



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
2023 2 EXAMINATIONS

Course Code: ENT 308

Course Title FAMILY BUSINESS AND SUCCESSION PLANNING

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

Answer two (2) question, Question one (1) is compulsory for all.

1a. Explain in details four key sets of goals that matter to business families.

b. Explain some of the disadvantages of family business.

2. Many conflicts in family businesses or enterprising families are predictable, but they are not necessarily inevitable. Hence, explain guidelines for managing conflicts in family business

3. List and explain five (5) common mistakes of succession in family business.

4. Explain various ways on how to avoid mistakes of succession in family business.

5. Outline and explain five (5) characteristics of successful successors