PAD308

Question

The elective principle was introduced in Nigeria in _____ year?

Answer

1922

Question

Ojiako (1981) posits that amalgamation was aimed at relieving the imperial treasury of its annual contribution towards the upkeep of the _____

Answer

North

Question

The indirect rule criticized for giving too much power to _____ rulers.

Answer

Traditional

Question

The failure of indirect rule in eastern Nigeria was because of the absence of _____ authority or recognized traditional institutions.

Answer

Central

Question

The Anglophone culture is largely the legacy of the _____ colonial empire.

Answer

British

Question

_____ is not recognized as a means through which Britain acquired territories in that colonial quest?

Answer

Defend

Question

British colonial master established a crown colony system of government in _____ year?

Answer

1886

Question

The first republic collapse in _____ year

Answer

1966

Question

One of the challenges Nigeria as a nation-state is political _____ which was a product of colonial antecedent.

Answer

Leadership

Question

1. TMA is used for _____ grading of students result for each course registered in each semester.

Answer

0.3

Question

Kurfi, the then Federal Electoral Commission (FEDECO) 1983, in his record 52 Association applied for registration by 31st December 1978 only _____ association were eligible but five were eventually recognized.

Answer

19

Question

Who was the prime minister of Nigerian first republic in October 1st 1960?

Answer

Sir A.T Balewa

Question

A view on the Nigerian state was expressed by a nationalist that Nigeria is not a nation but a mere geographical express. Was done by _____ nationalist?

Answer

Obafemi Awolowo

Question

Allegiance is the _____loyalty which can be given at a time to a ruler of the state.

Answer

Citizen

Question

The Queen of England ceased to be Nigeria’s Head of State in _____ constitution.

Answer

1963

Question

The major problem affecting Nigerian democracy is the influence _____ in the country.

Answer

Subversive element

Question

The Northern Nigeria attained the status of self-government in _____ year?

Answer

1959

Question

The dual mandate in tropical Africa was written by _____.

Answer

Lord Fredrick Lugard

Question

The elective principle led to the emergence of the first political party _____ in Nigeria?

Answer

NNDP

Question

The elected principle introduced was mainly for two areas, Lagos and _____.

Answer

Calaba

Question

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1. TMA is used for _____ grading of students result for each course registered in each semester.

Answer

0.3

CRD324

Question

The formations of _____ have no age bracket.

Answer

Social club

Question

The federal government established the Urban Development Bank through Decree No. 51 of _____

Answer

1992

Question

There is/are _____ important feature(s) in the definition of rural development given by Lele

---

Answer

Three

Question

As explained by _____, the psychological contract involves a series of expectations between the individual member and the organization or group

---

Answer

Schein

Question

Which of the following is not one of the approaches to rural development according to Filani?

Answer

Coercive

Question

Okoye (1997) defined _____ as "the process of making life more satisfying and fulfilling for millions of people who live in rural areas"

Answer

Rural development

Question

_____ is based on the assumption that work is a natural phenomenon and if the conditions are favourable, people will not only accept responsibility, they will seek it

---

Answer

Theory Y

Question

_____ defined rural development as the process of making life more satisfying and fulfilling for millions of people who live in rural areas

---

Answer

Okoye (1997)

Question

_____ believes that there are five categories of levels of needs, namely, physiological, safety, social, esteem and self-actualizations needs

---

Answer

Maslow

Question

_____ approach focuses on mobilizing the youths and the young ones to participate in group social action

Answer

Idealistic

Question

According to _____, motivation refers to that which initiates, increases or reduces the vigour or the enthusiasm of an individual's level of activity

Answer

Mullins

Question

There are basically _____ approaches to rural development according to Filani (2000)

Answer

Three

Question

_____ approach is founded on diffusionist theory of development in which innovations developed from outside are brought to the rural dwellers by a presumed beneficent and altruistic change agency.

Answer

The Package

Question

One of the assumptions of _____ is that Needs that are not satisfied can influence behavior, but satisfied needs will not act as motivators

---

Answer

Maslow's theory

Question

One striking feature of the _____ is that the members are usually resident in the urban areas but labour to uplift the rural areas.

Answer

Social club

Question

_____ implies that man's actions are determined by the seeking of pleasant and the avoidance of unpleasant feelings and thus it was based on pleasure-seeking principles.

Answer

Psychological Hedonism Theory

Question

_____ defined rural development as the improvement of the population living in the rural areas on a self- sustaining basis, through transforming the socio-spatial structures of their productive activities

---

Answer

Lele (1992)

Question

_____ theory is based on the assumption that the goals of individuals influence their effort and that the behaviour selected depends upon their assessment of the probability that the behaviour will successfully lead to the achievement of the goal

---

Answer

Vroom’s Expectancy

Question

The _____ approach to rural development emphasizes the participatory involvement of farmers in reforming the rural areas.

Answer

Reformist

Question

_____ approach aims at improving the personal qualities of the individuals in the community and not material possessions.

Answer

Social development

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ENT301

Question

Entrepreneurs are very creative people

Answer

True'

Question

The single most important trait, which is considered to separate entrepreneurs from non-entrepreneurs is

---

Answer

Achievement

Question

Entrepreneurs can be found in

Answer

Military establishments

Question

There are how many types of skills required for anyone to be a good entrepreneur

Answer

3

Question

Bad practices are a requirement for business success

Answer

False'

Question

Entrepreneurs are not motivated by the external measures that the public sees

Answer

True'

Question

Entrepreneurs are Money Mongers

Answer

False'

Question

Entrepreneurs creates

Answer

All of the Options

Question

Entrepreneurs are the builders of nations

Answer

True'

Question

Opportunist entrepreneur possesses a futuristic orientation

Answer

True'

Question

The type of entrepreneur that displayed narrowness in education and training is

Answer

Craftman entrepreneur

Question

Smith in 1967 showed how many major types of entrepreneurs

Answer

2

Question

The old negative view of the entrepreneur gave way to a more modern perception

Answer

True'

Question

The Enterprising Man which was published in

Answer

1964

Question

Colonial English gentlemen can also be known as

Answer

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Question

The negativity was because businessmen of those times were

Answer

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Question

The word "entrepreneur" did not actually represent desirable personalities in the Nigeria between

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Question

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Answer

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Question

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CRD305

Question

_____ is whenrural dwellers should be involved at the various stages of the programme; from the conception stage to the implementation stage

---

Answer

participation

Question

A good rural development programme should be based on the _____use of local resources

---

Answer

effective

Question

A _____ rural development programme must ensure that the programme is accessible to all the rural dwellers

---

Answer

accessible

Question

A _____ number of the Nigerian populace live in the rural areas

---

Answer

large

Question

Acquisition of technologyis a rural development index.

Answer

True'

Question

_____ is an example of basic infrastructure

Answer

electricity

Question

Improved seedling is NOT an exapmle of tecnology needed for rural transformation

---

Answer

False

Question

Increase in per capita income is a rural development index

Answer

True'

Question

We have _____ objectives of rural development in Nigeria

Answer

five

Question

_____ mean a shift from the use of local, farming implements to the use semi modern technology

Answer

technological

Question

Generation of new employment is NOT a goal of development

Answer

False

Question

_____ and housing is a goal of rural development

Answer

nutrition

Question

_____ is concerned with behavioural change of rural farmers

Answer

reformist

Question

_____ is concerned with supporting the rural dwellers but not to make their livelihood 100% dependent on the programme

---

Answer

independence

Question

Social actions refer to organized collective activities to bring about or resist fundamental _____ in an existing group

---

Answer

change

Question

Economic insecurity is a problem of rural areas

Answer

True'

Question

Development can be defined as the general improvement in economic,social and political conditions of the whole society in terms of reduction or elimination of _____, inequality, injustice, insecurity

---

Answer

poverty

Question

_____ bank is defined as a self- sustaining financial institution owned and managed by a community

---

Answer

community

Question

The objective of rural financing is to encourage _____ habit among the rural population

---

Answer

banking

Question

_____ types of criteria generally define a rural society

Answer

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PAD330

Question

One of the following abreviations is incorrect

Answer

Sine die-approximately

Question

A public servant is not strictly obliged to abide by one of following codes of ehtics

---

Answer

Self- development

Question

The following are types of card index, except

Answer

Hierachical index

Question

File are classified according to the following, except

Answer

Numerical order

Question

One of the meanings of the following oficial abbreviations is incorrect

---

Answer

ref- reminder

Question

Minutes of meeting does not indicate one

Answer

Title of content

Question

A draft is bad due to one of the following

Answer

Weak grammer

Question

A Public Servant must avoid the following in the act of drafting or minuting

---

Answer

Taking Decision

Question

Thechniqeus for clear writing in the office required

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Question

The followings are enclosed in an office file, except

Answer

Personal Letters

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PAD312

Question

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Answer

The public interest.

Question

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Answer

The Military Head of State

Question

the first military regime in Nigeria took power on

Answer

15th January, 1966

Question

The most senior career Civil Servant at the local government level whose position is non-elective is

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Answer

The secretary.

Question

The Chief Executive of a Ministry is usually of a

Answer

Minister of Cabinet rank.

Question

Nigeria operates a three tier structure of governmt composed of

---

Answer

The federal, state and local governments

Question

The part of the economy concerned with providing basic government services is

---

Answer

The public sector

Question

The public service compared to civil service is

Answer

not broad and not inclusive

Question

_____ are functionaries of state who are appointed to their government jobs through non-elective process

---

Answer

Civil service

Question

_____refers to government ministries and departments that are charged with the responsibilities of implementing policies.

Answer

The Civil Service

Question

Under paragraph 171 of the 1999 Constitution it is expected that the President in the exercising his powers of appointment, shall take into consideration

Answer

The Federal character principle

Question

In Nigeria, the most senior civil servant in a ministry is

Answer

The Permanent Secretary,

Question

The federal civil service, from which the state civil services take cue, is mainly organized around the federal ministries, headed by a minister appointed by

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The President.

Question

In August 2009, the Head of the Civil, Stephen Osagiede Oronsaye, proposed reforms where permanent secretaries and directors would spend a maximum of

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Answer

Eight years on the post

Question

Not until _____the Nigerian civil service was organized strictly according to British traditions.

