



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES
2021_2 EXAMINATION

COURSE CODE: ENT 702

CREDIT UNIT: 2

COURSE TITLE: NIGERIAN ENTREPRENEURIAL ENVIRONMENT

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. Explain the planning process [5marks]**
- b. Discuss your understanding of forecasting as it relates to planning [10marks]**
- c. Explain how organizing function can support the efforts of an entrepreneur [15marks]**
- 2a. Explain the importance of decision making to an entrepreneur [10marks]**
- b. What do you understand by production in the context of an entrepreneur [10marks]**
- 3a. Describe control function of an entrepreneur [5marks]**
- b. Explain the steps in control process [7marks]**
- c. State four key areas where control is necessary [8marks]**
- 4a. Critically examine the benefits of proper stock management to an entrepreneur [10marks]**
- b. Describe the role of marketing to an entrepreneur [10marks]**
- 5a. Write short notes on the following:**
- i. Staffing**
 - ii. Leading**
 - iii. Motivating**
 - iv. Communicating**
- [5marks for each point = 20marks]**