



NATIONAL OPEN UNIVERSITY OF NIGERIA

91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA

FACULTY OF MANAGEMENT SCIENCES

2022_2 EXAMINATION

COURSE CODE: ENT 305

CREDIT UNIT: 2

COURSE TITLE: BUSINESS OPPORTUNITY SCOUTING AND EVALUATION

TIME ALLOWED: 2 HOURS

- INSTRUCTIONS:**
- 1. Indicate your Matriculation Number clearly**
 - 2. Attempt questions one (1) and any other two (2) questions. Three questions in all**
 - 3. Question one (1) is compulsory and carries 30marks, while the other questions carry 20marks each.**
 - 4. Present all your points in coherent and orderly Manner**

1a Discuss the term Creative entrepreneurship and elaborate on the history of entrepreneurs? **20 Marks**

b. How important is Small Business Enterprises in Economic Development? **10 Marks**

2a. Skills is important in the growth of entrepreneurs, but most individual find it difficult in finding the right skills for their business. Briefly unpack how skills can be acquired? **10 Marks**

b. It has been said that “does who fail to plan will not succeed in business plan, in line with the statement, what is planning in relation to the development of an entrepreneur? **10 Marks**

3. Team building has proven to drive success within an organisation, thereby leading to the achievement of set goals and achievement. Explain the concept of the term building techniques? **20 Marks**

4. Write an explanatory notes on the following **20 Marks**

- I. Accounting Skills**
- II. Communications Skills**
- III. Public Relations Skills**
- IV. Management Skills**