



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, Cadastral Zone, Nnamdi Azikwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
2025_1 EXAMINATION

Course Code: ENT 805

Course Title: THEORY OF ENTREPRENEURSHIP AND BEHAVIOUR

Credit Unit: 2

Instructions:

- 1. Indicate your Matriculation Number clearly**
- 2. Attempt Question 1 and any other 2 questions**
- 3. Question 1 carries 30 marks while others carry 20 marks each**
- 4. Present all your points in coherent and orderly manner**

Time Allowed: 2 Hours

1a. Entrepreneurial Agent Definition

Discuss the role of an entrepreneur as an agent who acquires factors of production at specified prices and combines them to create products intended for future sale at uncertain prices. Illustrate this role with a detailed scenario demonstrating how an entrepreneur navigates the risks and rewards of this process. (12 marks)

1b. Characteristics of an Entrepreneur

Analyze the defining characteristics of an entrepreneur. For each characteristic, provide a comprehensive scenario where this trait plays a pivotal role in overcoming a specific challenge or achieving a significant milestone in a business venture. (18 marks)

2a. Economic Actors and Entrepreneurship

Examine the various economic actors that can either promote or hinder entrepreneurial activity. Include a detailed discussion on how these actors influence entrepreneurship, supported by specific scenarios or examples illustrating their impact on entrepreneurial success or failure. (14 marks)

2b. Austrian Market Process (AMP)

Demonstrate your understanding of the Austrian Market Process (AMP) by explaining its core principles. Use a specific example or scenario to illustrate how AMP theories apply to real-world entrepreneurial practices and market dynamics. (6 marks)

3a. Psychodynamic Model of Entrepreneurship

Discuss the Psychodynamic model of entrepreneurship, including its foundational theories and how it explains entrepreneurial behavior. Highlight major criticisms of this model and provide scenarios to illustrate both its application and its limitations. (10 marks)

3b. Risk-Taking Model of Entrepreneurship

Analyze the Risk-Taking model of entrepreneurship, detailing how it addresses entrepreneurial decision-making and behavior. Discuss major criticisms of this model and use scenarios to illustrate both its practical relevance and its potential shortcomings. (10 marks)

4a. Innovation Theory of Entrepreneurship

Describe the innovation theory of entrepreneurship, including its key concepts and implications for entrepreneurial activity. Provide a scenario demonstrating how innovation theory can be applied to drive successful entrepreneurial ventures. (10 marks)

4b. Necessity of Innovation for Entrepreneurs

Discuss why innovation is critical for entrepreneurs, including its role in sustaining competitive advantage and fostering business growth. Provide examples or scenarios where innovation has been a key factor in the success of entrepreneurial ventures. (10 marks)

5a. Psychological School Contributions

Explain the contributions of the psychological school of thought to the field of entrepreneurship. Discuss how psychological theories have advanced our understanding of entrepreneurial motivation and behavior, supported by relevant scenarios or examples. (10 marks)

5b. Importance of Entrepreneurship to Nigeria

Discuss the significance of entrepreneurship for the development of Nigeria. Analyze how entrepreneurship contributes to economic growth, job creation, and social development in Nigeria, using specific examples or scenarios to support your discussion. (10 marks)