



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**PLOT 91, CADASTRAL ZONE, NNAMDI AZIKIWE EXPRESSWAY, JABI, ABUJA**  
**FACULTY OF MANAGEMENT SCIENCES**  
**DEPARTMENT OF ENTREPRENEURIAL STUDIES**  
**2019\_1 EXAMINATION**

---

**COURSE CODE: ENT407**

**CREDIT UNIT: 2**

**COURSE TITLE: ENTREPRENEURIAL DEVELOPMENT**

**TIME ALLOWED: 2 HOURS**

**INSTRUCTIONS:**

- 1. Attempt Question One (1) and any other two (2) questions**
  - 2. Question 1 carries 30 marks, while the other questions carry 20 marks each**
  - 3. Present all points in coherent and orderly manner**
- 

1 a. Enumerate and explain the motivating factors of an Entrepreneur. **10 marks**

b. Highlight the entrepreneurial psychological traits and its characteristics. **10 marks**

c. Write short notes on the following: **10 marks**

- Sole Proprietorship
- Partnership
- Limited Liability company
- Joint Venture
- Co-Cooperative Society

2. Enumerate and explain in detail the various forms of business organizations. **20 marks**

3a. Define Marketing Management. **5 marks**

b. List and explain the functions of marketing. **15 marks**

4a. List and explain the myriad hindrances to Youth Entrepreneurship in Nigeria **10 marks**

b. What are the Skills required of Youth for leadership? **10 marks**

5. List and discuss the various sources of funds available to an entrepreneur. **20 marks**