



**Post Graduate Diploma in Agricultural Extension Management (PGDAEM)**  
**Term end examinations for 15<sup>th</sup> batch (2021-22) and**  
**Supplementary examination for 14<sup>th</sup> (2020-21) & 15<sup>th</sup> (2021-22) batches**

**AEM 202: Farm Business Management (4 Credits)**

**Maximum Marks: 70**

**Duration: 2 ½ hrs**

**Answer any FIVE questions. Each Question carry 14 marks.**

1. Define market. Classify markets on the basis of location and coverage. 14 marks
2. a) Describe briefly about challenges in agricultural marketing. 2x7 =  
b) Explain various marketing channels. 14 marks
3. What is agribusiness? Explain its opportunities in India. 14 marks
4. Explain financial management and various financial statements used for managing farm finance. 14 marks
5. Write short notes on the following:  
a) Schemes for financing agriculture sector 4 marks  
b) Characteristics of entrepreneurship 4 marks  
c) Farm records 3 marks  
d) Benefits of aggregation in farming 3 marks
6. Define management. Describe functions of management. 14 marks
7. Discuss on  
a) Characteristics of an entrepreneur. 7 marks  
b) Benefits of supply chain management. 7 marks
8. Write about various methods of risk reduction in agriculture. 14 marks

*Veenita*

13/3/2023

डॉ. विनीता कुमारी

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