



NATIONAL OPEN UNIVERSITY OF NIGERIA
Plot 91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
2025_2 EXAMINATIONS

COURSE CODE: ENT 407

CREDIT UNIT: 2

COURSE TITLE: ENTREPRENEURSHIP DEVELOPMENT

TIME ALLOWED: 2 Hours

INSTRUCTION: 1. Indicate your Matriculation Number clearly
2. Attempt question number one (1) and any other two (2) questions
3. Question one (1) is compulsory and carries 30 marks, while the other questions carry 20 marks each.
4. Present all your points in a coherent and orderly Manner

- 1a. Define Planning and highlight different features on Planning that you know (15 marks)
 - b. The Planning process has to do with a logical set of steps a manager must take in order to find ways of reaching desired future objectives. Discuss. (15 marks)
2. Discuss in detail, the Concept of Control, highlighting the four basic areas where it's necessary and attributes. (20 marks)
3. What are the contributions and challenges of Strategic Planning (20 marks)
4. Who is a Sole Trader and how does a sole trader source for funds? (20 marks)
5. In a tabular form, differentiate between Cooperative Thrift and Credit Society (CTCS) and Traditional Ajo or Esusu (20 marks).