Answer

The 1960 reforms,

Question

The Pendleton Act of 1883 can also be referred to as

Answer

The Civil Service Act

Question

During the nineteenth century, civil service was based on the

---

Answer

Spoil System.

Question

Lord Fulton‟s committee‟s report of 1968 identified the following challenges bedevilling the British civil service except that

Answer

Administrators were disciplined and served the public interest

Question

The British Civil Service Commission was established in

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Question

In Britain, a permanent, unified and politically neutral civil service, in which appointments were made on merit, was introduced on the recommendations of the Northcote-Trevelyan Report of

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During the nineteenth century, civil service was based on the

---

Answer

Spoil System.

Question

Lord Fulton‟s committee‟s report of 1968 identified the following challenges bedevilling the British civil service except that

---

Answer

Administrators were disciplined and served the public interest

Question

The British Civil Service Commission was established in

Answer

1855

Question

In Britain, a permanent, unified and politically neutral civil service, in which appointments were made on merit, was introduced on the recommendations of the Northcote-Trevelyan Report of

Answer

1854

Question

The Nigeria civil service is expected at all times serve the

Answer

The public interest.

Question

The National Council of States (NCS) under military regimes in nigeria was headed by

Answer

The Military Head of State

Question

the first military regime in Nigeria took power on

Answer

15th January, 1966

Question

The most senior career Civil Servant at the local government level whose position is non-elective is

---

Answer

The secretary.

Question

The Chief Executive of a Ministry is usually of a

Answer

Minister of Cabinet rank.

Question

Nigeria operates a three tier structure of governmt composed of

---

Answer

The federal, state and local governments

Question

The part of the economy concerned with providing basic government services is

---

Answer

The public sector

Question

The public service compared to civil service is

Answer

not broad and not inclusive

Question

…….. are functionaries of state who are appointed to their government jobs through non-elective process

---

Answer

Civil service

Question

……refers to government ministries and departments that are charged with the responsibilities of implementing policies.

Answer

The Civil Service

PAD326

Question

The purest type of exercise of …….. is that which employs bureaucratic administrative staff.

Answer

Legal/Rationl authority

Question

…….. define classification as the systematic sorting and ranking of positions in a hierarchical sequence according to comparative difficulty and responsibility”.

Answer

Marshall E. Dimock

Question

Pendleton Act was passed by the Congress in 1883 to reform the public service from the grip of the

---

Answer

Spoil System

Question

Formal training is composed of the following with the exception of

---

Answer

Renewal Training

Question

William G. Torpeyin , …….. Is the process of developing skills, habits, knowledge and attitudes in employees for the purpose of increasing the effectiveness of employees in their present government positions as well as preparing employee‟s for future government position”.

Answer

Training

Question

Which of these option is not a feature of personnel system

Answer

Absence of security of tenure

Question

The initial definition of bureaucracy in the 18th century was concieved to mean a political systems dominated by

---

Answer

Public officials

Question

Broadly speaking, there are three distinct types of personnel systems except one –

Answer

Participatory

Question

Identify the option that is not a problem of public corporation

---

Answer

Problem of overfunding by the government

Question

One of these options is not a feature of public corporation

Answer

Absence of autonomy

Question

According to Mooney, staff work has three aspects but except for one

Answer

Decision making

Question

….. are created to satisfy the needs of the people locally and easily.

Answer

state

Question

“a corporate body oriented by legislature, with defined …… and financially independent, having a clear-cut jurisdiction over a specified area or over a particular type of commercial activity.

Answer

none of the above

Question

According to Earnest Benn, “the great departments of state are not organized for .

Answer

Business administration

Question

Public enterprise is any economic undertaking especially industrial, agricultural or commercial concerns that is

---

Answer

Owned and controlled by the state”

Question

Which of these is not a common feature of staff agency

Answer

They often the leaders of the organization

Question

The Basic Features of a Hierarchical Structure include the following except for

---

Answer

The inability to apportion responsibilities and authority to different employees

Question

According to Pfiffner and Sherwood, traditional theory is derived philosophically from a combination of except for

---

Answer

Human relation thoughts

Question

According to Spiers, there are five basic characteristics of an organisation except for

---

Answer

It is a non-social entities

Question

The term organisation is used in at least three different senses except for one of this option

---

Answer

The unwilliness to pursue specified goals

Question

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PAD302

Question

The last phase of the Kanuri Empire was ruled by three rulers except for

Answer

Mai Jubril Babu 1658_1666

Question

The Sefawa dynasty which is one of Africa's longest living, lost the throne in

Answer

1846

Question

the Sefawa dynasty started in about A.D. 774 and lasted until

Answer

1810

Question

The Kanem Borno empire was divided up into four provinces except

Answer

NorthWest headed by the Mai

Question

The Kanuri Empire lasted for over a .

Answer

A Thousand years

Question

Idris Katakarmabe succeeded Ali Ghaji in

Answer

1504

Question

The later arrivals into the kingdom were the

Answer

Bulala

Question

The group of early settlers in Kanem were the

Answer

Zaghawa

Question

Archaeologists have unearthed several historical remains in Kanem, which seem to point to the influence of

---

Answer

Moroe

Question

Kanem was founded by a prince called

Answer

Kisra

Question

Succession to the Oyo throne stayed within the different branches of the direct lineage of ……. founder of Oyo.

Answer

Oranmiyan,

Question

The system of government in the traditional Yoruba society was a loose .....arrangement and highly democratic.

Answer

Monarchical

Question

One of this name was not a ruler of the yoruba kingdom

Answer

Alafin

Question

The Yorubas trace their origin to Oduduwa who was the founder of the .

Answer

Yoruba kingdom

Question

Who became the successor of Dan Fadio after his death

Answer

Muhammad Bello

Question

Zaria greatness in the sixteenth century owed much of its development to its ablest ruler

Answer

Queen Amina

Question

The Chief Superintendent of Prisons in the Emirate is referred to as

Answer

Yari

Question

The spokesman of the Emir and organiser of palace workers was known as the

Answer

Sarkin Fada-

Question

The Hausa- Fulani traditional or pre-colonial system was known to operate a

Answer

Centralised government.

Question

The Fulani took over the political leadership of the ..... states in the early 19th century.

Answer

Hausa or Habe

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Kisra

PAD328

Question

That which is mainly external , that have a life cycle under theories of social movement is known as?

Answer

structural strain theory

Question

A theory that provides a sense of empowerment and belonging for the society is known as ?

Answer

mass society

Question

A theory that argues that social movements have their foundations among deprived people is known as

---

Answer

deprivation

Question

Under social movements,an approach that emphasizes the reaction by people at large to conditions in which there is a strain on the social system is known as---

---

Answer

resource mobilization

Question

A collective endeavour to promote or resit change in the society of which it forms part is known as

---

Answer

social movements

Question

That which explains the development in terms of emergence and expansion of markets for export production is known as?

Answer

export led

Question

What resource theory states that economic growth depends on the magnitude of basic natural resources within a given territory?

Answer

basic resource

Question

That which attributes economic growth with development to forces within the region or country is known as?

Answer

internal combustion theory

Question

Which author propounded the theory which states that, the growth of any economy whether rural or non rural is a function of capital invesment and employment of labour?

Answer

Molton_Thompson

Question

An approach which focuses on mobilizing the youths and the young ones to participate in group social action is known as?

Answer

idealistic approach

Question

Which approach places emphasis on group social action, that impacts the community than an individual

Answer

community work group approach

Question

An approach to social change that aims at improving the personal qualities of an individual is known as?

Answer

social development approach

Question

What approach to social change has transnational objectives and goals?

Answer

macro

Question

According to Okoye(1997)-------- as a unit of social change is achieved through popular participation.

Answer

community

Question

The understanding of the concept of community is more----- than geographical

---

Answer

sociological

Question

That which is defined as a spatial or political unit of social organization that gives people a sense of belonging is known as?

Answer

community

Question

Which amongst the listed is not an agent of social change

Answer

culture

Question

A significant alteration over time in behaviour patterns and culture including norms and values is known as -----

---

Answer

social chang

Question

Any alteration or shift or variation from the original to something new is refered to as?

Answer

change

Question

That which is responsible for the transformation of a society from a rural state to urban state is known as?

Answer

development

Question

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FMS304

Question

A..... is necessary for all research projects requiring a literature review

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Answer

bibliography

Question

The research ..... is usually the basis for judging the rest of the proposal and, ultimately, the final report

Answer

objectives

Question

The most important parts of an external proposal are all of the following except;

Answer

the problem

Question

An .....study generates the most simple research proposal

Answer

Exploratory

Question

A proposal is generally looked at as an individual’s or group of individuals’ offer to render a service to a potential .....

Answer

sponsor

Question

The ..... is a brief summary of the research, usually about 100 words in length or one page

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Answer

abstract

Question

A research proposal should contain all of the following parts except;

Answer

Dedication

Question

..... of The Research should contain the importance and usefulness of the research

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Answer

significance

Question

Which of the following is not a Source of hypotheses?

