

LAGOS CITY POLYTECHNIC, IKEJA
SCHOOL OF MANAGEMENT AND BUSINESS STUDIES
DEPARTMENT OF BUSINESS ADMINISTRATION
2015/2016 SEMESTER EXAMINATION

COURSE ENTREPRENEURSHIP	TITLE: PRACTICE NO OF QUESTION: 6	OF
COURSE CODE: EED 216/BAM 216	TIME: ALLOWED: 2HRS	
FOR WHOM: ND YR 2 CS, ND YR III BS, OTM PT	INSTRUCTIONS:	

Answer **any** **four**

Questions

1. Distinguish between entrepreneurship, intreprenurship and management and examine the advantages and disadvantages of a entrepreneurship.
2. Examine the characteristics of an entrepreneur and discuss the various ways by which an entrepreneur can conceptualise business ideas and also analyse business opportunities.
3. Who is an Entrepreneur? Highlight the various reasons why individual ventures into business and state clearly an entrepreneur positive mental attitude to business.
4. The choice of an individual to start their own business is usually very difficult as compared to wage employment, highlight the merit and demerit of salaried employment and entrepreneurship
5. (a) One of major function of an entrepreneur is between idea generation, examine entrepreneur several ways of generating business idea.
(b) What are the relevance of market survey and research to an entrepreneur in planning and making a decision?
6. Discuss the term Negotiation and write vividly on how an entrepreneur can become a good negotiator.