**Department of Entrepreneur Business and Management**

**DESCRIPTION OF THE PROGRAMME**

Entrepreneur Business and Managementhas been the dynamic business environment around the world. It is designed to provide exceptional cutting edge knowledge for School and Open and Distance Learning suited for Entrepreneur Business and Management programmes. The programme is designed to provide functional, cost effective, flexible learning which adds lifelong value to quality education for all who seek knowledge.

BSc. Entrepreneur Business and Managementis designed to produce graduates who are well grounded in the science of Entrepreneur Business and Management and who are adequately equipped to manage the private sector as well as the public sector business environment. The programme is also designed to produce graduates who can compete favourably with their counterparts in the global market as well as undertake post graduate programme leading to the award of Post Graduate Diploma in Entrepreneur Business and Management (PGD), Master of Entrepreneur Business and Management.

Admission and registration procedure are Online Based. Students are required to purchase their Admission forms from any of the Approved Studies Centres and then fill the form and submit Online. Admission list as well as individual student’s admission letter for successful candidates is published on GNOU website. Students are also expected to complete their procedure Online or be guarded be our Approved Studies Centres.

The programme is designed for the facilitation of learners in Entrepreneur Business and Management as well as to produce manpower for development and to educate future leaders in the Financial Management and related fields of study or prepare them for managerial positions.

**ADMISSION REQUIREMENTS**

**(Entrepreneur Business and Management, BSc**)

**Examination Types**

A minimum of 5 credits from WAEC/SSCE or NECO.

**Required Subjects**

English, Mathematics, Economics and two others at not more than two sittings.

Five credit passes in the GCE or equivalent examination, at least two of which shall be at the Advanced level or four credit passes at least three of which shall be at the Advanced level. Credit passes at the Ordinary Level must include English Language and Mathematics.

**Minimum Grade**

Credit passes (C6)

**PLUS**

ND (Upper Credit),

HND (Lower Credit) or

Final Certificate of relevant Professional Bodies in addition to five credit passes

**PROGRAMME REQUIREMENTS**

**Programme Structure**

Minimum duration of the Bachelor of Science (B.Sc.) Degree in Entrepreneur Business and Management programme is four years of eight semesters and a maximum of eight years (of sixteen semesters) under flexible mode of study.

**Degree Rules**

To be awarded B.Sc. Degree in Entrepreneur Business and Management, the student must pass a minimum of 120 credit units for UME or 90 credit units for direct entry. The minimum credit units include all compulsory courses and research project and exclude all general studies courses.

**COURSE CONTENT SPECIFICATIONS/SYLLABUS OF ALL COURSES IN THE PROGRAMME**

The following course contains codes, titles and units that will help the students to understand the number of compulsory courses to pass per semester and lecturers to know the kind of the units to teach the students. **Students are expected to choose one (1) out of the two available electives**

**OUTLINE OF COURSE STRUCTURE**

Minimum duration of the B.Sc. Degree in Entrepreneur Business and Management Programme is four years of eight semesters and a maximum of eight years (of sixteen semesters) under flexible mode of study.

**COURSE CONTENT SPECIFICATION**

**FIRST YEAR, 1st Semester**

**GST 101: USE OF ENGLISH AND COMMUNICATION SKILLS I (C) – 2 CREDIT UNITS**

Listening enabling skills, listening and comprehending comprehension, note taking and information retrieval. Including data, figures, diagrams and charts. Listening for main idea, interpretation    and critical evaluation.  Effective reading. Skimming and scanning. Reading and comprehension at various speed levels. Vocabulary   development in various academic contexts. Reading diverse texts in narratives and expository. Reading and comprehension passages with tables, scientific texts. Reading for interpretation and critical evaluation.

**GST 105: HISTORY AND PHILOSOPHY OF SCIENCE (E) – 2 CREDIT UNITS**

Nature of science, scientific methods and theories, law of nature, history of science, lost sciences of African, science, technology and inventions, nature and scope of philosophy in science, man, nature and his origin, man, environment and resources, Great Nigerian Scientist.

**GST 107: THE GOOD STUDY GUIDE    (C) – 2 CREDIT UNITS**

Getting Started: How to use the book, why read about study skills, getting yourself organized, what is studying all about, reading and note-taking: introduction, reactions to reading, your reading strategy, memory, taking notes, conclusion. Other ways of studying: Introduction, learning in groups, takes and lectures, learning from T.V and Radio broadcasts, other study media. Working with numbers: Getting to know numbers, describing the world, describing the tables, describing with diagrams and graphs, what is good writing? The importance of writing, what does an essay look like, what is a good essay, conclusion. How to write essays: Introduction, the craft of writing, the advantages of treating essay writing as a craft, making your essay flow, making a convincing case, the experience of writing and preparing for examination.

