



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 410

CREDIT UNIT: 2

COURSE TITLE: CORPORATE DEVELOPMENT : MERGERS AND ACQUISITIONS

TIME ALLOWED: 3 Hours

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

2. Question number 1 is compulsory and carries 30 marks, while the other Questions carry 20 marks each.

3. Present all your points in coherent and orderly manner.

1a. Discuss the benefits of quality control and describe the cost of quality. 15 marks

b. Describe the various classifications of quality products. 15 marks

2a. Discuss the main features of Total Quality Management. 10 marks

b. TQM has been subjected to a series of criticism. State five. 10 marks

3. Discuss the stages of environmental characteristics and marketing strategies. 20 marks

4. Explain how product life cycle can be useful to the management. 20 marks