



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA**  
**FACULTY OF MANAGEMENT SCIENCES**  
**2020\_1 EXAMINATION**

**COURSE CODE: ENT301**

**CREDIT UNIT: 2**

**COURSE TITLE: SOCIOLOGY OF ENTREPRENEURSHIP**

**TIME ALLOWED: 2 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**

1. Write notes on the following theories
- i. Economic Entrepreneurship theory
  - ii. Psychological Entrepreneurship Theories
  - iii. Personality Traits Theory
  - iv. Locus of Control
  - v. Need for Achievement Theory [20marks]
- b. Discuss two (2) economic factors that enhance entrepreneurial behaviour [10marks]
- 2a. Define Entrepreneur [2marks]
- b. Elucidate the factors affecting entrepreneurship growth in Nigeria [18marks]
- 3a. Discuss Evolution of the Concept of Entrepreneur. [5marks]
- b. In the context of Richard Cantillon, there are three broad perspectives of an entrepreneur. Discuss them. [15marks]
- 4a. Discuss the primary commodity era from 1914 to 1960 [10marks]

- b. Write elaborately the Import Substitution Era from 1960 to 1983 [10marks]
- 5. Write notes on the following theories
  - i. Opportunity Based Entrepreneurship Theory [6marks]
  - ii. Resource Based Entrepreneurship Theory [6marks]
- b. Explain four (4) factors that influence opportunity based entrepreneurial [8marks]