**ECO 121: PRINCIPLES OF ECONOMICS I (C) – 3 CREDIT UNITS**

The Basic Problem of scarcity and Choice: the Methodology of Economic Science; the General Principles of Resource Allocation; the Concepts of Optimality and Equity; Equilibrium and Disequilibrium; Micro-economics versus Macroeconomics: Demand, Supply and Price: Types of Resources Allocation Decision; Methods of Resource Allocation in an Economy: Theory of the Firm; Introduction to Welfare Economics.

**ACC 101: ELEMENTS OF BOOK-KEEPING 1 (C) – 2 CREDIT UNITS**

The nature and scope of Book-Keeping: Double Entry Book-keeping systems; the trial balance, accruals, prepayment and adjustment: classification of expenditure between capital and revenue.

**ENT 101: INTRODUCTION TO ENTREPRENEURSHIP (C) - 2 CREDIT UNITS**

This topic would make students to discuss and adequately describe the following: management, intrapreneurship and entrepreneurship and bring out their distinct features. The general characteristics of an intrapreneur, entrepreneur and a manager would also be identified and discussed.

**MTH 105: MATHEMATICS FOR MANAGEMENT SCIENCES I (C) – 3 CREDIT UNITS**

Mathematical concept in management; Basic principles of Algebra; Introductory Differential Calculus; Simple and Compound interest computations; Permutations & Combinations; Set theory; Factors and Exponents; Logarithms; Equation and inequalities; Arithmetic Series; Arithmetic Progressions; Coordinate Geometry; Matrix Algebra and Applications

**BUS 105: ELEMENTS OF MANAGEMENT I (C) – 3 CREDIT UNITS**

The objectives of the course are to explain the nature of management principles, list the functions of management, describe what a manager would do to be successful, explain the various approaches to management, highlight the major contributors of management scholars and practice to the development of management, describe the exercise of authority in the practice of management and demonstrate the importance of communication to the art of managing.

The course contents include nature of management principles, roles and responsibilities of management, social responsibility of the manager, how to be a successful manager, management by objective, history of management, schools of thought on management Part I and II, contributors to management theories, delegation of authority Parts I and II, authority nature and types of power, authority methods of influence and application in organisation as well as communication.

**CIT 101: INTRODUCTION TO COMPUTER SCIENCE (C) – 3 CREDIT UNITS**

Definition of computer, element of a computer, using a mouse, operating system, Windows 98, Files, Word processing, Further Word Processing Program Facilities, Copying a Text, saving changes to a document and formatting, Paragraph formatting (spell checker and introduction to printing a document), Spreadsheet, Entering and correcting data, Using formulas, Spreadsheet (numeric formats), Creating charts, Charts from non-adjacent data, embedded charts and charts links, Chart types, PowerPoint presentations, PowerPoint presentation screen, Creating new presentations, Naming presentation, saving presentation and formatting slides, Using Auto shapes, Networking, internet and e-mail, Further practical work on the Internet, Electronic Mail, Reading and responding to an Email message.

**CSS 121:  INTRODUCTION TO PSYCHOLOGY (E) – 2 CREDIT UNITS**

Basis of human behaviour – Definition of psychology, scope of psychology, methods of studying human behaviour, interplay between psychology and other social sciences, identify motives for behaviour; development of behaviour – cognitive development, self-concept, personality development, socialization and its agents, state of development such as infantry, adolescence and puberty, perception; principles of personality development –models of personality, conflict model, consistency model; behaviourism. Learning process, human memory – short and long term memory, forgetting; Human emotions – types of emotions, expressions of emotions and casual factors of emotions; Attitude formation and change – development of attitude, components of attitude, consistency theories of prejudice; psychological basis of management models – workers motivation, negotiation and bargaining power, organizational crisis intervention, team harmony and cohesion, psychological models of management (autocratic, democratic and laissez faire); psychology of other nationals; psychological effects of health; methods of assessments in experimental psychology.

**FIRST YEAR, 2nd Semester**

**GST 102: USE OF ENGLISH AND COMMUNICATION SKILLS II (C) – 2 CREDIT UNITS**

Writing paragraphs: Topic sentence and coherence. Development of paragraphs: illustration, Description, cause and effect including definitions. Formal letters; essential parts and stylistic forms, complaints and requests; jobs, ordering goods, letters to government and other organizations. Writing reports; reporting event, experiments. Writing summaries: techniques of summarizing letters and sounds in English, vowels and consonants. Interviews, seminar presentation, public speech making, articles, concord and sentences including tenses. Gerund, participles, active, passive and the infinitive. Modal auxiliaries.

**BFN 104: ELEMENTS OF BANKING (C) – 3 CREDIT UNITS**

The business of banking, the development of money, historical development of banking, the central bank of Nigeria, the Nigeria banking structure, savings and investment, the Nigerian money market, bank’s balance sheet, organizational structure of clearing bank, bills of exchange cheques, methods of payment through the banking system, bank, lending, interpreting the accounts of customers and the banker’s institute (the Chartered Institute of Bankers of Nigeria (CIBN).

