

SOUTHWESTERN UNIVERSITY NIGERIA

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

FACULTY OF SOCIAL & MANAGEMENT SCIENCES

DEPARTMENT OF GENERAL STUDIES

HND TO BSC CONVERSION PROGRAMME

2018/2019 SECOND SEMESTER EXAMINATION

COURSE CODE: GNS 314 **COURSE TITLE: Entrepreneurship Skill Development**

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

1. Decision making is an important function out carried about by the entrepreneur. Discuss five(5) management functions of an entrepreneur.

2. (a) Commercial Banks are unique in their performance of services and are distinguished from other forms of financial institutions or intermediaries because of the functions they perform. Elaborate on the functions of commercial banks.

(b) Write short notes on the following:
(i) Insurance Companies
(ii) Finance Companies
(iii) Discount Houses

3. (a) A business plan is an integral part of any successful entrepreneurship. Do you agree with this statement? Briefly explain and outline the scope of a good business plan.

(b) Value analysis encourages a radical innovation for ways of reducing cost. Elaborate on the areas covered by value analysis.

4. (a) Why is buying a business a less risky proposition than starting one?

(b) Entrepreneurs in a bid to be innovative in order to meet up with the constant change in consumers demand, develop new products, however some new products develop fail to pull through. Discuss the reasons for new product failure.

5. (a) Discuss the relationship between innovation and entrepreneurship process

(b) Partnership is one of the forms of business ownership in entrepreneurship. Discuss extensively on partnership.

6. Write short notes on the role of the following institutions and industrial associations to entrepreneurship development.