Answer

Library

Question

A research .....is analogous to the plans and specifications, which precedes the construction of a building

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Answer

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..... quantitative data are numerical responses which arise from a measuring process

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Answer

Continuous

Question

..... involves a person-to-person administration of questionnaires

---

Answer

Interviewing

Question

Many good inquiries start with a ..... in which one can read the published materials already

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Answer

literature review

Question

Qualitative .....involves random variables that yield categorized responses

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Question

The term..... can be referred to as unbiased set of statistic observations or information

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A good hypothesis should have all of the following qualities except;

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Question

Research is all of the following, except:

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Question

For complex research projects, you would require
a ....., showing how all the phases will be brought

Answer

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Question

You need to provide an ....., in the form of glossary of terms, when you have many words that are unique to your particular research topic

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PAD301

Question

In a country like Nigeria with her diversecultural, linquistic and ethnic diversity, decentralization can enhance_____

Answer

political cohesion

Question

The federalist school of thought believes in the combination of_____

Answer

self rule/shared rule

Question

All of these but one are the justification for federalism_____

Answer

religious factor

Question

American federalism evolved through the _____

Answer

aggregation process

Question

Nigeria was a unitary state before it reconstituted itself by_____

Answer

devolution

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All these are types of federalism except_____

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unitarism

Question

Federalism as a political system is adopted to cater for _____

Answer

diversities

Question

Federalism exists where there is_____

Answer

more than one tier of government

Question

A unitary state with needs for unity out of diversity may form_____

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centrifugal federalism

Question

History has indicated that the principal factor for the formation of federalism is common_____

Answer

external threat

Question

When the concurrent law clashes in a Federal system, that of the ..... predominates

Answer

the Federal law

Question

The exclusive functions in a federal constitution is reserved for

Answer

the Federal government

Question

..... is a characteristic of a Federal system

Answer

Written constitution

Question

..... is not a characteristic of a federal system

Answer

Unwritten constitution

Question

Ayoade also defines IGR as comprising …….. Patterns

Answer

9

Question

Clark & Okoli (eds) identified …….. Levels of IGR

Answer

2

Question

The Federalist structure offers more defined platform for the operation of

Answer

Intergovernmental Relations

Question

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federalist - decentralization school

Question

In the coordinate - authoritymodel of IGR, two types of entities are linked only

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PAD305

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MKT308

Question

Usually, manufacturers expect advertising to bring returns in the _____

Answer

long period

Question

In order to properly measure the results of advertising, communications goals rather than _____ should be set.

Answer

sales goals

Question

Salesmanship does not include _____

Answer

indirect selling

Question

In Personal selling the sales man has _____ contact with his prospect

Answer

direct

Question

In Publicity the sponsor _____ for space or time used in presenting his message

---

Answer

does not pay

Question

The benefits of promotion to a firm are so much that only few firms engaged in _____fail to use some it.

Answer

pure competition

Question

The _____among new-product introductions can be considerably reduced when proper promotion methods are applied

---

Answer

high failure rate

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It is a current expense to a firm

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Is not one of the rules for Setting Workable Promotion Objectives

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Promotion objectives should be verbal

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Push strategies are often used in selling_____

Answer

Industrial goods

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_____divides advertising objectives into four stages of “commercial communication,”

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Russel Colley

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DAGMAR means_____

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Defining Advertising Goals for Measured Advertising Results

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Trading stamps and contests are examples of _____

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Sale Promotion

Question

_____is the presentation of a product, service, or idea by a salesman in direct contact with his prospect.

Answer

Personal selling

Question

Publicity messages are presented as news and the_____ name may or may not be given

Answer

Sponsor's

Question

In Publicity the sponsor _____ for space or time used in presenting his message

Answer

does not pay

Question

_____is any paid form of non-personal presentation of products, services, or ideas by an identified sponsor.

Answer

Advertising

Question

_____products are particularly difficult to establish in markets served by strong competitors

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Answer

New

Question

The _____selling elements of promotion include advertising, sales promotion, public relations and publicity.

Answer

non personal

Question

is the act of making the customers to be aware of a particular product

Answer

Promotion

Question

Usually, manufacturers expect advertising to bring returns in the _____

Answer

long period

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In order to properly measure the results of advertising, communications goals rather than _____ should be set.

Answer

sales goals

Question

Salesmanship does not include _____

Answer

indirect selling

Question

In Personal selling the sales man has _____ contact with his prospect

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Answer

direct

Question

In Publicity the sponsor _____ for space or time used in presenting his message

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Question

The benefits of promotion to a firm are so much that only few firms engaged in _____fail to use some it.

Answer

pure competition

Question

The _____among new-product introductions can be considerably reduced when proper promotion methods are applied

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Answer

high failure rate

Question

Which of these is not benefits of Promotion to the firm ?

Answer

It is a current expense to a firm

Question

Is not one of the rules for Setting Workable Promotion Objectives

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Answer

Promotion objectives should be verbal

Question

Push strategies are often used in selling_____

Answer

Industrial goods

Question

_____divides advertising objectives into four stages of “commercial communication,”

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DAGMAR means_____

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Defining Advertising Goals for Measured Advertising Results

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Trading stamps and contests are examples of _____

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Question

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Answer

Felt need

Question

The following are functions of marketing channels except;

Answer

Production

Question

Market intermediaries include the following except;

Answer

Producers

Question

The following are socio-cultural variables that affect marketing activities EXCEPT..

Answer

Product packaging

Question

……..is an independent business concern that operates as a link between producers and ultimate consumers or industrial users

---

Answer

Middleman

Question

…concept holds that the key in achieving organisational goals consists in determining the needs and wants of target markets

Answer

Marketing

Question

.....is the statistical features of human population in terms of distribution

Answer

Demographic

Question

The distribution variable relates to the..... of the products in the markets

Answer

Location

Question

A product means .....

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Goods and Service

Question

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---

Answer

False

Question

Based largely on the expected sales target, the sales manager will allocate_____ to his salesmen

---

Answer

portions

Question

_____ involves the sales manager working in concert with the marketing manager and top management is expected to come up with a sales forecast for a given business period.

Answer

sales planning

Question

_____salesmen ordinarily depend on the assistance of these specialized personnel in solving the problems of the customers and achieving successful selling.

Answer

Question

Sales management is the organizational efforts necessary in planning sales _____

Answer

objectives

Question

_____salesman stands behind the counter and serves buyers.

Answer

inside order- taker

Question

_____ salesmen predominantly delivers products to buyers.

Answer

delivery

Question

It is at the point of _____ that marketing is consummated,

Answer

personal selling

Question

Communication inmarketing is the process of which _____ is created and _____ are aroused

---

Answer

awareness and desires

Question

A popular slogan in marketing says that “nothing happens until a _____ is made”.

Answer

sale

Question

_____ extends to converting prospects into customers and ensuring that the customer becomes a regular buyer and possibly a brand loyalist.

Answer

follow-up

Question

this stage that the salesman takes the prospect through all the mental processes leading to the acceptance of the message he has and realization of the call objective.

Answer

presentation

Question

____means using some kind of illustrative designs will help the salesman in holding the interest of the prospect

---

Answer

contrast

Question

_____ implies doing something new or extra ordinary.

Answer

novelty

Question

Two general selling approaches are _____and _____selling approaches

---

Answer

product and benefit

Question

_____ and ___ are among the many approaches to attention getting.

Answer

news and compliments

Question

Prospecting is not a selling activity that identifies and locates potentials buyers of a product.

Answer

Question

Ultimately, training is expected to make salesmen better _____.

Answer

performers

Question

_____ for social event is a personal quality of a good salesman

---

Answer

love

Question

_____is the step that involves choosing from the interviewed job prospects the ones that best meet the company’s requirements.

Answer

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Goods and Service

ENT304

Question

…….. Said a leader is someone who has the clarity to know the right things to do, the confidence to know when they are wrong and courage to do the right things

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Answer

Darcy Eikenberg

Question

Leadership was defined as a process whereby an individual influenes a group of indiiduals to achieve a common goal

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Answer

Northhouse

Question

A leader must be vast in thought and deed is a quality known as ……

Answer

Broad minded

Question

Leaders enable others to act not by hoarding the power they have but by giving it away was stated by ……..

Answer

Russell

Question

A leader who switches instinctively between styles according to the people and work they are dealing with is called ……..

Answer

Situational leader

Question

A situation where the leader is characterized by employee oriented and democratically supportive behavior is known as ……..

Answer

Democratic

Question

Also It is argued that the effectiveness of any decision depends on the following EXCEPT ……..

Answer

The quantity of the decision

Question

Power that is based on fear is called …….

Answer

Coercive power

Question

The quality of leadership that says a leader must not be a specialist in a field but a generalist is called ……

Answer

Competence

Question

A leader that is mainly recognised from the strength of his personality is known as a ……. Leader

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Answer

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Question

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Question

The ability to command people's obedience is .....

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Power

Question

..... is a model which puts serving others as the number one priority

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Servant leadership

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A leader wose influence arises directly out of his position is called a ..... leader

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Answer

Appointed leader

Question

..... Is not one of the main forces on a manager's mind in deciding a leadership style?

Answer

Cordinates style

Question

..... defines an effective leader as one who teaches by example

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Answer

Modelling

Question

Research carried out by ..... d Was based on the view that managers have difficulty in altering the style which has helped them to achieve success and that they are not flexible

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ENT305

Question

____ offers an entrepreneur the right to be creative and invent product or service, but retaining the name brand, icon or trademark of the widely recognized business.

Answer

Licensing

Question

___ provides opportunity to start your business om already set-up business.

Answer

Franchise

Question

A _____ is a business agent that has an agreement to sell products or services produced by another company

Answer

distributor

Question

____ entails understanding what the market needs and realistically take account of capabilities you have to be able to provide it.

Answer

Strategic fit

Question

_____ is not a non-renewable forest resources

Answer

Leaves

Question

___ is an example of forest renewable resources.

Answer

Fruits

Question

___ is not an example of plantation

Answer

Mustard

Question

Business opportunities can emerge from the following except

Answer

Francise

Question

Orange is an example of ____

Answer

Fruits

Question

____ is an example of cereals

Answer

Rice

Question

___ deals with wholesale and retail trading.

Answer

Marketing business

Question

_____ defined as all the economic activities carried out in order to provide goods and services.

Answer

Business

Question

To safeguard the investments and interests -s the expectation of ___

Answer

Investor

Question

___ should have the best products and services at the least cost, according to the rules of fairness to all engaged in production and distribution

Answer

Customers

Question

_____ can be defined as an institution concerned primarily with the production and marketing of goods and services for the economy.

Answer

Business

Question

The emphasis of businesses operated by public sector is ____

Answer

service oriented

Question

____ are industries that engage in large-scale production or activity and require huge amounts to set up.

Answer

Heavy industrial business

Question

Who Hooper defines business as the whole complex field of commerce and industry?

Answer

Hooper

Question

___ may be recognized and rewarded according to the fruits of their decisions, and protect the interest of others.

Answer

Management

Question

____ industries include tailoring, barbing salon, pool bating

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Service

ENT308

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Priotising the interest of the family above individual interests is known as ……

Answer

Ethics

Question

Successful Henry Ford cars gained prominence because they were like .....

