



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES
2020_2 EXAMINATION

COURSE CODE: ENT 310

CREDIT UNIT: 2

COURSE TITLE: CULTURAL CHANGE AND ENTREPRENEURSHIP

TIME ALLOWED: 3 HOURS

- INSTRUCTIONS:**
- 1. Indicate your Matriculation Number clearly**
 - 2. Attempt questions one (1) and any other two (2) questions. Three (3) questions in all**
 - 3. Question one (1) is compulsory and carries 30marks, While the other questions carry 20marks each.**
 - 4. Present all your points in coherent and orderly Manner**

1. A prospective businessman or woman is said to be a potential success if he/she has a good business plan.

- a. Critically define in details the concept of business plan (5marks)
- b. Itemize the issue that makes the business plan of an enterprise vulnerable (5marks)
- c. enumerate the scope of the business plan (5marks)
- d. what are the components of the business plan (5marks)
- e. enumerate the stages in the value analysis of a product (5marks)
- f. identify the objectives of a business plan (5marks)

2a. In 1986, the Babangida administration modified and extended the previous fiscal and monetary objectives and measures. What are the objectives of the structural adjustment programme introduced? (4marks)

2b. Nigeria is regarded as a poor country despite the abundance of human and natural resources. What are the major challenges/problems faced in the Nigeria economy (4marks)

2c. Based on the identified problems, what are the feasible solutions or recommendations needed to improve the Nigeria economy. (4marks)

2d. Discuss the viability of Nigerian economy during the pre-independence and post – independence era. (4marks)

2e. Evaluate the structures in the Nigeria economy (4marks)

- 3a. There are different ways one can acquire their citizenship in a country. Critically describe the patterns of citizenship acquisition. (10marks)
- 3b. Describe with detailed explanation the differences between rights, duties and obligations of a citizen (10marks)

- 4a. The environment is an important element in the preservation of life on earth however, it is still posed with some challenges. Discuss the causes of environmental problems. (10marks)
- 4b. Outline the possible solutions to the causes of environmental problems (10marks)

5. Discuss the following terms;

- a. Sales by Agent (4marks)
- b. Estoppels (4marks)
- c. Sales under special power (4marks)
- d. Sale in market (4marks)
- e. Sales by factor (4marks)