



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
2023_1 POP EXAMINATION

Course Code: ENT305

Course Title: BUSINESS OPPORTUNITY SCOUTING AND EVALUATION

Credit Unit: 2

- Instructions:**
- 1. Indicate your Matriculation Number clearly**
 - 2. Attempt 3 questions**
 - 3. question one carries 30 mark and other two 20marks each**
 - 4. Present all your points in coherent and holistic manner**

Time Allowed: 2 Hours

QUESTIONS

1a. Discuss on their relevance of entrepreneurs to economic growth and social development? **15Marks**

1b. From your own understanding, how importance does Small Business Enterprises are in economic development **15Marks**

2a. what do you understand by opportunity? **5Marks**

2b. Differentiate between business idea and business opportunity? **15Marks**

3. Any business is built up on concept; no business can exit successfully without the frame work of strong foundation. How true is this statement? **20Marks**

4. Critically explain what types of managerial skills are needed by an entrepreneur? **20 Marks**