Answer

Motorised Tricycles

Question

The involvement in ..... Of the Guggenheims family made them very wealthy.

Answer

Minning

Question

Prominent Historian known as ..... provided useful information on family businesses in the early days

---

Answer

David Landes

Question

In the 1800s, a family controlled shipping and railroad business created by .....

Answer

Cornelius

Question

The provision of financial assistance to its members when needed is known as .....

Answer

Economic support

Question

The ..... Family are the owners of the world's largest retailers

Answer

Walton

Question

The country that is a domicile of Management science is .....

Answer

United States

Question

..... is used to communicate the practices of the family

Answer

Rituals

Question

..... Posit that, family business is the most prevalent form of business in the world

Answer

Colli

Question

..... Creates a moral sense of right doing

Answer

Ethics

Question

..... Means to take into one's family a person mostly children through legal means and raise the person as one's own child

Answer

Adoption

Question

The following names were attributed to the early work done on family business in literature EXCEPT.....

Answer

Guten Danke

Question

The ..... Bank was first of its kind in the United Kingdom

Answer

Baring

Question

If a couple have tried without success to concieve naturally then help is sought form a ..... mother

Answer

Surrogate

Question

Historically the ..... is made up of father, mother, and children

Answer

Family

Question

…… Refers to the recognition of a shared history and practices that connects individual family members to each other

---

Answer

Tradition

Question

Entrepreneurship and regional journal has its domicile country in ……..

Answer

United kingdom

Question

Businesses owned by families have played an important role in the following EXCEPT ……..

Answer

Wealth disintegration

Question

Family tradition of ensuring the continuation of the family unit is known as ……..

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Prominent Historian known as …… provided useful information on family businesses in the early days

Answer

David Landes

Question

In the 1800s, a family controlled shipping and railroad business created by .....

Answer

Cornelius

Question

The provision of financial assistance to its members when needed is known as .....

Answer

Economic support

Question

The ..... Family are the owners of the world's largest retailers

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Answer

Walton

Question

The country that is a domicile of Management science is .....

Answer

United States

Question

…… is used to communicate the practices of the family

Answer

Rituals

Question

……. Posit that, family business is the most prevalent form of business in the world

Answer

Colli

Question

…… Creates a moral sense of right doing

Answer

Ethics

Question

..... Means to take into one's family a person mostly children through legal means and raise the person as one's own child

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Answer

Adoption

Question

The following names were attributed to the early work done on family business in literature EXCEPT.....

Answer

Guten Danke

Question

The ..... Bank was first of its kind in the United Kingdom

Answer

Baring

Question

If a couple have tried without success to concieve naturally then help is sought form a ..... mother

---

Answer

Surrogate

Question

Historically the ..... is made up of father, mother, and children

---

Answer

Family

Question

..... Refers to the recognition of a shared history and practices that connects individual family members to each other

---

Answer

Tradition

Question

Entrepreneurship and regional journal has its domicile country in .....

Answer

United kingdom

Question

Businesses owned by families have played an important role in the following EXCEPT .....

Answer

Wealth disintegration

Question

Family tradition of ensuring the continuation of the family unit is known as ……

Answer

Procreation

Question

Priotising the interest of the family above individual interests is known as ……

Answer

Ethics

Question

Successful Henry Ford cars gained prominence because they were like ……

Answer

Motorised Tricycles

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The involvement in ……. Of the Guggenheims family made them very wealthy.

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ENT306

Question

Which School of Thought based on an experience or custom approach that manager's success depends on how he or she is able to learn from others mistakes or successes.

Answer

Social System School

Question

In ……. cultures, this cycle is depicted through five elements: water, wood, fire, earth and metal which interact with each other in fluid and dynamic ways.

Answer

East Asian

Question

In contrast, corporations and businesses commonly use a framework that is based upon a linear model which advances through step-like stages of development – creation, direction, coordination, implementation and …….

Answer

Consolidation

Question

Which School of Thought is referred to as the traditional, universal and functional approach.

Answer

Management Process School

Question

……. is the drawing force that drives and keeps the organization going

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Answer

Motivation

Question

In 2002 ……. and Rowley quote that "The influence of organizations in our daily life registered a rising trend during the twentieth century"

Answer

Baum

Question

Which School of Thought views management as a system of mathematical models, symbols, processes, relationships and measurable data.

Answer

Quantitative School

Question

Year 1998 ……. articulates three definitions which reflect very well to the way organizations are perceived

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Answer

Scott

Question

…….. provides a super-ordinate goal within the units also wide variety of needs are expected from people in an organizations

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Answer

Mutual Interest

Question

In the last ……. years, there were 6 Nobel prizes awarded to researchers who have focused on the analysis of organizations and institutions

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Answer

22

Question

Jain and ……. argued that organizations that value diversity will definitely cultivate success and have a future in this dynamic global labour market

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Answer

Verma

Question

……. began to understand that an organization is successful if it accomplishes its goals effectiveness using a minimum of resources efficiency

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Answer

Mangers

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Answer

Function Overlay

Question

Socio-Metric Overlay is a ……. Solving approach. It depicts special friendship within the organization

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Answer

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In 1995 Neely, Gregory and …… define performance measurement as a set of indicators used to quantify the efficiency and effectiveness of action

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According to Out, in ……. he said "Morale is the emotional reaction of a person to his job. It refers to confidence in the means of goal attainment"

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ENT302

Question

Which of the following is a major reason for the failure of a marketing plan?

Answer

Lack of adequate situation analysis

Question

As an organisation becomes larger and more complex, it is expected that

---

Answer

Planning and evaluation schemes are in place

Question

A market segmentation is the process of:

Answer

Dividing the market into small homogeneous groups

Question

Which of the following is one of the most difficult decisions to consider in respect of marketing decisions?

Answer

Determination of the appropriate price

Question

A business situation analysis reprsents a review of

Answer

Where the business has been

Question

If the volume of demand, D, is less than the minimum possible size, M, of a project, we conclude that

Answer

The project is premature and there is no justification for its execution

Question

Which of the following is a distinct characteristic that must be incorporated in an effective marketing plan?

Answer

All of the Above

Question

The choice of the optimum size of a venture would depend on

Answer

The entrepreneur's objective function and constraints

Question

Which of the following is the major aim of the analysis of marketing environment?

Answer

To be aware of the current market conditions and the possible impact of the external environment

Question

The starting point for an organisation's job analysis is:

Answer

The tasks that need to be performed

Question

An investment selection criteria is characterised by one of the follow

---

Answer

An easy way of selecting from various investment choices

Question

The difference between a cash flow statement and income statement is

---

Answer

In the listing of relevant variables in the statement

Question

A useful technique for the determination of the quantities to be sold of a product would be:

Answer

Break-even analysis

Question

The net sales figure can be computed as the

Answer

Difference between cash sales and credit sales

Question

All of the following except which are the fundamental factors to be considered in the determination of an appropriate price for a new product?

Answer

The marketing strategy

Question

A pro forma cash flow is obtained from

Answer

The difference between cash payments and cash receipts

Question

One of the difficult decisions in respect of marketing strategies is:

Answer

Determination of the appropriate price

Question

A capital budget is intended to provide the basis for

Answer

Evaluating the expenditure for more than one year

Question

All except which of the following are the possible decisions involved in the determination of marketing mix variables?

Answer

The market characteristics

Question

Which of the following issues should an entrepreneur consider in the formulation of marketing strategies?

Answer

All of the Above

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MKT309

Question

Venue layout should have clearly defined routes around the site without impeding_____

Answer

egress route

Question

A License issued for a period of one year is called _____

Answer

Occasional License

Question

_____ and budget must be prepared in respect of Program, Promotion and Fund raising

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Answer

Master plan

Question

The event manager can collect _____ of event to evaluate the event

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Answer

feedback

Question

The license for public performance of music recordings_____

Answer

Phonographic Performance Level

Question

_____are the source documents that specify transaction dates, amounts, legal agreements, private customer and business details

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Answer

Event Records

Question

_____are things which are going to happen in the event that the event manager must cross check and be sure it is included

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Answer

Check list

Question

Favorable economic conditions and support from the local authorities are examples of _____in Event planning and Executions.

Answer

Opportunities

Question

_____involves networking and advertising for the success of the event, by raising funds and obtaining sponsorships for the conduct of the event

---

Answer

Canvassing

Question

_____are usually organised to celebrate major life events such as weddings, anniversaries etc

---

Answer

Social events

Question

Entertainment should not be concentrated in one area in order to minimize the risk of _____

Answer

hot spots

Question

Areas that the public should not gain general access to is called _____

Answer

Sterile area

Question

_____is a process of reducing loss of life and property from all types of hazards through a comprehensive, risk -based, emergency management program and recovery

Answer

Emergency Management

Question

Performance license allows anybody _____ years of age to perform and take part in the musical event

Answer

below 18 years

Question

In event management PPL means _____

Answer

Phonographic Performance Limited

Question

In event management, when a company provide right people for the right activity this is called principles of _____

Answer

People management

Question

_____is the baby step to design the work flow model which helps the company in conducting various events

Answer

Planning of events

Question

He oversees the movement, distribution and storage of goods, instruments and equipment in an event venue _____

Answer

Logistic Manager

Question

The specific reason for which an event is being planned is reffered to as _____

Answer

Conceptualising

Question

_____ events are intended to create awareness with regards to certain causes or social responsibilities meant for the common good of the people

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MKT301

Question

The head of federated cooperative societies are …….appointed from the supervising ministry

Answer

Government officials

Question

The secondary cooperatives are located at the ……. government headquarters

Answer

Local

Question

The National Cooperative Insurance Society of Nigeria (NCISON) activities are purely

Answer

Cmmercial

Question

The Nigerian National Cooperatives wholesale Association (NNCWA) established in 1976 and funded by the government is to ……. essential consumer goods through state cooperative wholesalers

Answer

Import and distribute

Question

In 1979, the Federal government set up the National Cooperative Insurance Society of Nigeria (NCISON) with base in

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Answer

Kano

Question

The National Advisory Council (NAC) is statutorily empower to …… the President of Nigeria on issues relating cooperative in general and specifically on matters relating to policies and strategies.

