



**NATIONAL OPEN UNIVERSITY OF NIGERIA**

**Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja**

**FACULTY OF MANAGEMENT SCIENCES**

**2025\_1 EXAMINATION**

**COURSE CODE: ENT 301**

**CREDIT UNIT: 2**

**COURSE TITTLE: SOCIOLOGY OF ENTREPRENEURSHIP**

**TIME ALLOWED: 2HOURS 30MINUTES**

**Instruction: 1.** **Attempt question one (1) and any other three (3)**

**2.** **Question number one (1) is compulsory and attracts 25marks, while any other two questions attract 15 marks each**

**3.** **Present your answers any points in a clearly and orderly manner**

1. As a student of Entrepreneurship studies, list and explain any (5) characteristics of Personality Traits of the Entrepreneur? **[25 Marks]**

2. Opportunistic Entrepreneur is a contemporary view characterized by a higher level of education and training, Elaborate? **[15 Marks]**

3. What do you understand by Opportunity based entrepreneurship theory? **[15 Marks]**

4. Cleanly differentiate between the Authoritative Technique and Authoritarian Technique **[15 Marks]**

5. Write short Note on the following economic entrepreneurship theories

1- Classical Theory

2- Neo-classical Theory

3- Austrian Market process (AMP). **[15 Marks]**