



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES

EXAMINATION 2019_2

EXAM QUESTIONS

COURSE CODE: ENT 411

CREDIT UNIT: 2

COURSE TITLE: STRATEGIC THINKING, PROBLEM SOLVING AND NEGOTIATION

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.** Define Strategic Thinker [4marks]
- b.** In a tabular form explain the eight (8) characteristics of Strategic and Conventional thinkers by Woolsey, [16marks]
- c.** Elucidate five (5) effective Organizing Skills [10marks]
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- 2a.** what is the best way to complete SWOT analysis? [4marks]
- b.** Discuss five (5) examples of Weakness in SWOT analysis [16marks]
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- 3a.** Personality in negotiation is quite vital in an organization. Identify and explain five (5) roles of the personality. [10marks]
- b.** Discuss five (5) Roles of Emotion in Negotiation [10marks]
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- 4a.** Creative Problem Solving in Business and Life has become imperative in day-today activities. Discuss [11marks]
- b.** After decades, the use of PEST model has proven to be effective especially in decision making. Discuss three (3) points to buttress this statement [9marks]
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- 5a.** Strategic Thinking in Business enhances some benefits that could lead to higher productivity in business. Discuss five (5) points [10marks]
- b.** Discuss Five (5) elements that make up strategic thinking as described by Dr. Jeanne M. Liedtka [10marks]