



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

**COURSE CODE: ENT 410**

**CREDIT UNIT: 2**

**COURSE TITLE: CORPORATE DEVELOPMENT: MERGERS AND ACQUISITIONS**

**TIME ALLOWED: 2.5 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 any points in a clearly and orderly manner**

**Question 1**

- a) As an Entrepreneur, discuss the concept of corporate development and elucidate its techniques. **5 marks**
  
- b) i. Compares and contrast horizontal and vertical merger in relation to business organization **5marks**  
ii. Compare and contrast Conglomerate and concentric Mergers. **5marks**
- c) Discuss Mergers and Acquisitions in Nigeria with relevant examples **5 marks**
  
- d) Explain in clear terms the reasons why companies merge while making reference to advantages and disadvantages of merger. **10 marks**

**Question 2**

- a) Succinctly discuss M and A deal closure citing relevant examples **10 marks**
- b) Discuss what is meant by corporate strategy **10marks**

**Question 3**

- a) Discuss confidence in banking system as a factor that affects merger and acquisition. **10 marks**
- b) What is financial safety net? **5 marks**
  
- c) Discuss the Chief Architect approach as one of the approaches of crafting a strategy **5 marks**

**Question 4**

- a) Differentiate between functional strategy and operational strategy as it relates to corporate development **10 marks.**
  
- b) Explain what you understand as future of emerging bank as it relates to merger and acquisition **10 marks**