

**CRAWFORD UNIVERSITY**  
**COLLEGE OF BUSINESS AND SOCIAL SCIENCES**  
**DEPARTMENT OF ADMINISTRATION AND MANAGEMENT**  
**RAIN SEMESTER EXAMINATION 2015/2016**  
**BUS 332: MANAGEMENT OF SMALL AND MEDIUM ENTERPRISES 11**

**TIME: 2hrs**

**Instructions: Answer THREE questions. Question One and any other TWO**

**1a. With specific reference to your business venture, write a comprehensive business plan. Based on your plan discuss how you will overcome the challenges of doing business in Nigeria.**

**10marks**

**1b. A one man business is assumed to be small. What indicators identifies a business as small**

**10marks**

**Total 20marks**

**2a What are the arguments to support the statement, "Small and Medium enterprises drive the economy of a nation"**

**10marks**

**2b. Critically explain the characteristics of SMEs in Nigeria**

**10marks**

**Total 20marks**

**3a. Write short notes on any three of the following;**

- (i) Foreign Direct Investment
- (ii) WTO
- (iii) ECOWAS
- (iv) GATT

**10marks**

**3b. In what areas has one of the above organizations affected your country**

**10marks**

**Total 20marks**

**4a. ABC Couriers is about to go international, as a business consultant, what are the challenges likely to be faced by the company**

**10marks**

**4b. Critically examine the qualities that a successful entrepreneur must possess.**

**10marks**

**Total 20marks**

**5a. A successful business without a plan for succession is a "failure" Discuss with examples.**

**10marks**

**5b. What factors can contribute to a good succession plan**

**10marks**

**Total 20marks**