



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi – Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**DEPARTMENT OF ADMINISTRATION**  
**2022\_1 EXAMINATION.**

**COURSE CODE: BUS 403**

**COURSE TITLE: ANALYSIS FOR BUSINESS DECISIONS**

**CREDIT UNITS: 3**

**INSTRUCTION: 1. Indicate your Matriculation Number clearly**

**2. Attempt question one (1) and any other three (3) questions – four questions in all**

**3. Question one (1) is compulsory and carries 25marks, while the other questions carry 15marks each.**

**4. Present all your points in coherent and orderly Manner**

**TIME ALLOWED: 2 ½ Hrs**

- 1a. Briefly discuss the Sociological Concept of a Group (5Marks)
- 1b. Explain the concept of group dynamics and its properties (10marks)
- 1c. Write on these types of Groups:
- i. primary group (2.5 marks)
  - ii. In-groups (2.5 marks)
  - iii. Focus group (2.5 marks)
  - iv. Reference groups (2.5 marks)
- 2a. List and explain the various types of Group formation known to you. (10marks)
- 2b. Define Cooperative according to the International Cooperative Alliance ICA (5marks)
- 3a. List and explain five (5) Values of Cooperatives (10marks)
- 3b. Outline the characteristics of a Co-operative as a sociological group (5marks)
- 4a. Define Group and its elements? (7marks)
- 4b. Explain “Frustration” and Frustration induced behavior (8marks)
- 5a. Mention and explain Internal and External factors that affects group functioning (10marks)
- 5b. Define and mention the two types of Evaluation (5marks)