NATIONAL OPEN UNIVERSITY OF NIGERIA

91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA

FACULTY OF MANAGEMENT SCIENCES

2022_2 EXAMINATION

COURSE CODE: ENT 407
COURSE TITLE: ENTREPRENEURSHIP DEVELOPMENT
TIME ALLOWED: 2 HOURS 30 MINUTES

INSTRUCTIONS: 1. ANSWER QUESTION ONE AND ANY OTHER THREE
2. QUESTION ONE IS COMPULSORY AND CARRIES 30 MARKS WHILE OTHER QUESTIONS CARRY 20 MARKS EACH
3. PRESENT YOUR ANSWERS IN A CLEAR AND ORDERLY MANNER

1a. You have just been nominated as the Minister for Industry, Trade and Investment and you are been screened by the National Assembly. You have been asked to educate the House on the following:

i. With Nigerian examples explain who an Entrepreneur is (4marks)
ii. Clearly indicate what entrepreneurship is (4marks)
iii. Define what Entrepreneurship development (ED) is(4marks)
iv. How to identify an entrepreneur (4marks)

1b. What are the **six (6)** sources of information available for entrepreneurship development? (4marks)

1c. A good plan has several characteristics, what are the **seven (7)** features of planning? (5marks)

1d. Discuss briefly the following terms: Staffing; Leading; Motivating (5marks)

2a. In a tabular form, make a distinction between cooperative thrift and Credit Society (CTCS) and traditional Ajo or Esusu (10marks)

2b. Highlight the basic principles that forms the basis of the universal principles of modern cooperatives as recommended by the International Cooperative Alliance (10marks)

3a. Discuss what the money market is and highlight **six (6)** money Market instruments (10marks)

3b. State any **ten (10)** functions of commercial banks in Nigeria in relation to entrepreneurship (10marks)

4a. Discuss with relevant examples in clear terms the sources of new business ideas (10marks)

4b. What are the obstacles a new entrant into an industry is likely to face? (10marks)