber
 - Pineapple
 - None of the above
41. Important elements of good poultry marketing practice include all **except**_____.
- maintenance of good health.
 - reliability in supply.
 - consumer preference.
 - price competitiveness.

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42. _____ describes the internal rules of the agribusiness corporation.
- Articles of Association
 - Memorandum of Association
 - Memorandum of Understanding
 - Deed of Partnership
43. To _____ an agribusiness venture is to provide it with everything useful to its functioning.
- plan
 - organise
 - direct
 - control

Part II: Match the Terms with the Correct Definitions. Write only the letter of the term by their definitions.

Example: The sequence of intermediaries through which goods pass from producers to consumers. [**H**]

- A. Import B. Wage incentive program C. Joint venture D. Export E. Input
- F. Leases G. Enterprise working agreement H. Marketing channels

44. An employee is involved extensively with a particular part of the business, providing capital as well as labour. []
45. An agricultural product brought into Ghana from another country. []
46. A fair wage is paid plus a bonus based on some production goal the employee can work toward. []
47. A resource used in production. []
48. A person rents a part of the business or land for cash or a share of the product. []
49. Profits are shared with the employee according to the contributions made by that employee. []
50. Agricultural commodities shipped outside Ghana. []



Part III: Complete the Following Sentence

51. About 90% of farm holdings in Ghana are less than in size.
52. The judicious selection and use of compactible control options to keep pest population below damaging levels is known as
53. The control of weeds with herbicides was realised in the century.
54. Consumers buying behaviour is influenced by cultural,, and personal factors.
55. Land preparation consists of and
56. The type of agribusiness venture jointly owned by the government and private individuals is known as.....
57. The harmonious interaction between the stock and the person responsible for their daily care is known as.....
58. The value chain perspective of agribusiness is made up of the and inputs.

SECTION B: ANSWER ANY TWO QUESTIONS FOR 20 MARKS EACH IN THE ANSWER BOOKLET PROVIDED

1. a. State **two** means by which cultivated crops are spread. **(2 marks)**
- b. Enumerate **five** factors you will consider in selecting a site for crop production. **(5 marks)**
- c. Give **five** reasons for carrying out tillage operations on the farm. **(5 marks)**
- d. Explain the following terms as used in crop production:
 - i. Plant propagation **(2 marks)**
 - ii. An agricultural crop **(2 marks)**
 - iii. Planting at stake **(2 marks)**
 - iv. Pest **(2 marks)**



2. a. Outline **five** factors that affect the start of an agribusiness enterprise. **(5 marks)**
- b. State **four** characteristics of agriculture that affect agribusiness management. **(4 marks)**
- c. Enumerate **four** regulatory items that need to be evaluated before starting an agribusiness. **(4 marks)**
- d. Give **five** advantages of a sole proprietor taking on a partner. **(5 marks)**
- e. What is a business organisation? **(2 marks)**
3. a. Differentiate between the directing and the controlling functions of management. **(4 marks)**
- b. List **five** factors that affect the success of a modern agribusiness. **(5 marks)**
- c. Explain **three** environmental factors that affect managerial functions. **(9 marks)**
- d. Describe a limited partnership. **(2 marks)**
4. a. Agribusiness has been defined in various ways. State three of these definitions. **(5 marks)**
- b.
- i) What is an agribusiness support system? **(1 mark)**
- ii) State **five** examples of an agribusiness support system. **(5 marks)**
- c.
- i) Illustrate the **three** sector rendition of the agribusiness industry. **(6 marks)**
- ii) State **one** example of each sector. **(3 marks)**

