

SOUTHWESTERN UNIVERSITY NIGERIA

KM 20, SAGAMU-BENIN EXPRESSWAY, OKUN OWA, IJEBU-ODE, OGUN STATE.

FACULTY OF SOCIAL & MANAGEMENT SCIENCES

DEPARTMENT OF BUSINESS ADMINISTRATION

HND TO BSC CONVERSION PROGRAMME

2018/2019 SECOND SEMESTER EXAMINATION

COURSE CODE:BUA 312
Medium

COURSE TITLE: Management of Small and
Scale Enterprises

INSTRUCTION: Answer question 1 and any other three (3). **TIME:** 2hrs

1. (a) Different deviating factors in the business environment determine the location behaviour of SMEs. Discuss.

(b) What is the Link between the Push and Pull Factor in the business environment?

2. Many credit institutions have been established over the years by the government and its agencies whose objectives to improve access to finance by SMEs. Elaborate on the following institutions:

- (i) Small and Medium Enterprises Credit Guarantee Scheme (SMECGS)
- (ii) Small and Medium Enterprises Equity Investment Scheme (SMEEIS)
- (iii) Agricultural Credit Guarantee Scheme Fund (ACGSF)

3. (a) Outline some of the challenges facing Nigerian policy makers in the area of venture capital

(b) Mention the four pronged approach suggest by Kauffman (2004) that will help in increasing SME access to finance.

4. Explain the following terms:

- (i) Service Business
- (ii) Trading Business
- (iii) Manufacturing Business

5. (a) What is Tax?

(b) Small and Medium Scale Enterprises registered or not, are not exempted from paying Tax. List and explain the forms of tax to be paid by SMEs.

6. (a) Marketing is the management process through which goods and services move from the concept of the customer.

(b) SMEs aim their marketing on two strategies. Discuss

(c) Use any company as an example to explain how the two strategies can be