**ECO 122: PRINCIPLES OF ECONOMICS II (C) – 3 CREDIT UNITS**

Introduction to Macroeconomics: National Income Determination; the Public Sector in the National Economy; Macroeconomic Policy Objectives and Instruments; Introduction to Money and Banking, Introduction to Economic Growth and Development. Trade Politics with Particular reference to Nigeria.

**ENT 102: THE NIGERIAN ENTREPRENEURIAL ENVIRONMENT (C) - 2 CREDIT UNITS**

This component looks at the environmental variables of the concept of entrepreneurship. It is aimed at identifying the environmental factors that affect entrepreneurial development. Also to be considered are types of environmental factors; and adaptive mechanisms to entrepreneurial environment.

**MKT 108:** **INTRODUCTION TO MARKETING (C) – 2 CREDIT UNITS**

Definition of Marketing; Fundamental concepts in marketing; marketing evolution and phrases; the role and importance of marketing; functions of marketing; products and their categorization; marketing environment; features of industrial and consumer goods; the role of middlemen and outlets types in Nigeria; problems of distributive trade in Nigeria; the marketing mix; product differentiation and market segment; branding, packaging and labelling; price theory and price problems; marketing promotion – promotional mix; marketing information – marketing research and intelligence.

**BUS 106: ELEMENTS OF MANAGEMENT II (C) – 2 CREDIT UNITS**

The course contents include nature of management principles, roles and responsibilities of management, social responsibility of the manager, how to be a successful manager, management by objective, history of management, schools of thought on management Part I and II, contributors to management theories, delegation of authority Parts I and II, authority nature and types of power, authority methods of influence and application in organisation as well as communication.

**MTH 106: MATHEMATICS FOR MANAGEMENT SCIENCES II (C) – 3 CREDIT UNITS**

Mathematical concept in management; Basic principles of Algebra; Introductory Differential Calculus; Simple and Compound interest computations; Permutations & Combinations; Set theory; Factors and Exponents; Logarithms; Equation and inequalities; Arithmetic Series; Arithmetic Progressions; Coordinate Geometry;  Matrix Algebra and Applications.

**ACC 102: ELEMENTS OF BOOK-KEEPING II (C) – 2 CREDIT UNITS**

Methods of recording accounting data: manual and mechanical. Trading and profit and loss accounts and balance sheets of a sole trader; accounting treatment of control accounts and bank reconciliations. Elementary break even analysis.

**SECOND YEAR, 1st Semester**

**GST 201: NIGERIAN   PEOPLES AND CULTURE (C) 2 CREDIT UNITS**

Nigerian history, culture and arts in pre-colonial times; Nigerians; perception of their world; culture areas of Nigerian and their characteristics; evolution of Nigeria as a political unit; indigene/setter phenomenon; concepts of trade; economic self-reliance; social justice; individual and National development, norms and values; negative attitudes and conducts (cultism and related vices); re-orientation of moral and national values; moral obligations of citizens; environmental problems.

**GST 203: INTRODUCTION TO PHILOSOPHY AND LOGIC (E) - 2 CREDIT UNITS**

Definition and Scope of Philosophy, Philosophy as the Parent Discipline, Branches of Philosophy, Philosophy and Other Disciplines, Sources of Knowledge and Criteria for Knowing, Definition and Scope of Logic, Logic’s Vocabulary I, Logic’s Vocabulary II, Valid, Invalid, Deductive and, Inductive Arguments, Language and its Functions, Syllogisms**,** Symbolizing in Logic**,** Truth Table Analysis**,** Logical Proofs of Validity.

**ENT 203:  INTRODUCTION TO ENTREPRENEURIAL FINANCING (C) 2 CREDIT UNIT**

This topic examines the element of entrepreneurial financing, focusing on technology-based start-up ventures and new ways of creating value; addresses key questions which challenge all entrepreneurs: how much money can and should be raised, when should it be raised and from whom, what is a reasonable valuation of the company, and how funding, employment contracts and exit decisions should be structured. It also aims at preparing students for these decisions, both as entrepreneurs and venture capitalists.

**MKT 205: ENTREPRENEURIAL MARKETING (C) 2 CREDIT UNIT**

Teaches students to do rigorous, explicit, customer-based marketing analysis, which is most appropriate for new ventures. This topic also discusses ways to implement marketing strategies when resources are very limited. The practical aspect would relate to how to develop and market various forms of business and social organizations.

**BFN 203: BASIC FINANCIAL LITERACY (C) 2 CREDIT UNIT**

The nature and scope of basic personal cash build up (savings), understanding how to create cash flow, types and nature of investment-venture creation, portfolio, commodities, properties, intellectual property and royalties, how to invest intelligently in the stock market, basic difference between capital gains and continuous cash flow, understanding financial market instrument, commodity market and their deliveries, insurance and risk hedging, using debt and other people’s money to create wealth, understanding tax issues.

