



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2025\_2 EXAMINATIONS**

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**CREDIT UNIT: 2**

**COURSE CODE: ENT303**

**COURSE TITLE: Small Scale Business Management**

**INSTRUCTION: 1. Indicate your Matriculation Number clearly**

**2. Question number one (1) is compulsory and attracts 30 marks,**

**And**

**attempt any other three questions which attract 20 marks each**

**Time Allowed: 2Hours**

**QUESTION 1.**

A. Carefully distinguish the criteria a small business from a big business.

**15marks**

B. By business types we mean their various groupings in the economy based on their activities. List the three main types of small business with examples.

**15marks**

**Total 30marks**

**QUESTION 2.**

A. Small Business has attracted a lot of definition as scholars from different background and different environment hold opposing views. **Comments**

**10marks**

B. **List and explain five (5)** several behavioural effects can be expected to improve the welfare of the firm regardless of the eventual profitability of strategic plans.

**10marks**

**QUESTION 3.**

A. Enumerate with examples Ten (10) activities in which can be regarded as features of small business.

**10marks**

B. Profitability ratios measure the ability of a business to earn profit for its owner's efficiency communicates the financial performance of a business. List ten (10) Important profitability ratios

**Total 10 marks**

**QUESTION 4.**

A. 'Strategic management is defined as the set of decisions and actions taken in formulation and implementation of strategies designed to achieve objectives of an organisation. It involves attention to no less than nine areas'. **Clearly state ten (10) role of Strategic Management in a Business Decision?** **10marks**

B. Decisions facing a business are strategic and therefore deserve strategic management attention. **Enumerate six (6) identifiable dimensions strategic issues facing business.**

**Total 10marks**

**QUESTION 5.**

A. Reasons for the high rate of failure of Smaller Enterprises in Nigeria Business failure is the last step in the organisational lifecycle. **Highlight the key factors lead to failure of small enterprises?** **10marks**

B. **list and explain any ten (10)** Solutions to the High Rate of Failure of Smaller Enterprises in Nigeria or the measures that can assist in improving on the chances of success.

**10marks**

**Total 20marks**