

**DEPARTMENT OF GEOGRAPHY**  
**FEDERAL UNIVERSITY OF TECHNOLOGY MINNA**  
**SECOND SEMESTER UNDERGRADUATE EXAMINATION 2019/2020 SESSION**

**COURSE CODE:** GRY 527

**COURSE TITLE:** Entrepreneurship.

**INSTRUCTION:** Answer Question ONE (1) And Any Other Two.

**TIME ALLOWED:** 2Hours 30 Minutes

1. To say that successful entrepreneurs are born is to say that only individuals with certain characteristics or dispositions can become successful entrepreneurs, and that all attempts at developing entrepreneurs in Nigeria is a wild goose chase. However, to say that entrepreneurs are made presuppose that just anyone, given the right environment and resources can be a successful entrepreneur and that entrepreneurial development programs in Nigeria are useful and required. The resolution of this dilemma is not an easy task at all given the enormous evidence supporting both arguments in the psychology of entrepreneurship literature. Elucidate on the psychological analysis on this school of thought since interestingly both perspectives acknowledge that successful entrepreneurs can be differentiated from unsuccessful ones whether in terms of nature or nurtured.
2. Entrepreneurs in the shadow are on the increase in Nigeria recently, the view has been expressed about most business failure and due to this type of potentially negative side of entrepreneurs be that it may, list five ways of identifying this egotistical entrepreneurs.
3. (a) Distinguish between merger and acquisition.  
(b) List and explain types of merger.
4. Explain how and why organization may adopt diversification strategy in entrepreneur.
5. As important as market place is to the entrepreneur, it is characterized by a number of phases that the enterprise passes through as it grows to something of recognized value. Enumerate and explain in details phases of this very important market place concept.