**ENT 209: THEORY OF ENTREPRENEURSHIP 2 CREDIT UNIT**

The study of entrepreneurship is based on different theories and the contributions made by different theorists to entrepreneurship development. This topic is aimed at exploring these theories from a multidisciplinary perspective and help students to have proper understanding of the different contributions made by these theorists to entrepreneurship development.

**STT 205: STATISTICS FOR MANAGEMENT SCIENCES I (C) – 3 CREDIT UNITS**

The course contents include statistics and decision making process, data (its nature, source and methods of collection), summarizing data, graphical presentation of data, measure of central tendency (arithmetic mean, geometric means and harmonic mean, median and mode), fractiles, skewness and kurtosis, measures of dispersion, set theory, permutations and combinations, some elementary probability concepts, probability rule, events and BA theorem, probability distribution of a discrete random variable, binomial distribution, Poisson distribution, the hyper-geometric distribution and normal distribution.

**BUS 207: BUSINESS COMMUNICATION (C) – 2   CREDIT UNITS**

Fundamentals of communication explain the basic things about communication. Forms of communication give various forms of communication in life. Introduction to business communication skills introduces communication as part of business enterprises. Business communication treats business communication as a type of communication. Oral communication discusses English phonetic as a requirement for good communication. Writing process describes writing skills required in the business world. Public speaking explains speech making and its requirements. Interpersonal communication gives how good communication promotes interpersonal relationship in business enterprises.

**GST 202: FUNDAMENTAL OF PEACE STUDIES AND CONFLICT RESOLUTION (C) – 2 CREDIT UNITS**

Definition Causes and Types of Conflict, Conflict Theories, Phases in Conflict, Conflict Analysis, Conflict Transformation, Relationship between Perception and Conflict, Language Barriers in Conflict and Resolution, Early Warning and Early Response Mechanism, Arms Control and Demilitarisation, Peace and Education, International, Continental and Regional Organisations in the Pursuance of World Peace,  Peaceful Methods of Conflict Resolution I, Peaceful Methods of Conflict Resolution II, Coercive Means of Conflict Resolution, Gender Issues and Humanitarian Intervention.

**ENT 202: INTRODUCTION TO ENTREPRENEURIAL VENTURES (C) - 2 CREDIT UNITS**

The scope of business/social ventures; the character of ventures from social, legal and economic perspectives. Forms of ownership, organization and management. Marketing, production, finance and accounting functions, government and business. The social responsibility of business. International business. Problems of Nigerian enterprises. The concept of social good, the creation of social networks, NGOs and practice in evolving non-profit organizations.

**SECOND YEAR, 2nd Semester**

**ENT 204: ENTREPRENEURSHIP AND CHANGE MANAGEMENT (C) - 2 CREDIT UNITS**

This course exposes students to the need for organizational transformation required for value creation and competitiveness in the changing world of business. Topics will cover new management challenges and poor corporate outlook in Nigeria; models of change; phases of change; resistance to change and overcoming or managing resistance to change.

**MKT 206: CUSTOMERS RELATIONSHIP MANAGEMENT (C) - 2 CREDIT UNITS**

Meaning of customer service and ways to create customers’ loyalty; reasons of seeking customers’ satisfaction and ways of ensuring customer’s satisfaction are all areas of importance that would be considered in this course.

**ENT 208: BIOGRAPHICAL STUDIES OF ENTREPRENEURIAL THINKERS AND GIANTS (C) - 2 CREDIT UNITS**

Students will be made to study the lives and characters of different world class entrepreneurs. This will enable them to know the secret behind their success and why some of them failed. Special attention will be given to indigenous entrepreneurs.

**ENT 210: START-UP FUNDS (C) - CREDIT UNITS**

Prepares students to optimize the use of outside advisors and to negotiate effective long-term relationships with sources of funding, including, but not limited to, venture capital. Students interact with founders, angels, venture capitalists and other professionals throughout the semester.

**STT 206: STATISTICS FOR MANAGEMENT SCIENCES II (C) 3 CREDIT UNITS**

Nature of Statistics, Statistical Inquiries, Forms and Design. The Role of Statistics, Basic Concepts in Statistics, Discrete and Continuous Variable, Functional Relationships, Sources of Data, Methods of Collecting Primary Data, Presentation of Statistical Data, Measures of Central Tendency, Measures of Dispersion, Moments, Skewness and Kurtosis, Elementary Probability Distribution, Normal Binomial, Poission and Hypergeometric. Elementary Sampling Theory, Estimation, Theory, Student’s Distribution, Statistical Decision Theory, Tests of Hypotheses for Small and Large Samples, Chi-square Distribution and Test of Goodness of Fit, Linear Regression. Correlation Theory, Index, Numbers, Time Series and Analysis of Time Series.

