



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
**91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA**  
**FACULTY OF MANAGEMENT SCIENCES**  
**2024 1 EXAMINATION**

**Course Title:** Strategic Thinking **Credit Units: 2**  
**Course Code:** ENT 411  
**Class:** B.Sc. Entrepreneurship  
**Time Allowed:** 2 Hours  
**Instructions:** Answer any three questions in all. Each question carries **23.33 marks**

**Question One**

The key to a good problem definition is ensuring that you deal with the real problem-not its symptoms. What then is problem-solving to an entrepreneur?

**Question Two**

Having good strong problem-solving skills can make a huge difference to your career. How can you enhance your problem-solving skills?

**Question Three**

Innovative thinking has a structure. Describe these structural elements that are combined into five steps.

**Question Four**

Explain the four key abilities to be developed that can demonstrate a person's or an entrepreneur's strategic prowess?

**Question Five**

One of the excellent core competencies of organisations is negotiation. Discuss the Benoiel four stage development models for building negotiation capabilities within organisations.