



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

COURSE CODE: ENT 410

CREDIT UNIT: 2

COURSE TITLE: CORPORATE DEVELOPMENT: MERGERS AND ACQUISITIONS

TIME ALLOWED: 2 HOURS

- Instruction: 1. Attempt question number one (1) and any other two (2)**
- 2. Question number one (1) is compulsory and attracts 30 marks, while any other two questions attract 20 marks each**
 - 3. Present your answers any points in a clearly and orderly manner**

1. In the business world today, a lot of business tend to pay attention to corporate development as an important aspect of the organization growth and expansion. Elaborate the meaning of corporate development and its importance. With relevant examples. 30 marks
2. Explain the key company initiatives for corporate development as it has to do with a corporate organization or business enterprise. 20marks
3. Explain A Basic Merger process and model with a relevant example citing an example in Nigeria. 20 marks
4. Discuss the term merge and acquisition, and expatiate the Difference Between a Merger and An Acquisition with relevant example found in Nigeria. 20 marks
5. Quality has several definitions, which every manufacturing company irrespective of the line of business needs to adhere to. In line with the above Give four (4) definitions of quality. 20 marks