**CIT 202: APPLICATIONS OF COMPUTER IN BUSINESS (E) – 3 CREDIT UNITS**

Introduction to Computer, Computer Hardware, Computer Software, Basic Computer Operations, Operating Systems, Computer Application Systems, Database Management System, Systems

Development Life Cycle, Computer Networks, The Internet, Computer Security, Health and Safety, Information Communication Technology.

**THIRD YEAR, 1st Semester**

**BUS 325: HUMAN RESOURCE MANAGEMENT PRINCIPLES (C) – 3 CREDIT UNITS**

Supply and demand characteristics of labour by types, organization of the personnel functions; manpower planning; employee motivation, leadership styles; employee training and development; performance appraisal, disciplinary procedure; employee welfare; labour law and policies.

**ENT 301: SOCIOLOGY OF ENTREPRENEURSHIP (E) - 2 CREDIT UNITS**

This course will explore the dimensions of culture to the practice of entrepreneurship. Attention will be given to the works of theorists and sociologists who have made contributions in this field. A comparison of supply and demand perspectives will be undertaken to appraise how they contribute to the emergence of entrepreneurs in the society with particular reference to the Nigerian society.

**ENT 303: SMALL SCALE BUSINESS MANAGEMENT (C) – 2 CREDIT UNITS**

Management of small business – definitions of management and small business, concept of management nature of business decision; marketing strategy and planning – definition of planning, importance of planning forms/kinds of planning and illustrate the flow of planning decision in a small business organisation master plan, role of marketing in small business organisation, definition of strategy marketing and marketing task to an entrepreneur, stages in the procedure of marketing strategy planning. Market analysis in selection of market posture, coordination and control of business activities strategy revision and continuity psychological barriers to marketing strategy planning; sources of information – definition internal and external source of information (Federal government and its agencies, state and local government as external sources of information elements of  an information system, advantages and procedures involved in developing records retention programme, uses of some information tools such as manuals, reports and forms, ratio analysis and the limitations of ratio as a tool; budgeting and breakeven analysis – definition, budgeting process problems of budgeting preparation, kinds of budgets and the importance of budgets administration; illustrate how BEP chart is constructed, changes associated with the chart as any of the variables change; nature of pricing – definition price determination, price elasticity and cost price relationships pricing terms, calculation of terms and the use of discount, types of discount; procedures and strategies in product pricing – factors that influence pricing strategies,

**ENT 305: BUSINESS OPPORTUNITY SCOUNTING AND EVALUATION (C) – 2 CREDITS UNITS**

This course will consider sources of business opportunities and the difference between ideas and opportunities. It will also consider strategies for scanning and evaluating business opportunities. It challenged students to think beyond family, government, national boarders in search for social or economic opportunities.

**ENT 307: NATURAL RESOURCE MANAGEMENT  (C) – 2 CREDIT UNITS**

This course is designed to enable students to appreciate the resource endowments of Nigeria and how mineral resources could be better managed to achieve growth and human and economic development. Topics shall cover an overview of Nigeria’s resources, mining and oil gas exploration**,**socio-cultural issues in mineral exploration, resource allocation and misapplication of resource.

**MKT 309: EVENTS MANAGEMENT (C) - 2 CREDIT UNITS**

This course will understand the understanding of event management using project management concept. Topics will cover an overview of what an event is the need for the event, and parties involved. Also to be discussed are the roles of stakeholders such as the sponsor, the team leader, team members and the client/market.

**CLL 307: COMMERCIAL LAW (C) –             3 CREDIT UNITS**

The Nigerian legal system: sources of Nigerian Law; hierarchy of Nigerian court, commercial arbitration. Law of contracts; commercial contracts; commercial relations between persons; unfair competition. Passing off and ‘Trade Libel’. Company law: introduction to company law. Power and functions directors. Introduction to taxation laws. Company registration.

**GST 301: Entrepreneurship studies (C) - 2 Credit Units**

Some of the ventures to be focused upon include the following: 1. Soap/Detergent, Tooth brushes and Tooth paste making 2. Photography 3. Brick, nails, screws making 4. Dyeing/Textile blocks paste making 5. Rope making 6. Plumbing 7. Vulcanising 8. Brewing 9. Glassware production/Ceramic, production. 10. Paper production 11. Water treatment/Conditioning/Packaging 12. Food processing/packaging/preservation 13. Metal working/Fabrication – Steel and aluminum door and windows 14. Training industry 15. Vegetable oil/and Salt extractions 16. Fisheries/Aquaculture 17. Refrigeration/Air conditioning 18. Plastic making 19. Farming (crop) 20. Domestic Electrical wiring 21. Radio/TV repairs 22. Carving 23. Weaving 24. Brick laying/making 25. Bakery 26. Tailoring 27. Iron welding 28. Building drawing 29. Carpentry 30. Leather tanning 31. Interior decoration 32. Printing 33. Animal husbandry (Poultry, Piggery, Goat etc) 34. Metal Craft – Blacksmith, Tinsmith etc 35. Sanitary wares 36. Vehicle maintenance 37. Bookkeeping

