



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

**COURSE CODE: ENT 428**

**CREDIT UNIT: 2**

**COURSE TITLE: SMALL BUSINESS MANAGEMENT**

**TIME ALLOWED: 3 HOURS**

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

**QUESTION 1:** Social investors receive and analyze request from several social enterprises per year, but only a few make it to the final round. Investors have some important criteria's or basis of assessment when evaluating request from social enterprise. Explain the screening and due diligence process the social investor will adopt in this regard. *[30 Marks]*

**QUESTION 2:** Many organizations have designed practical construct to make the idea of social capital feasible. The World Bank, for example, developed the Social Capital Implementation framework (SCIF). For social capital to be practically feasible it can be broken down into 5 elements both at practical and operational level. Discuss these five elements one after the other. *[20 Marks]*

**QUESTION 3:** There are four factors that have been identified to contribute to project sustainability directly. In respect to social enterprise and community development in Nigeria briefly discuss these factors. *[20 Marks]*

**QUESTION 4** Social entrepreneurs are people who initiatives innovative solutions to social problem to bring about transformation in the society. The social entrepreneur uses the principle of entrepreneurship with the intent of creating social capital and not being essentially profit centered. According to Ashoka foundation what are the unique attributes of social entrepreneurs that make them stand out. *[20 Marks]*

**QUESTION 5:** There is no single and acceptable definition of poverty. This is because poverty affects both the physical, moral and psychological aspects of the people. Different criteria at different times have been used to conceptualize poverty. Poverty can however be broadly conceptualized into four (4) ways. Exclusively, discuss these four (4) ways that poverty be conceptualize. *[20 Marks]*