



**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 410**

**CREDIT UNIT: 2**

**COURSE TITTLE: CORPORATE DEVELOPMENT : MERGERS AND ACQUISITIONS**

**TIME ALLOWED: 3 Hours**

**INSTRUCTIONS: 1. Attempt question number (1) and any other two (2)**

**2. Question number 1 is compulsory and carries 30 marks, while the other**

**Questions carry 20 marks each.**

**3. Present all your points in coherent and orderly manner.**

1a. Discuss the benefits of quality control and describe the cost of quality. 15 marks

b. Describe the various classifications of quality products. 15 marks

2a. Discuss the main features of Total Quality Management. 10 marks

b. TQM has been subjected to a series of criticism. State five. 10 marks

3. Discuss the stages of environmental characteristics and marketing strategies. 20 marks

4. Explain how product life cycle can be useful to the management. 20 marks