Answer

Advise

Question

Problems of consumer cooperatives can be attributed to any of the following EXCEPT

Answer

Family relationship

Question

In 1976, the Federal government of Nigeria established three cooperative colleges for the sole purpose of enhancing continuous cooperative education in the country. Thes ecolleges were located in

Answer

Ibadan, Kaduna and Enugu

Question

Tertiary cooperative is the ..... via which single or multi-purpose societies can attain their economic needs.

Answer

Highest platform

Question

Tertiary cooperatives exist to take care of the interest of members of the .....cooperatives

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Question

Critics of capitalism accuse it of the following except…….

Answer

Individual creativity

Question

One of the following represents a difference between capitalism and cooperative

Answer

Inequality

Question

Capitalism and Cooperative societies are similar except on……..

Answer

Profit driven

Question

One of the following is not a feature of capitalist market

Answer

Command economy

Question

Capitalism is an economic system based on ……. ownership of the means of production and operates for profit

Answer

Private

Question

An example of a perfect market is …….

Answer

Stock market

Question

Factor pricing refer to goods and factor markets that are ……

Answer

Perfectly competitive

Question

The practice of charging different prices for various units of same products is called……..

Answer

descrimination pricing

Question

A perfect market has the following features except

Answer

products are differentiated

Question

Perfect competition is a market situation in which a large number of producers offer a …….. product to a very large number of buyers of the product.

Answer

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ENT307

Question

There are _____ states in the North West in Nigeria

Answer

7

Question

The share of agriculture in the GDP from the year 2000 till now has been revolving around _____ percent.

Answer

40

Question

Lagos State was created on _____

Answer

May 27, 1967

Question

The _____ geopolitical zones share the benefits of resources allocation and good egalitarian involvement in governance.

Answer

Six

Question

By 1958, oil production and exports started with about _____ barrel per day

Answer

5100

Question

In _____, the NNPC claimed that flaring cost Nigeria US $2.5 billion per year in lost revenue

Answer

2011

Question

Abuja is made up of _____ local government

Answer

Six

Question

The _____ phase of agricultural and rural policy covered the period from about 1970 to 1985

Answer

Second

Question

Nigeria is made up of approximately 400 ethnic groups and _____ languages

Answer

450

Question

Which of the following does not belong to the group?

Answer

Kwara State

Question

In 2011, the NNPC claimed that flaring cost Nigeria _____ billion per year in lost revenue

Answer

US $2.5

Question

Middle Belt is also used to represent _____

Answer

North Central

Question

Which of the following does not belong to the group?

Answer

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By _____, oil production and exports started with about 5,100 barrel per day

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Answer

1958

Question

The _____ phase of agricultural and rural policy started from 1986 in the Structural Adjustment Programme (SAP) period to 1994

Answer

Third

Question

Limestone has been the major solid mineral produce in Nigeria accounting on the average for over _____ of total output.

Answer

0.9

Question

_____ were used to extract surpluses from the agricultural sector, which were used to provide basic infrastructure.

Answer

Marketing boards

Question

Edo State was created on _____

Answer

August 27, 1991

Question

_____ occupies an approximate land area of 8000 square kilometers

---

Answer

Federal Capital Territory

Question

The colonial rule up to _____ involves the export of varieties of cash crops

---

Answer

1930

Question

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Limestone has been the major solid mineral produce in Nigeria accounting on the average for over _____ of total output.

Answer

0.9

Question

_____ were used to extract surpluses from the agricultural sector, which were used to provide basic infrastructure.

Answer

Marketing boards

Question

Edo State was created on _____

Answer

August 27, 1991

Question

_____ occupies an approximate land area of 8000 square kilometers

---

Answer

Federal Capital Territory

Question

The colonial rule up to _____ involves the export of varieties of cash crops

Answer

1930

PAD305

Question

One of this statement is not true

Answer

The principle of separation of powers is clearly incorporated in the British constitution

Question

Which of this statement is not true about the concept of separation of powers

Answer

That there is no danger posed to the liberty of citizens by the concentration of powers

Question

Independence of the judiciary implues that

Answer

The judges and court must be free from influenced of both government and individuals in discharge of their functions

Question

One of this statement is true about the executive organ of government

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Answer

exectutive is the most powerful but not necessarily the most important organ of government

Question

Which of this statement is true about legislsture and executive

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Answer

Legislature ejoys primacy de jure while the executives exercises power de facto

Question

Which of this is disadvantage of bicameralism

Answer

it is very expensive to run

Question

One of this is a good example of confederal state

Answer

Senegambia confederation

Question

One of this is not a feature of confederation

Answer

a written constitution

Question

Oligarchy is a system of government

Answer

where power structure effectively rests with a small number of people

Question

The oldest type of government in which a king or queen exercise the rulling power of the state is called

Answer

Monarchy

Question

The philosopher who held the view that the state are of three types namely: Republican, Monarchical and despostic is ____

Answer

Montesquieu

Question

The person who classified government based on two principles viz number of persons in whose hands the authority of state is vested and purpose of state is

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Answer

Aristotle

Question

Which of this statement is true

Answer

In presidential system of government the doctrine of separation of powers is recognized

Question

Delegated legislation means_____

Answer

laws made by other subordinate bodies

Question

Bicameralism simply means _____

Answer

two legislastive chamber

Question

In Nigera, local government system is regarded as

Answer

a third tier of government

Question

Organ og government responsible for impeaching another organ is_____

Answer

Legislature

Question

One of this is not attribute of a state

Answer

Separation of powers

Question

Which of this is not a function of government

Answer

Building of churches for her citizens

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Which of this statement is true about government

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All of the above

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MKT303

Question

…….is the process of completing a transaction after a selection has been made by the consumer

Answer

Purchase

Question

Two characteristics that determine a store choice made by a consumer are:

Answer

Percieved risk and shopping orientation

Question

What is an Outlet Image?

Answer

A consumer’s perception of the image of a store

Question

The process involved with outlet selection and choosing a brand are not the same

Answer

False

Question

One way to test the likely decision a consumer will make when evaluating brand performance is……..

Answer

The Rank Ordering Scale

Question

Attribute-based choices require the consumer to compare one specific attribute after another, across a range of brands being considered.

Answer

True

Question

Attribute-based choices require the consumer to compare one specific attribute after another, across a range of brands being considered.

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True

Question

There are two main kinds of information search namely:

Answer

Internal and external search

Question

The three key strategies for a marketing manager to adopt in regards to problem recognition are:

Answer

Discovering , responding and assisting to consumer problems

Question

Problem Recognition is the result of a discrepancy between a desired state and an actual state that is sufficient to arouse and activate the decision process.

Answer

True

Question

The four groups’ consumers can be segmented into based on their involvement in a product category or brand.

Answer

Brand Loyalists, Information Seekers, Routine Brand Buyers and Brand Switchers

Question

Who are Low-Involvement Purchase and Consumption consumers?

Answer

They are not active information seekers or active information processors

Question

…….. and ……drive may defers when consumers have trouble foreseeing the possible problems and benefits of consumption.

Answer

Choice and satisfaction

Question

A judgment of a pleasurable level of consumption related fulfilment, including level of under fulfilment or over-fulfilment in relation to product or service is called……

Answer

Consumer satisfaction

Question

Maslow hierarchy of needs are arranged as thus :

Answer

Physiological, safety and security, social, ego and self-actualization

Question

……..are based on explicit or implicit beliefs about consumer behavior

Answer

Marketing strategies and tactics

Question

Communication with consumer and receiving feedback for marketing use is refers to ……..

Answer

Consumer behavior

Question

The notions of the sources of customer satisfaction and dissatisfaction is usually a relationship between.....

Answer

Employee and customer

Question

Many managers believe that product performance or service quality paves the road to satisfaction

Answer

True

Question

.....can be described as a judgment of a pleasurable level of consumption related to fulfillment, including levels of under-fulfillment or over-fulfillment.

Answer

Satisfaction

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CLL307

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Implied Conditions in a Sale of Good, include

Answer

All of the above

Question

It was held in the case of _____that where a party to a contact to sale of goods satisfies himself of an examination of goods, he can’t say that the goods are defective or bad

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Answer

John Holt v. Ezeafulukwe

Question

There exist an _____ warranty that the hirer shall have and enjoy quiet possession of the goods.

Answer

implied warranty

Question

The remedies available to a Principal in and agency include

Answer

All of the above

Question

When a person behaves in such a way as to lead another person to believe that he has authorized a third person to act on his behalf and that other person in such belief, enters into the transaction with the third person within the scope of such ostensible authority, the first mentioned person would be estopped from denying the fact of the first person’s agency. this was held in the case of_____

Answer

Lukan v. Ogunnusi

Question

The concept of agency which exists when a person (the agent) acquires the power to alter the principal’s legal relations with a third party in such a way that it is only the principal who can sue, and be sued by that third party is _____

Answer

The Power-Liability Theor

Question

A term or a stipulation in a contract which is absolutely essential to its existence, the breach of which entitles the injured party to repudiate the contract and to treat it as discharged is called

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A condition

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All of the following are rules of Consideration except

Answer

Consideration must be signed sealed and delivered

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The principle in the case of _____ is that an offer can be made not only to an individual or to a group of persons, but also to the whole world

Answer

Carlill v. Carbolic Smoke Ball (1893)

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An offer may be defined as a definite undertaking or promise, made by one party with the intention that it shall become binding on the party making it even if it is not accepted by the party to whom it is addressed

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False'

Question

_____of the Constitution of Nigeria 1999 specifies circumstances when appeals shall lie as of right from the decision of the High Court and the Federal High Court, High Court of Federal Capital Territory, Abuja,

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S.241

Question

S. 239 confers on the _____, original jurisdiction in respect of Election petitions arising from election to the office of President or Vice-President, their term of office and vacancy of the office

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Court of Appeal

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_____empowers the Chief Justice of Nigeria to make rules for regulating the practice and procedure of the Supreme Court.

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BFN303

Question

Which of the following is not an alternative to cash dividend?

Answer

Offer for subsciption

Question

The reasons for going the route of mergers include all the following except;

Answer

Job creation

Question

Which of the following does not constitute working capital?

