



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS
MARCH/APRIL 2016 EXAMINATION**

SCHOOL OF MANAGEMENT SCIENCES

COURSE CODE: ENT 323

CREDIT UNIT: 2

**COURSE TITLE: ENTREPRENEURIAL DEVELOPMENT AND SMALL BUSINESS
MANAGEMENT**

TIME ALLOWED: 2 HRS

Instructions: 1. Attempt question Number one (1) and any other two (2).

**2. Question number 1 is compulsory and carries 30 marks, while the other
questions carry equal marks each excluding question number one.**

3. Present all your points in coherent and orderly Manner

Question 1. What are the three key financial statements that are important for small business management? Discuss the financial statements.

Question 2a. You intend to approach a bank for a business loan. What information do you think the bank requires you to provide in your application to the bank.

Question 2b. In service delivery, what do you understand by Total Quality Management.

Question 3a. Human relation skills are very important for the entrepreneur to possess. Discuss the three components of human relation skills.

Question 4. In identifying business opportunities, a study of the population is very important. What aspects of a population do you think are very important to the entrepreneur?

Question 5a. Discuss the nature of Entrepreneurship.

Question 5b. Discuss the key functions of the Entrepreneur in the Nigeria setting.