



(Knowledge for Development)

**KIBABII UNIVERSITY
UNIVERSITY EXAMINATIONS
2017/2018 ACADEMIC YEAR
FOURTH YEAR 1st SEMESTER
SPECIAL/SUPPLEMENTARY EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF SCIENCE IN AGRICULTURAL
ECONOMICS & RESOURCE MANAGEMENT**

COURSE CODE: IAE 492

COURSE TITLE: AGRIBUSINESS MANAGEMENT

DATE:

09/02/2021.

TIME:

8-10 AM.

INSTRUCTIONS TO CANDIDATES

Answer **Question 1** and any other two (2) Questions.

QUESTION ONE

a. Define the following terms as used in agribusiness management. (3mks each)

- i. Agribusiness
- ii. Policies
- iii. Budget
- iv. Balance sheet

b. Discuss the main sectors involved in agribusiness (7mks)

c. Explain why most small scale agribusiness owners prefer sole proprietorship (5mks)

d. Describe the main characteristics of a good agribusiness manager (6mks)

QUESTION TWO

Citing relevant examples, discuss the main constraints encountered while establishing agro-based industries (20mks)

QUESTION THREE

Explain factors influencing the quality of farm management decision. (20mks)

QUESTION FOUR

- i. Explain important steps involved in the planning processes (10mks)
- ii. Discuss characteristics of a sound plan (10mks)

QUESTION FIVE

Assuming you have been appointed as a human resource consultant to help in selection process of new staff in ABC Company. Discuss factors to be considered while recruiting new staff. (20mks)