Answer

Payables

Question

Assuming the money interest rate is 20% and the tax rate is 30% what will be the real interest rate

---

Answer

0.14

Question

Which of the following is not a modern method of capital budgeting techniques?

Answer

Accounting Rate of Return

Question

The cost of alternative project forgone for the purpose of investing in the selected projects is known as...

Answer

Opportunuity cost

Question

All the following are medium term sources of finance except:

Answer

Overdraft

Question

Dividend paid by allocation of share allocation is called

Answer

Stock dividend

Question

Which of the following is not an investibility ratio?

Answer

Current Ratio

Question

The issue price of- a share is N30 and issue cost are 30k per share. New shareholders expect constant annual dividend of 50 kobo. What is the cost of equity?

Answer

0.01682

Question

Kolade bought a 12% redeemable debenture, redeemable at par in 10 years' time. The current market value of the debenture is N80, associated tax is 40%. What is the cost of the redeemable debenture?

Answer

0.1

Question

The CBN was established by the Central Bank of Nigeria Act of….

Answer

1958

Question

The combination of two firms which are in the same industry but at different stages in the producing and selling of products is called….

Answer

Vertical integration

Question

All the following are profitability ratios except;

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Which of the following is not a modern approach to capital budgeting?

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Kemi-Alabi purchased a 15% irredeemable debenture for N100 ex-interest. Compute the cost of debt

Answer

N15

Question

The rate of return that a firm must earn on its project investments to maintain its market value and attract funds is called…

Answer

Cost of capital

Question

Which of the following is not a source of short-term finance?

Answer

Equity financing

Question

Treasury management include management of the following except:

Answer

Long-term debts

Question

Principal Functions of management include all but one of the following:

Answer

Planning decision

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ENT305

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____ offers an entrepreneur the right to be creative and invent product or service, but retaining the name brand, icon or trademark of the widely recognized business.

Answer

Licensing

Question

___ provides opportunity to start your business om already set-up business.

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Franchise

Question

A _____ is a business agent that has an agreement to sell products or services produced by another company

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distributor

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____ entails understanding what the market needs and realistically take account of capabilities you have to be able to provide it.

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Strategic fit

Question

_____ is not a non-renewable forest resources

Answer

Leaves

Question

___ is an example of forest renewable resources.

Answer

Fruits

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___ is not an example of plantation

Answer

Mustard

Question

Business opportunities can emerge from the following except

Answer

Francise

Question

Orange is an example of ____

Answer

Fruits

Question

____ is an example of cereals

Answer

Rice

Question

___ deals with wholesale and retail trading.

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Marketing business

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_____ defined as all the economic activities carried out in order to provide goods and services.

Answer

Business

Question

To safeguard the investments and interests -s the expectation of ___

Answer

Investor

Question

___ should have the best products and services at the least cost, according to the rules of fairness to all engaged in production and distribution

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Answer

Customers

Question

_____ can be defined as an institution concerned primarily with the production and marketing of goods and services for the economy.

Answer

Business

Question

The emphasis of businesses operated by public sector is ____

Answer

service oriented

Question

____ are industries that engage in large-scale production or activity and require huge amounts to set up.

Answer

Heavy industrial business

Question

Who Hooper defines business as the whole complex field of commerce and industry?

Answer

Hooper

Question

___ may be recognized and rewarded according to the fruits of their decisions, and protect the interest of others.

Answer

Management

Question

____ industries include tailoring, barbing salon, pool bating

---

Answer

Service

Question

____ offers an entrepreneur the right to be creative and invent product or service, but retaining the name brand, icon or trademark of the widely recognized business.

Answer

Licensing

Question

___ provides opportunity to start your business om already set-up business.

Answer

Franchise

Question

A _____ is a business agent that has an agreement to sell products or services produced by another company

---

Answer

distributor

Question

____ entails understanding what the market needs and realistically take account of capabilities you have to be able to provide it.

Answer

Strategic fit

Question

_____ is not a non-renewable forest resources

Answer

Leaves

Question

___ is an example of forest renewable resources.

Answer

Fruits

Question

___ is not an example of plantation

Answer

Mustard

Question

Business opportunities can emerge from the following except

Answer

Francise

Question

Orange is an example of ____

Answer

Fruits

Question

____ is an example of cereals

Answer

Rice

Question

___ deals with wholesale and retail trading.

Answer

Marketing business

Question

_____ defined as all the economic activities carried out in order to provide goods and services.

Answer

Business

Question

To safeguard the investments and interests -s the expectation of ___

Answer

Investor

Question

___ should have the best products and services at the least cost, according to the rules of fairness to all engaged in production and distribution

---

Answer

Customers

Question

_____ can be defined as an institution concerned primarily with the production and marketing of goods and services for the economy.

Answer

Business

Question

The emphasis of businesses operated by public sector is ____

Answer

service oriented

Question

____ are industries that engage in large-scale production or activity and require huge amounts to set up.

Answer

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ECO344

Question

In the excess demand graph, excess demand becomes increasingly positive as the world price ratio _____

Answer

fall

Question

The net benefits to nations for allowing an increase in voluntary tarding with one another is _____

Answer

Gain

Question

A country has _____ in good P if one unit of labour produces more P than is produced by one unit of labour in the other country.

Answer

Comparative advantage

Question

Benefits that accrue to nations as aresult of production specialization is called _____

Answer

gains from specialization

Question

When two persons benefits from exchanging on the basis of their God's endowed skills, it is a case of _____

Answer

gains from exchange

Question

Gains from exchange is a subset of gains from specialization, _____

Answer

false

Question

Is gains from specialization a part of gains from trade? _____

Answer

Yes

Question

All except one of the options doesn't influence gains from trade _____

Answer

International politics

Question

International speciaization of production allows ____

Answer

gains from trade

Question

The benefits as a result of trade liberalization is known as _____

Answer

gains from trade

Question

The Rybczynski theorem was developed in _____ year

Answer

1955

Question

Stolper-Samuelson model was developed by _____ and _____

Answer

Wolfgang Stolper, Paul Samuelson

Question

Stolper-Samuelson model was derived in _____ year

Answer

1941

Question

In international trade, when a nation sell a product, and proceeds go buy another product at world price, the nation is _____

Answer

trading economy

Question

In international trade, economies are constrained to consume what they produced, _____

Answer

false

Question

The locus of possble production efficiency point is called _____

Answer

production possibility curve

Question

A specific factor is flow in-between industries, _____

Answer

false

Question

The study of international transmission of unemploment falls under _____ in International economics

---

Answer

monetary analysis

Question

The aspect of international economics which discusses why trade takes, and its implication for goods and service is known as _____

Answer

Real analysis

Question

International Economics comprises of two parts, one it is _____

Answer

Monetary analysis

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ENT308

Question

Priotising the interest of the family above individual interests is known as .....

Answer

Ethics

Question

Successful Henry Ford cars gained prominence because they were like .....

Answer

Motorised Tricycles

Question

The involvement in ..... Of the Guggenheims family made them very wealthy.

Answer

Minning

Question

Prominent Historian known as ..... provided useful information on family businesses in the early days

---

Answer

David Landes

Question

In the 1800s, a family controlled shipping and railroad business created by .....

Answer

Cornelius

Question

The provision of financial assistance to its members when needed is known as .....

Answer

Economic support

Question

The ..... Family are the owners of the world's largest retailers

Answer

Walton

Question

The country that is a domicile of Management science is ……

Answer

United States

Question

…… is used to communicate the practices of the family

Answer

Rituals

Question

…… Posit that, family business is the most prevalent form of business in the world

Answer

Colli

Question

…… Creates a moral sense of right doing

Answer

Ethics

Question

..... Means to take into one's family a person mostly children through legal means and raise the person as one's own child

Answer

Adoption

Question

The following names were attributed to the early work done on family business in literature EXCEPT.....

Answer

Guten Danke

Question

The ..... Bank was first of its kind in the United Kingdom

Answer

Baring

Question

If a couple have tried without success to concieve naturally then help is sought form a ..... mother

---

Answer

Surrogate

Question

Historically the ..... is made up of father, mother, and children

---

Answer

Family

Question

..... Refers to the recognition of a shared history and practices that connects individual family members to each other

---

Answer

Tradition

Question

Entrepreneurship and regional journal has its domicile country in .....

Answer

United kingdom

Question

Businesses owned by families have played an important role in the following EXCEPT ……

Answer

Wealth disintegration

Question

Family tradition of ensuring the continuation of the family unit is known as ……

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BUS330

Question

The type of research that consists of fact without any attempt to generalize to solve problem is _____

Answer

exploratory research

Question

The following are the types of scientific research except

Answer

none of the above

Question

_____ developed bricklaying techniques so that production increased from 120 to 360 bricks per man hour

Answer

Frank Gilbreth

Question

F.W Taylor gave the following principle to gide management except

Answer

sending message across management

Question

The fundamental principles of scientific management is

Answer

all of the above

Question

_____ is considered the father of the academic discipline of economics

---

Answer

Smith

Question

_____ and _____ are the two people who are most often naded as being responsible for pushing the world into industrialization

---

Answer

Smith and James

Question

The fundamental tenets of organization theory can be summarized as follows except

Answer

none of the above

Question

_____ direct every military operation toward a clearclu defined, decisive and attainable objective

Answer

objective

Question

_____ never permit the enemy to acquire an advantage

Answer

security

Question

What managers do in organizations are the following except

Answer

none of the above

Question

_____ is known as the father of scientific management

Answer

Federick W. Taylor

Question

According to _____ art is the imposition of a pattern vision of a whole on many disperate parts so as to create a representation of vision

Answer

Henry Fayol

Question

Management functions include the following except

Answer

spending

Question

_____ is the co-ordination of all the resources of an organization through the process of planning, directing and controlling in order to attain organizational objectives

Answer

management

Question

The successful administrator thinks fundamentally in terms of the following except

---

Answer

requirement

Question

Below are the characteristics of administration except

Answer

none of the above

Question

Administration is the umbrella covering _____ and _____

Answer

organisation and management

Question

_____ is organization and management of human and material resources to achieve a stated objectives

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Answer

administration

Question

The word "administer" is derived from the Latin word_____

Answer

adminis-trare

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BUS322

Question

Feminine societies place more emphasis on one of the following:

Answer

Equality and assertiveness

Question

A respnse to change that efficienctly and effectively contribute to goal acommplishment is referred to as:

Answer

Positive

Question

Which one of the following approaches to introducing change has the highest level of one-way communication

---

Answer

Unllateral action

Question

Which one of these forces can be both an internal or external source of change?

