



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14/16 AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS
SCHOOL OF MANAGEMENT SCIENCES
SEPTEMBER/OCTOBER 2015 EXAMINATION**

COURSE CODE: ENT323 **CREDIT UNIT:** 2
COURSE TITLE: ENTREPRENEURIAL DEVELOPMENT AND SMALL BUSINESS
MANAGEMENT

TIME ALLOWED: 2 HOURS

INSTRUCTIONS: 1. Attempt question number one (1) and any other (2) questions.
2. Question number 1 carries 30 marks, while the other two (2)
questions carry 20 marks each.
3. Present all your points in coherent and orderly manner

1a. Define and itemize any five characteristics each of the varied forms of business units **(10 marks)**.

1b. Planning function is the core of entrepreneur management. Discuss **(10 marks)**.

1c. Define resources and discuss briefly its three basic components **(10 marks)**.

2. Discuss the essentials of the layout of a business plan under the following:

- a. Layout of a Retail Store
- b. Wholesale Operations Layout
- c. Layout of Service Facility
- d. Layout of Manufacturing Facility **(5 marks each)** **(20 marks)**

3. Discuss the essentials of accounting records on small and medium business enterprises **(20 marks)**

4. With relevant example, discuss the varied segments or components of a business plan **(20 marks)**

5. With relevance examples, give a detail account of any five of the following:

- a. Entrepreneurial Education
- b. Sundry Expenses
- c. Opportunity Cost
- d. Business Layout
- e. Business Plan
- f. Business Opportunities **(4 marks each)(20 marks)**