



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA
FACULTY OF MANAGEMENT SCIENCES
2023_1 POP EXAMINATION₀₁

COURSE CODE: ENT 410

CREDIT UNIT: 2

COURSE TITLE: CORPORATE DEVELOPMENT: MERGERS AND ACQUISITIONS

TIME ALLOWED: 2.5 HOURS

Instruction: 1. Attempt question number one (1) and any other two (2)

- 2. Question number one (1) is compulsory and attracts 30 marks, while any other two questions attract 20 marks each**
- 3. Present your answers any points in a clearly and orderly manner**

Question 1

- a) As an entrepreneur, discuss the term corporate development with its techniques.
- b)
 - i. explain the term vertical merger in relation to business organization
 - ii. discuss the term Conglomerate and concentric Mergers.
- c) Explain in clear terms the reasons why companies merge while making reference to advantages and disadvantages of merger.

Question 2

- a) Recently in Nigeria, the noticeable merger and acquisition is traced to 9mobile who took over Etisalat Nigeria. As An entrepreneurs discuss possible reason for such move by 9mobile representatives.
- b) Discuss what is meant by corporate strategy

Question 3

- a) Describe the positive a, neutral and negative viewpoints on the impact of M&A on shareholders' value.
- b) Explain the term corporate development as an entrepreneur and its important

Question 4

- a) Discuss Total Quality Management 5marks
- b) Discuss the benefit of TQM to the success of product and services.
- c) Explain what you understand as future of emerging bank as it relates to merger and acquisition