**CRD 305 RURAL DEVELOPMENT  (E) – 2 CREDIT UNITS**

The concept and definitions of rural development.  Rural development and community development.  Agricultural development and rural development.  Rural infrastructure and industrialization and rural development; other components, of rural development.  Agents of rural development.  Planning and rural development.  Specific strategies of rural development in Nigeria.  Co-operatives and rural development.  Problems of rural development. Theoretical foundation and the dynamics of leadership.  Role of leadership in programmes of change and development.  Identification, selection, training and use of local leaders in extension and rural development programmes.  Solutions of problems and their application to rural social systems.  Women and youth programmes and their relevance to community-development.  Programme planning; kinds and quality of programmes; problems and prospects.  Institutional framework for women and youth programmes in Nigeria.

**MKT 301: CONSUMER CO-OPERATIVES  (E) – 2 Credit Units**

The History of the British Consumer Cooperative Movement. The Structure and Problems of Consumer Cooperative in Nigeria. The Concept of Competitive and Monopolistic Market Structure. The Social Criticisms of the Capitalist Market – High Prices, Wasteful Advertising, Hoarding Goods. The Diseconomies of the Prevailing Distributive System. The Introduction of Consumer Cooperative in Nigeria with The NSCA in 1940. Reasons for Failure of Early Societies. The Choice between a “Top-Downwards” and “Bottom-Upward” Organisation Structure. Organisation Structure of Cooperative Societies in Nigeria. The History and Strength of Consumer Cooperatives in Nigeria Today. Organisation and Management of Consumer Cooperatives. Selling, Financing, Pricing and Salesmanship. Book-Keeping in a Consumer Cooperatives. Distribution of Surplus. General Meetings: Committee Meetings, Functions of the General Manager. Duties of Secondary and Apex Consumer Societies. Case Study Guides to Case Study for Examination Purposes and Class Discussion.

**ENT 302: FEASIBILITIES AND BUSINESS PLANNING (E)  – 2 CREDIT UNITS**

This topic deals with business plan within task groups from the concept to all elements of a professionally written business plan. This topic affords students high interaction with businesses and entrepreneurs to further refine and improve their plans and/or prepare for national business plan competitions. This component also consists in practical evaluation of students dream businesses and career life, exposition on how best to prepare feasibility report and appraisal of projects before investment; and project evaluation techniques: traditional methods such as accounting rate of return (ARP), payback period (PBP), net present value (NPV) internal rate of return (IRR) and profitability index (PI).

**THIRD YEAR, 2nd Semester**

**ENT 304: LEADERSHIP AND CORPORATE GOVERNANCE   (C) – 2 Credits**

This course exposes students to the leadership question. It also covers issues related to good governance. Topics will include an overview of leadership, theories of leadership, the concept of the servant leader, leaders as change agents and problems of leadership in Nigeria. The course will also cover issues on transparency, accountability, due process and global perspective of good governance.

**ENT 306: MEASURING ORGANIZATIONAL SUCCESS  (C) – 2 CREDIT**

This course is designed to enable student appreciate first hand basic organizational success factors through attachment and placement under industry and faculty supervision. The student or team of students is expected to focus on problem areas and design/proffer solutions which are sent back to the industry for implementation. The result of this case study is discussed at faculty/departmental seminars for peer review.

**ENT 308: FAMILY BUSINESS AND SUCCESSION PLANNING (E) –   2 CREDIT**

Family-controlled businesses are characterized by challenges that threaten their continuity and distinct core competencies that can result in unique competitive advantages. The course will examine family business continuity challenges and best management and governance practices of leading family-owned business.

**ENT 310: CULTURAL CHANGE AND ENTREPRENEURSHIP (C) – 2 CREDIT UNITS**

This course will identify and discuss how changes in the experience of people, entity or society impact on their entrepreneurial orientation. The course is designed to enable student’s appreciation their culture and learn from other cultures. Reference will be made to particular experiences that have affected entrepreneurial practices of groups in the Nigerian society.

**ENT 312: INDUSTRIAL LEARNING AND TOUR (E)  – 2 CREDIT UNITS**

This course unit is expected to expose students to the practical aspect of Entrepreneurship and management. This involves two facets: industry training and foreign study tours. Students are expected to participant in any two facets.

**FMS 304: RESEARCH METHODOLOGY   (C) – 3 CREDIT UNITS**

To introduce learners to research: Research process, research methods, scientific approach to

research, research problems, formulation of hypotheses, literature review, types of research,

variables in research, sampling techniques, techniques in research, validity in research, research

design proposals, research reports.

