



NATIONAL OPEN UNIVERSITY OF NIGERIA
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi - Abuja
FACULTY OF MANAGEMENT SCIENCES
2023_1 POP EXAMINATION

COURSE CODE: ENT 893

COURSE UNIT: 2

COURSE TITLE: ENTREPRENEURSHIP

TIME ALLOWED: 2 HOURS

INSTRUCTION(S): (i) Attempt question ONE 30marks and any other TWO questions 20marks each of your choice.

(ii) Present your answer legibly and logically using relevant examples

Q1). A → In what ways is “small and Medium Enterprises Equity Investment Scheme (SMEEIS) good source of finance for the small business. What limitation plagued this source of finance.

1B Comment briefly on areas of primary focus for an Entrepreneur on the issues raw materials for production purposes.

1C Apart from studying population data, the entrepreneur needs to understand the economic, political and regulatory trends to succeed. Illuminate this statement.

Q 2A → In managing an enterprise, two leadership styles have been identified. List the two leadership styles.

2B What does the staffing function of an entrepreneur involves? How is it approached?

Q3→ Discuss fully the Critical Success Factors in Entrepreneurship.

Q4→ comment on the more specific factors that guide the entrepreneur in selecting a location for;

- i) Retail business
- ii) Wholesale business and
- iii) Service business.

Q 5 → Why is the entrepreneur’s job of crafting the Enterprise strategy commonly described as the most important and difficult task for the entrepreneur?