

NATIONAL OPEN UNIVERSITY OF NIGERIA 91, CADASTRAL ZONE, UNIVERSITY VILLAGE, JABI, ABUJA FACULTY OF MANAGEMENT SCIENCES 2020_1 EXAMINATION

COURSE CODE: ENT 410 CREDIT UNIT: 2

COURSE TITTLE: CORPORATE DEVELOPMENT: MERGERS AND ACQUISITIONS

TIME ALLOWED: 2 HOURS

Instruction: 1. Attempt question number one (1) and any other two (2)

2. Question number one (1) is compulsory and attracts 30 marks, while any other two questions attract 20 marks each

- 3. Present your answers any points in a clearly and orderly manner
- 1. In the business world today, a lot of business tend to pay attention to corporate development as an important aspect of the organization growth and expansion. Elaborate the meaning of corporate development and its importance. With relevant examples. 30 marks
- 2. Explain the key company initiatives for corporate development as it has to do with a corporate organization or business enterprise. 20marks
- 3. Explain A Basic Merger process and model with a relevant example citing an example in Nigeria. 20 marks
- 4. Discuss the term merge and acquisition, and expatiate the Difference Between a Merger and An Acquisition with relevant example found in Nigeria. 20 marks
- 5. Quality has several definitions, which every manufacturing company irrespective of the line of business needs to adhere to. In line with the above Give four (4) definitions of quality. 20 marks