**BUS 322: ORGANIZATIONAL BEHAVIOUR (E) – 3 CREDIT UNITS**

This course seeks to examine organizations as well as describe ways that human factors can be managed to increase organizational effectiveness. Topics will include an overview of organizational behaviour, a consideration of contributions of behavioural sciences to the field of organizational behaviour, personality theories, communication, power and control.

**FOURTH YEAR, 1st Semester**

**ENT 401: E-BUSINESS   (C) – 2 CREDIT UNITS**

This course is intended to equip students with the broad knowledge of electronic commerce. Topics will cover concept definitions, an overview of internet and mobile telecommunication, importance of e-business, website design, internet advertisements, achieving competitive advantages using E-adverts; online sales, E-payments, ATM, debit and credit cards. Students are expected to be exposed to practical applications.

**ENT 403: PROJECT MANAGEMENT    (C) – 2 CREDIT UNITS**

Project concept, planning (usage of various charts), team, cost, and procurement. Project implementation strategy, reporting, monitoring and evaluation, developing and usage of project management template.

**ENT 407: ENTREPRENEURSHIP DEVELOPMENT (E)   – 2 CREDIT UNITS**

Definitions, Roles and Functions/Values of Entrepreneurship, history of Entrepreneurship, role of Entrepreneurship in the National Economy, functions of an Entrepreneur Entrepreneurship and Forms of Business Ownership. Starting a New Business, Buying an Existing Business, New Product Development, Business Growth and the Entrepreneur, Law and its Relevance to Business Operations.

**ENT 409: RETHINKING TRADITIONAL OCCUPATION   (C) – 2 CREDIT UNITS**

The aim of this course is to examine the various occupations engaged by ordinary people within a specified locality. This will entail identifying local talents, skills and competencies required for the production of goods and services. The aim is to explore ways of developing such competencies into formal ventures capable of achieving sustainable growth and competitiveness. It is expected that students would use insight form this course to convert local knowledge and expertise into a prosperous business ventures. Equally, they would be equipped with various tools of promoting local businesses required for policy measures aimed at economic transformation.

**ENT 411: STRATEGIC THINKING, PROBLEM SOLVING AND NEGOTIATE SKILLS (C) – 2 CREDIT UNITS**

This course is designed to develop the right mindset in students to challenge the status quo and develop the right attitude to build innovation organizations. Topics will cover an overview of the traditional thinking process (horizontal), its strengths and weaknesses; lateral thinking perspective; analysis of different views about thinking; the interface among thinking, problem solving and negotiate skills.

**ENT 413: SOCIAL ENTREPRENEURSHIP AND COMMUNITY DEVELOPMENT (E) – 2 CREDIT UNITS**

This course explores the innovative concepts, practices and strategies related to social Entrepreneurship. It attempts to instill social entrepreneurial attitude by challenging students current thinking and assumptions about what works and why and how to fix identified needs in the community. The essence is to enable students’ think of ways of creating social ventures and organizations that will address environmental issues, politics, crime, poverty, diseases and violence in the society.

**ENT 415: TECHNOLOGICAL ENTREPRENEURSHIP AND INTELLECTUAL PROPERTY RIGHTS (E) – 2 CREDIT UNITS**

This course seeks to demystify technological entrepreneurship by dwelling on the creative process essential for developing high-tech ventures. An overview of the field of entpreneurial theory and practice for development and growth of technology-based new enterprises will be taken. Key strategic decisions investors and scientists take at each stage in the chain will be discussed. It will also define what an intellectual property is and how it is protected; discuss the Nigerian copyrights laws; and explore how to protect original ideas, concepts and products as well as enterprise from privacy.

**BUS 401: MIS (MANAGEMENT INFORMATION SYSTEM) (C) - 3 CREDIT UNITS**

Introduction to, and fundamental of Data Processing- brief history and conventional data processing methods; Manual methods and mechanized methods. Classification of systems and their relative merits. Closed loop and open loop systems: effect on time-lag; the total system approach and objectives; total systems and subsystems.

**BFN421: RISK MANAGEMENT & INSURANCE (C) -2 CREDIT UNITS**

Introduction to concepts of risk and uncertainty ,types of losses arising from pure risk, the cost of  risks for households, firms and society, the aims of risk management, an analysis of the objectives  of risk management for the individual and the firm, relations to  corporate goals ,roles of a risk manager within an organization, analysis of risk management information, the identification of risk ,the measurement of risks, risk reduction, techniques of risks, the measurement  of risks .risk reduction, techniques of risk management. loss prevention and transfer techniques, insurable interests of the person, liability, property and fidelity guarantee insurance, uninsurable risks.

