



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES
DEPARTMENT OF ENTREPRENEURIAL STUDIES
EXAMINATION 2019
EXAM QUESTIONS

COURSE CODE: ENT 407

CREDIT UNIT: 2

COURSE TITLE: ENTREPRENEURSHIP DEVELOPMENT

TIME ALLOWED: 2 HOURS

Instruction: 1. Attempt question number one (1) and any other two (2)

2. Question number one (1) is compulsory and attracts 30 marks, while any other two questions attract 20 marks each

3. Present your answers to each question in a clear and orderly manner

1a. You have just been nominated as the Minister for Industry, Trade and Investment and you are being screened by the National Assembly. You have been asked to educate the House on the following:

- i. With Nigerian examples explain who an Entrepreneur is (4marks)
- ii. Clearly indicate what entrepreneurship is (4marks)
- iii. Define what Entrepreneurship development (ED) is (4marks)
- iv. How to identify an entrepreneur (4marks)

1b. What are **six (6)** sources of information available for entrepreneurship development? (4marks)

1c. A good plan has several characteristics, what are the **seven (7)** features of a good plan? (5marks)

1d. Briefly explain the following terms: Staffing; Leading; Motivating (5marks)

2a. In a tabular form, make a distinction between cooperative thrift and Credit Society (CTCS) and traditional Ajo or Esusu (10marks)

2b. Highlight the basic principles that forms the basis of the universal principles of modern cooperatives as recommended by the International Cooperative Alliance (10marks)

3a. Explain what the money market is and highlight **six (6)** money Market instruments (10marks)

3b. Enumerate **ten (10)** functions of commercial banks in Nigeria (10marks)

4a. Explain in very lucid terms what a business plan is and state **six (6)** objectives of a business plan (10marks)

4b. What is value Analysis and why is it important to the success of a business? (10marks)

5a. Explain in clear terms the sources of new business ideas (10marks)

5b. What are the obstacles a new entrant into an industry is likely to face? (10marks)