



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA**  
**FACULTY OF MANAGEMENT SCIENCES**  
**2022\_1 EXAMINATIONS**

**COURSE CODE: ENT 301**

**CREDIT UNIT: 2**

**COURSE TITLE: SOCIOLOGY OF ENTREPRENEURSHIP**

**TIME ALLOWED: 2 HOURS**

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

- 1a. Once the market opportunities have been identified, the entrepreneur faces the task of organizing and managing the enterprise. Discuss ten (10) organizing and managerial functions to be considered in this regard. **[2 Marks each]**
- b. In the work of Murray and Khickholn, they extensively discussed four determinants of personality traits of entrepreneur. Expatiate fully **[2.5Marks each] [10 Marks]**

**Total:[20 Marks]**

2. Write short note on the following:
- i. The Enthronement of Entrepreneurial Culture and Values **[4 Marks]**
  - ii. Education for Entrepreneurship **[4 Marks]**
  - iii. Entrepreneurial Ethics **[4 Marks]**
  - iv. Government contribution on Entrepreneur **[4 Marks]**
  - v. Encouragement of Corporate Entrepreneurs **[4 Marks] [20 Marks]**

- 3a. what is Entrepreneurship Rater **[5 Marks]**
- b. Entrepreneurship is interest bound; they go into business because of certain motivations. Discuss any five (5) out of such motivations **[3 Marks each] [15 Marks]**
- Total: [20 Marks]**

4. In tabular form write the Skills Required in Entrepreneurship adapted from Robert D. Hisrich "Toward an Organization Model" **[20 Marks]**