



**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**

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**COURSE CODE: ENT410**

**CREDIT UNIT: 2**

**COURSE TITLE: CORPORATE DEVELOPMENT MERGERS & ACQUISITIONS**

**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**
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**Question 1**

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|---|----------------|
| a) Explain the procedures for starting a corporation.       | <b>6 marks</b> |
| b) Briefly discuss the techniques for corporate development | <b>8 marks</b> |
| c) Discuss the key company initiatives.                     | <b>8 marks</b> |
| d) List and explain briefly the four (4) types of merger.   | <b>8 marks</b> |

**Question 2**

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|--|-----------------|
| a) Explain merger and acquisition in Nigeria   | <b>5 marks</b>  |
| b) Briefly discuss the three (3) legal frameworks of merger and acquisition in Nigeria | <b>15 marks</b> |

**Question 3**

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|---|-----------------|
| a) Discuss the reasons for merger.              | <b>6 marks</b>  |
| b) Explain the procedure for merger in Nigeria. | <b>14 marks</b> |

**Question 4**

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|--|-----------------|
| a) In an asset acquisition, list post-closing tasks.               | <b>5 marks</b>  |
| b) Is corporate strategy needed? If yes what are the benefits?     | <b>5 marks</b>  |
| c) How does cooperative strategy differ from competitive strategy? | <b>10 marks</b> |

**Question 5**

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|---|-----------------|
| a) Describe the factors that affect competitive industry  | <b>5 marks</b>  |
| b) What are the three (3) fundamental questions to ask each related to General, Corporate and Competitive strategy? | <b>15 marks</b> |