Answer

Change in management

Question

A change in attitudes, behaviours, values and belief of people that affect an organization is called:

Answer

Cultural change

Question

When the product life cycle in an industry is getting shorter and shorter, it is referred as:

Answer

Product and service obsolescence change

Question

Which conflict strategy is based on the conventional wisdom that; half-a-loaf is better than none'.

Answer

Lose-lose

Question

Which conflict resolution strategy is common in competitive culture?

Answer

Win-lose

Question

What occurs when a motivated need drive is blocked before a desired goal is achieved?

Answer

Frustration

Question

One of these does not influence role conflict:

Answer

Length of stay in organization

Question

Feminine societies place more emphasis on one of the following:

Answer

Equality and assertiveness

Question

What is the extent to which members of a society feel uncomfortable with situations where there is no probability of its occurrence?

Answer

Individualism

Question

Which of these best describe a group in an organization

Answer

Role relationships, pressure and structure

Question

_____ is created in an organization to establish relationships between individuals and groups for organizational performance

---

Answer

Structure

Question

The new disciplines known as behavioural sciences are:

Answer

Psychology, Sociology and Political Science

Question

The definition of organizational behaviour as being directly concerned with the understanding, prediction and control of human behaviour in organizations makes it:

Answer

A field of study

Question

Which management function involves providing all guidance and inspiration for employees to carry out their duties and responsibilities?

Answer

Directing

Question

_____ defined management as a process by which managers create, maintain and operate a purposeful organization through systematic coordinated human effort

Answer

Mac Farlan (1978)

Question

Management as an area of study is known as:

Answer

A discipline

Question

Organizational behaviour is concerned with:

Answer

The conceptual and human side of management

Question

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ENT304

Question

…….. Said a leader is someone who has the clarity to know the right things to do, the confidence to know when they are wrong and courage to do the right things

---

Answer

Darcy Eikenberg

Question

Leadership was defined as a process whereby an individual influenes a group of indiiduals to achieve a common goal

---

Answer

Northhouse

Question

A leader must be vast in thought and deed is a quality known as ……

Answer

Broad minded

Question

Leaders enable others to act not by hoarding the power they have but by giving it away was stated by ……..

Answer

Russell

Question

A leader who switches instinctively between styles according to the people and work they are dealing with is called ……..

Answer

Situational leader

Question

A situation where the leader is characterized by employee oriented and democratically supportive behavior is known as …….

Answer

Democratic

Question

Also It is argued that the effectiveness of any decision depends on the following EXCEPT ……..

Answer

The quantity of the decision

Question

Power that is based on fear is called …….

Answer

Coercive power

Question

The quality of leadership that says a leader must not be a specialist in a field but a generalist is called ……..

Answer

Competence

Question

A leader that is mainly recognised from the strength of his personality is known as a …….. Leader

Answer

Charismatic

Question

..... defined leadership as the behaviour that brings the future to the present and persuading others to help you make it a reality

---

Answer

Matt Barney

Question

The ability to command people's obedience is .....

Answer

Power

Question

..... is a model which puts serving others as the number one priority

---

Answer

Servant leadership

Question

..... Is not a road to great leadership?

Answer

Question the vision

Question

..... is not a process of effective leadership?

Answer

Managemement of rewards

Question

A leader wose influence arises directly out of his position is called a ..... leader

---

Answer

Appointed leader

Question

..... Is not one of the main forces on a manager's mind in deciding a leadership style?

Answer

Cordinates style

Question

..... defines an effective leader as one who teaches by example

---

Answer

Modelling

Question

Research carried out by ..... d Was based on the view that managers have difficulty in altering the style which has helped them to achieve success and that they are not flexible

---

Answer

Fieldler

Question

..... Is not a major leadership style?

Answer

Informational

Question

..... Said a leader is someone who has the clarity to know the right things to do, the confidence to know when they are wrong and courage to do the right things

---

Answer

Darcy Eikenberg

Question

Leadership was defined as a process whereby an individual influenes a group of indiiduals to achieve a common goal

---

Answer

Northhouse

Question

A leader must be vast in thought and deed is a quality known as .....

Answer

Broad minded

Question

Leaders enable others to act not by hoarding the power they have but by giving it away was stated by .....

Answer

Russell

Question

A leader who switches instinctively between styles according to the people and work they are dealing with is called .....

Answer

Situational leader

Question

A situation where the leader is characterized by employee oriented and democratically supportive behavior is known as …….

Answer

Democratic

Question

Also It is argued that the effectiveness of any decision depends on the following EXCEPT …….

Answer

The quantity of the decision

Question

Power that is based on fear is called …….

Answer

Coercive power

Question

The quality of leadership that says a leader must not be a specialist in a field but a generalist is called …….

Answer

Competence

Question

A leader that is mainly recognised from the strength of his personality is known as a ..... Leader

---

Answer

Charismatic

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..... defined leadership as the behaviour that brings the future to the present and persuading others to help you make it a reality

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The ability to command people's obedience is .....

Answer

Power

Question

..... is a model which puts serving others as the number one priority

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Servant leadership

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A leader wose influence arises directly out of his position is called a ..... leader

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ACC313

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Relevant cost may be expressed as……..

Answer

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Question

When all production costs are included as parts of cost of items , it is called ……..

Answer

Absorption costing

Question

The technique which emphasizes the variable cost of a product is …….

Answer

Marginal costing

Question

When you compare actual costs with predetermined costs. It is

---

Answer

Standard costing

Question

The measurement of the work content in a time taken and not that of time taken to produce an article is called…….

Answer

A standard hour

Question

The purpose of performance measures is …….

Answer

to set direction and to motivate managers.

Question

The method of investment appsaisal that is centred on wealth maximization is called

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Answer

Net Present Value (NPV)

Question

The capital investment method on the basis of time that it would take to get back your initial investment is called

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Answer

Payback period.

Question

Another name for Common Stock is.....except

Answer

Preference shareholders

Question

The basic assumptions associated with CV P technique exclude one of following:

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Question

A company sells a product for #50, marginal cost #20 and fixed cost #200,000. If tax is 30%, how many units will be sold to make profit of #50,000p.a.

Answer

9,048units

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is margin of safety for 2008?

Answer

#36,000

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is profit volume ratio?

Answer

0.3

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is the fixed cost?

Answer

#15,000

Question

Cost Volume Profit technique remains acceptable if .....

Answer

Selling price per unit is inconstant

Question

Take Linear Programming (LP) decision if one of the following exists.

Answer

If there is more than one limiting factor

Question

The decision to make or buy is made by …….

Answer

comparing marginal cost of manufacture and the buying-in price.

Question

One of the following is not a binding constraint upon the organization

Answer

availabilty of space

Question

All of above are historical costs except

Answer

Relevant cost

Question

The difference in cost of alternative choices is known as ….

Answer

the differential cost

Question

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ENT310

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Answer

1998

Question

In the ……. Century virtually all rights which were prevalent in Europe was lost

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Answer

19th

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The Green Revolution programme was introduced under the administration of …….

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Alhaji Shehu Shagari

Question

In 1990 the World Bank ranked Nigeria the ……. most populous country in the world, after China, India, USA, Indonesia, Brazil and Japan.

Answer

Seventh

Question

Between 1952 and 1991, the Nigerian population increased from 31.1 million to

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Answer

88.5 million

Question

In ……. cosmology, a High God called Tamuno is usually acknowledged

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Answer

Ijaw

Question

The Itsekiri kingdom was ruled by Olu, he presided over a council known as Ojoye which was made up of ……. nobles or title holders

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Answer

Seven

Question

Which of the version of Igbo stated that: they descended from the sky?

Answer

Third

Question

In Yoruba land the stranger have access to land for farming purposes through ……. charge

---

Answer

Isakole

Question

Pacheco Pereira identified Yoruba ethnic group in ……. as the Lucumi while early missionary accounts of the 19th Century referred to them as the Aku

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Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture was found in …….

Answer

1960

Question

One stop shop for micro small and medium enterprises development was established by the SMEDAN Act of …….

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Question

The umbrella organization for employers association of Nigeria and was founded in …….

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Since late 1970s, there has been considerable academic and political debate in which country

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United State

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Which year did Morrison Breen and Ali observed that rapidly growing companies have been the subject of studies for many years?

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The removal of fuel subsidy by the federal government on January 1, 2012 has had multiple side effects leading to a nationwide strike action which began on …….

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January 9,2012.

Question

……. described a business plan as the road map on the journey to an entrepreneur‘s success

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Bature

Question

the lithosphere is the hard, rigid upper crust of the earth extending for about ……. kilometers

Answer

80

Question

The ……. is the medium above the surface of the earth extending for about 170 kilometers consisting mainly of a mixture of gases

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Atmosphere

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PAD328

Question

That which is mainly external , that have a life cycle under theories of social movement is known as?

Answer

structural strain theory

Question

A theory that provides a sense of empowerment and belonging for the society is known as ?

Answer

mass society

Question

A theory that argues that social movements have their foundations among deprived people is known as

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Answer

deprivation

Question

Under social movements,an approach that emphasizes the reaction by people at large to conditions in which there is a strain on the social system is known as---

---

Answer

resource mobilization

Question

A collective endeavour to promote or resit change in the society of which it forms part is known as

---

Answer

social movements

Question

That which explains the development in terms of emergence and expansion of markets for export production is known as?

Answer

export led

Question

What resource theory states that economic growth depends on the magnitude of basic natural resources within a given territory?

Answer

basic resource

Question

That which attributes economic growth with development to forces within the region or country is known as?

Answer

internal combustion theory

Question

Which author propounded the theory which states that, the growth of any economy whether rural or non rural is a function of capital invesment and employment of labour?

