



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

Course Code: ENT 824

Course Title Leadership and Management for Entrepreneurs

Credit Unit: 2

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

Time Allowed: 2 Hours

1. Do you think a leader should be a hero or a negotiator? Out in front leading people or coordinating the work of the group? Are they destined to be a leader or developed to be a leader? For instance, Consider United States Supreme Court Justice Antonin Scalia's description of how he picked law clerks during a discussion at the American University Washington College of Law on April 24, 2009: "I'm going to be picking from the law schools that are the hardest to get into. They admit the best and the brightest and may not teach very well. Still, you can't make a sow's ear out of a silk purse."¹ He appears to believe that development is less critical than innate talent, expecting a few to rise to the top – not even bothering with those who on the surface appear not to have "the right stuff." To shed light on this question, we asked 361 C-level executives (those at the top of organizations, for example, CEOs, CFOs, or Presidents) whether they thought leaders were born or made². Were their views decidedly mixed? Answer the questions below:
 - A. Clarify the statement "are leaders born or made."
 - B. If you owned a business what will influence your recruitment criteria?
 - C. Who is a leader?
2. (A) In your words, make an assessment of leadership situation in Nigeria
(B) Suggest better style if ineffective or justify why you think the style is effective
3. Discuss the following styles:
 - A. Democratic leadership
 - B. Transactional leadership
 - C. transformative leadership
4. (A) What is the difference between leadership and management? Discuss
(B) Explain the difference between a leader and manager?
5. (A) Discuss the historical development of leadership theories
(B) Explain the concept of great man theory Of leadership