

**BINGHAM UNIVERSITY, KARU**  
**FACULTY OF ADMINISTRATION**  
**DEPARTMENT OF ENTREPRENEURSHIP STUDIES**  
**FIRST SEMESTER EXAMINATION 2021/2022**

**COURSE CODE:** EPS 311  
**COURSE TITLE:** INDUSTRIAL SKILLS ACQUISITION  
**TIME:** 2 HOURS

**CREDIT UNIT:** 2

**Instruction:** Attempt all questions in Sections A & B. Write all answers in the Answer Booklet given to you.

**SECTION A: Answer ALL questions (Each question carries 1 mark)**

1. The focus of management skills school of thought is .....skills. (a) conceptual (b) technical (c) managerial
2. ....viewed entrepreneur as a specialist in taking risk. (a) Max Weber (b) Richard Cantillon (c) Peter Drucker
3. Who argued that religion has an inclination towards encouraging or discouraging individual into wealth accumulation? (a) Joseph Schumpeter (b) Peter Drucker (c) Max Weber
4. ....is of the opinion that entrepreneurship is all about creating a new thing with added value. (a) Peter Drucker (b) Joseph Schumpeter (c) Max Weber
5. The influences and pressures exerted by some factors on the business is called ..... (a) internal factors (b) external factors (c) business environment
6. The organisation has control over .....factors that affect business. (a) internal (b) external (c) environmental
7. In 1985, the military government of Gen. Ibrahim Babangida introduced the ....., which was aimed at saving the economy from total collapse through liberalization of the economy. (a) Green Revolution (b) National Directorate of Employment (c) Structural Adjustment Programme
8. ....is a dynamic process of creating incremented wealth for the wellbeing of both the entrepreneur and individuals in society. (a) Entrepreneurship (b) Intrapreneurship (c) Innovation
9. These are characteristics of an entrepreneur except..... (a) need to achieve (b) flexibility (c) taking all risks
10. This is one of the significance of entrepreneurship to the economic growth of a country. (a) reduction of employment (b) wealth creation (c) none of the above
11. ....is an arrangement whereby the manufacturer of a trademark, product or service grants exclusive rights for local distribution to independent retailers in return for their payment. (a) Exhibition (b) Trade show (c) Franchise
12. A situation where one goes around by asking what customers need and want, and summary is formed out of the responses is called..... (a) industrial survey (b) customer complaints (c) trade show
13. ....is where a group of people seat and have a round table discussions on how to come up with business idea, and at the end, brighter ideas are selected for decision making. (a) Brainstorming (b) Industrial survey (c) Exhibition
14. ....is the environment that consists of direct social values and norms, which are very difficult to change. (a) Technological (b) Legal (c) Socio-cultural
15. These are challenges of entrepreneurship in Nigeria except..... (a) inconsistent government policy (b) management competence (c) competition weakness
16. When writing a feasibility report, the technical report section answers one of these questions. (a) What type of equipment and technology will the business need to produce its product/service? (b) what are the total sales for the region? (c) Is there space in the market for a new player?
17. The market appraisal section of feasibility study answers one of these questions. (a) what is the product's share of total market? (b) what is the location of the project? (c) what is the promoter's qualification and experience?
18. One of these forms the economic consideration of a project. (a) employment generation in the society (b) projected revenue and cost (c) break even analysis
19. The agency of government charged with the regulation and supervision of the formation, incorporation, registration and management of companies, business names and incorporated trustees is called.....
20. A form of business owned by an individual, where there is no legal distinction between the owner and the business is known as ..... (a) Partnership (b) Free trade zones (c) sole proprietorship

**NITS: 2**  
**TIME**