Answer

Molton_Thompson

Question

An approach which focuses on mobilizing the youths and the young ones to participate in group social action is known as?

Answer

idealistic approach

Question

Which approach places emphasis on group social action, that impacts the community than an individual

---

Answer

community work group approach

Question

An approach to social change that aims at improving the personal qualities of an individual is known as?

Answer

social development approach

Question

What approach to social change has transnational objectives and goals?

Answer

macro

Question

According to Okoye(1997)-------- as a unit of social change is achieved through popular participation.

Answer

community

Question

The understanding of the concept of community is more----- than geographical

---

Answer

sociological

Question

That which is defined as a spatial or political unit of social organization that gives people a sense of belonging is known as?

Answer

community

Question

Which amongst the listed is not an agent of social change

Answer

culture

Question

A significant alteration over time in behaviour patterns and culture including norms and values is known as -----

---

Answer

social chang

Question

Any alteration or shift or variation from the original to something new is refered to as?

Answer

change

Question

That which is responsible for the transformation of a society from a rural state to urban state is known as?

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CRD320

Question

who ---------- guides the affairs of the organization in its day to day business activities of the cooperative society

---

Answer

manager

Question

The ---------- objective of cooperative management aims at improving the viability of the cooperative society

---

Answer

Second

Question

the cooperative management should strive to achieve maximum efficiency only within the ---------- of the cooperative principle

Answer

all of the above

Question

A private investor owned business is essentially a union of capital; a cooperative is essentially a union of ----------

Answer

people

Question

who holds the highest or supreme authority in the matters concerning the management of cooperative society

Answer

cooperative members

Question

The Board in its meeting should consider important policies and long term programmes involving vital matters and ---------- them.

Answer

approve

Question

The Chief Executive is a key figure in the ----------structure of cooperatives

---

Answer

management committee

Question

It is the responsibility of ---------- to build a bridge between general cooperative members and paid staff

---

Answer

Board of directors

Question

The success of the cooperative institution very much depends on the initiative; drive and effectiveness of the ----------

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Question

The cooperative managers have the onerous responsibility of---------- the leaders in the management decision making process and evolving methods to combine democratic control with managerial efficiency

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Answer

instructing

Question

Operational ---------- is a mathematical technique used in decision- making in cooperative organization

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Answer

Research

Question

operational efficiency is the first---------- of cooperative management

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Answer

all of the above

Question

Apart from a cooperative society being an economic enterprise, they are also an ethical, ---------- and moral entity

---

Answer

social

Question

Democratic control in cooperative management is exercised at how many levels

---

Answer

three

Question

in cooperative management Which decisions are non- repetitive

---

Answer

Unprogrammed

Question

cooperative management---------- are made effective only by their implementation

---

Answer

Decisions

Question

While applying the principles of management to cooperative one should not ignore the fact that the cooperative as a form of business organization possesses very distinct----------

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Answer

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Question

The---------- delegates powers to a large extent to the chief-executive

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Cooperation is an ---------- of state policy and planning in most of the developing countries

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As a social science, cooperation is more normative, than ----------

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CRD322

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_____ report is essential for the registration of the society

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Question

Cooperative _____ is imparted through formal teaching

Answer

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Question

Inspection report is also called

Answer

A

Question

The_____ is the inquirer for Cooperatives

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Director of cooperatives

Question

_____ illustrate how cooperative legislation can be executed

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Field administrations

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_____ in a state is empowered to register all Cooperative societies

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Question

The Cooperative Assistant is to perform promotional duty in the_____ government area assigned to him

Answer

local

Question

The promotional duty of cooperative assistant is to _____ the formation of cooperative society

Answer

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Question

There are _____ types of minute books

Answer

two

Question

The actual auditing is also known as _____ audit

Answer

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Question

Where payments for produce are not claimed within certain time fixed by each society, such amounts should not be cleared from the book into the members' saving account produce

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Answer

False'

Question

The payment _____ is used to record monies paid by the society

---

Answer

voucher

Question

When a dispute arises between a society and a non-member, the arbitrator has power to hear the case

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Answer

False'

Question

A _____ arbitration is an arbitration which has been conducted

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Answer

concluded

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Inspection of the cooperative society isa function of the _____

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director

Question

The type of dissolution that occur when members fall below ten is called _____ dissolution

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Question

_____ dissolution occur when members are disinterested in the continual existence of the society

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Question

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Answer

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_____ of cooperative societies means the merging of two or more Cooperative Societies which have the same objectives into one single society

---

Answer

amalgamation

Question

_____ report is essential for the registration of the society

---

Answer

economic survey

Question

Cooperative _____ is imparted through formal teaching

Answer

education

Question

Inspection report is also called

Answer

A

Question

The_____ is the inquirer for Cooperatives

Answer

Director of cooperatives

Question

_____ illustrate how cooperative legislation can be executed

Answer

Field administrations

Question

_____ in a state is empowered to register all Cooperative societies

Answer

Director of cooperatives

Question

The Cooperative Assistant is to perform promotional duty in the_____ government area assigned to him

Answer

local

Question

The promotional duty of cooperative assistant is to _____ the formation of cooperative society

Answer

promote

Question

There are _____ types of minute books

Answer

two

Question

The actual auditing is also known as _____ audit

Answer

mechanical

Question

Where payments for produce are not claimed within certain time fixed by each society, such amounts should not be cleared from the book into the members' saving account produce

---

Answer

False'

Question

The payment _____ is used to record monies paid by the society

---

Answer

voucher

Question

When a dispute arises between a society and a non-member, the arbitrator has power to hear the case

Answer

False'

Question

A _____ arbitration is an arbitration which has been conducted

Answer

concluded

Question

Inspection of the cooperative society isa function of the _____

Answer

director

Question

The type of dissolution that occur when members fall below ten is called _____ dissolution

Answer

automatic

Question

_____ dissolution occur when members are disinterested in the continual existence of the society

Answer

voluntary

Question

_____ is the main book of account

Answer

general ledger

Question

_____ dissolution occurs when cooperative society is involved in a political or religious

Answer

automatic

Question

_____ of cooperative societies means the merging of two or more Cooperative Societies which have the same objectives into one single society

Answer

amalgamation

ACC318

Question

The current year loss would be relieved from _____ of income accruing to the tax payer

Answer

All sources

Question

Companies other than---- can carry forward losses indefinitely

Answer

Insurance companies

Question

The amount left in the account for tax purposes until the asset is finally disposed is:

Answer

Residual value

Question

_____ allowance is computed on a straight line basis

Answer

Annual

Question

Overlapping of basis periods occurs mostly under the _____ rule

---

Answer

Commencement

Question

The amount of capital allowance claimable in any year of assessment for non manufacturing and non- agricultural companies is restricted to:

Answer

2/3 of assessable profit

Question

_____ arises when sales proceeds on disposal of a qualifying capital expenditure exceed the tax written down value

---

Answer

Balancing charge

Question

An allowance granted in place of depreciation charge is _____

Answer

capital allowance

Question

Under personal income Tax Act CAP P8 LFN 2004, who has the right of election when there is change in accounting date

---

Answer

The tax authority

Question

The rate of minimum tax was increased to _____ under the personal income Tax (Amendment) Act of 2011

Answer

1% of gross income

Question

legal expenses not allowed as deductions for the purpose of ascertaining the income of an individual include:

Answer

The cost of defending a traffic offence

Question

The reliefs and allowances granted against statu:tory income include the following EXCEPT:

Answer

10% of gross income

Question

Another challenge of buisness taxation in Nigeria is that of not having _____ tax system:

Answer

A fair

Question

The principles of tax that relates to cost of administering tax is known as:

Answer

Principle of economy

Question

Earnings from royalty and dividends are examples of _____

Answer

Unearned income

Question

_____ specifically refers to all incomes that emanates from a trade profession vocation or employment carried on or excercised by an individual

---

Answer

Earned inocme

Question

_____ problem in taxation is where most tax payers do not know that it is part of their civil duties to pay tax:

Answer

Altitudinal

Question

When a person pays less than he ought to pay by taking advantage of loopholes in a tax system is _____

Answer

Tax avoidance

Question

Tax _____ is a delibrate and wilful practice of net disclosing full taxable income so as to pay less tax

---

Answer

Evasion

Question

A _____ implies the way a person earns his living

Answer

Profession

Question

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ACC313

Question

Relevant cost may be expressed as.....

Answer

Opportunity costs.

Question

When all production costs are included as parts of cost of items , it is called .....

Answer

Absorption costing

Question

The technique which emphasizes the variable cost of a product is …….

Answer

Marginal costing

Question

When you compare actual costs with predetermined costs. It is

Answer

Standard costing

Question

The measurement of the work content in a time taken and not that of time taken to produce an article is called…….

Answer

A standard hour

Question

The purpose of performance measures is …….

Answer

to set direction and to motivate managers.

Question

The method of investment appsaisal that is centred on wealth maximization is called

Answer

Net Present Value (NPV)

Question

The capital investment method on the basis of time that it would take to get back your initial investment is called

Answer

Payback period.

Question

Another name for Common Stock is……except

Answer

Preference shareholders

Question

The basic assumptions associated with CV P technique exclude one of following:

Answer

Variable cost per unit is not constant.

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Question

A company sells a product for #50, marginal cost #20 and fixed cost #200,000. If tax is 30%, how many units will be sold to make profit of #50,000p.a.

Answer

9,048units

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is margin of safety for 2008?

Answer

#36,000

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is profit volume ratio?

Answer

0.3

Question

In 2007, total cost = #69,000 and total sales = #78,000; in 2008, total cost = #75,200 and total #86,000. What is the fixed cost?

Answer

#15,000

Question

Cost Volume Profit technique remains acceptable if …….

Answer

Selling price per unit is inconstant

Question

Take Linear Programming (LP) decision if one of the following exists.

Answer

If there is more than one limiting factor

Question

The decision to make or buy is made by …….

Answer

comparing marginal cost of manufacture and the buying-in price.

Question

One of the following is not a binding constraint upon the organization

Answer

availabilty of space

Question

All of above are historical costs except

Answer

Relevant cost

Question

The difference in cost of alternative choices is known as ....

Answer

the differential cost

Question

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