



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA

FACULTY OF MANAGEMENT SCIENCES

2021_1 EXAMINATION

COURSE CODE: ENT 411

CREDIT UNIT: 2

COURSE TITLE: STRATEGIC THINKING, PROBLEM SOLVING AND NEGOTIATION

TIME ALLOWED: 2 HOURS

- Instruction: 1. Attempt question number one (1) and any other two (2)**
- 2. Question number one (1) is compulsory and attracts 30 marks, while any other two questions attract 20 marks each**
 - 3. Present your answers any points in a clearly and orderly manner**
- 1a. Discuss the five essential elements of strategic thinking identified by Jeanne M. Liedtka, [10 marks]**
 - b. Identify and explain five principles of strategic leadership [10marks]**
 - c. Clearly explain the five steps in the structure of innovative thinking [10marks]**
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- 2a. Lucidly explain why strategic thinking is important to the growth of a business? [5marks]**
 - b. Describe five key steps that enables strategic thinking to help support business growth [15marks]**
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- 3a. What do you understand by S. W. O T analysis? [5 marks]**
 - b. Discuss the key components a good business plan must capture [15marks]**
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- 4a. Describe three approaches a manager can use to improve strategic thinking skills [6marks]**
 - b. Discuss seven steps required for effective organizing skills [14marks]**
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- 5a. Describe five common challenges which Hayden (2016) said are associated with strategic planning [15marks]**
 - b. Explain five ways by which Executive management team can program the strategy setting aspect of innovative thinking into their business [5marks]**