**BUS403: GROUP DYNAMICS (C) – 3 CREDIT UNITS**

The meaning of group dynamics, assumptions in group dynamics, importance of group dynamics in cooperatives; the place of the individual in the group, motivation, blocks to participation in groups, adjustment to frustrations and blocks; group development, phases of group growth, internal dynamics of groups, external dynamics of groups, selection features and uses of some groups techniques, group evaluation, some studies in group dynamics, analysis of group characteristics relevant to cooperatives;

**MKT401: MARKETING MANAGEMENT – 3 CREDIT UNITS**

Market analysis for marketing management decisions; buyer behaviour and market segmentation and strategies; policies and strategies; pricing policies and strategies; pricing policies and strategies; promotional policies and strategies; distribution management policies and strategies-, marketing-environment-strategy-performance relationships; marketing planning process and format; research for marketing management decision.

**ENT 402: MANAGEMENT OF CREATIVITY AND INNOVATION (C) – 2 CREDIT UNITS**

This course will define innovation, nature and types of innovation and strategies for financing innovation.

**PAD410: GLOBALIZATION AND NATIONAL POLICIES (C) – 2 CREDIT UNITS**

This topic will consider opportunities and risks firm face in today’s global world. Also to be considered are conceptual tools for analyzing how governments and social institutions influence economic competition among firms in different national settings; and public policies and institutions in developed and emerging markets. This will challenges students to conceptualize how to change public policies in line with global trend.

**FOURTH YEAR, 2nd Semester**

**ENT 408: ENTREPRENEURSHIP AND GENDER ISSUES (E) - 2 CREDIT UNITS**

This course is aimed at helping students to understand gender as a factor in entrepreneurship discourse. Gender theories will be considered and the place of women in entrepreneurship will be discussed. The course will focus on women empowerment using tested tools.

**ENT 410: CORPORATE DEVELOPMENT: MERGERS AND ACQUISITION (C) – 2 CREDIT UNITS**

This course address the need for cooperation and understanding growth and expansion strategy, consolidation of core corporate activities, streamlining of input and output sources through merger acquisition, exploring competitive advantage in process and products development.

**ENT 412: SEMINAR IN ENTERPRISE (C) – 3 CREDIT UNITS**

This is a practical that involves sending students to the field to search for a business idea, new product, or a new market. Students should present a research-based report of not less than 2000 words at the end of the session.

**ENT 414: VENTURE CREATION AND GROWTH (C) – 2 CREDIT UNITS**

This course introduces students to the basics ideas of starting a business and how to use value chain analysis to discover a profitable venture. It also introduces students to the need to become self-employed, how to generate business ideas, how to overcome environmental challenges and how to source funds. Topic will cover business location, marketing, record keeping and financial discipline, business registration, and how to grow modern businesses. At the end of the course, students will be able to conceptualize a business idea and prepare a good feasibility study.

**ENT 450: RESEARCH PROJECT (C) – 6 CREDIT UNITS**

Students are expected to submit project work for approval bringing into focus all they have learnt in their programme.

**INSTRUCTIONAL GRADING METHODS**

We are online University that provides a top-notch academic and professional programmes which will create value for your future in the world.

**Evaluation**

All students would be evaluated at the end of each semester based on the following:

* **Tutor*Marked Assignments***

The lecturer marked assignments (LMAs) are multiple choice questions that will be administered on-line during every semester. The LMAs carry 30%.

* **End of Semester Examination**

The school conducts the end of each Semester examination. The examination overall scores carry 70%.

**Master’s Degree (MSc) in Entrepreneur Business and Management**

The master’s degree programme is designed to carry further research on the knowledge and training the students have received on the first degree. The department of the university will prescribe the courses you will offer throughout your time of degree.

The courses will be selected from the courses in the first degree for further studies before the Master’s dissertation (Project). The topic of the project will be discussed with your assigned supervisor (s).

**Minimum Tenure of the Programme**

The tenure for the Master’s degree programme for Entrepreneur Business and Managementis minimum of four (3) Semesters full time and 4 semester for part-time programme.

**Evaluation of the MSc Candidates**

The minimum units for graduation should be 30 including the dissertation/thesis. The average mark for the programme is based on grades scored in all the courses taken including project. Examination grades in each course are recorded as percentage marks, and are interpreted as follows:

**Doctor of Philosophy (PhD) in Entrepreneur Business and Management**

The PhD programme shall be normally not less than 4 semesters (2 years) from the first date of registration. Also, for this programme, a period of study originally approved for the 3-semester Masters programme may be accepted as satisfying a specific part of the period of study for the PhD. In no circumstances, however, may a period exceeding 12 calendar months be waived for a candidates. A programme is a combination of course work research.

**Requirements for PhD**

Candidates for admission to the programme shall possess the Following:

1. Those initially registered for the MSc or MPhil/PhD conversion programme of the department and who have obtained a total weighted average mark of at least 60% in the course examinations and project at our university or any recognized university.
2. Candidates admitted to the programme will be required to take certain courses at the 700/800 levels as the case may be in their areas of interest.
3. Students are required to refer their research proposal to an examination panel as recommended by the department and give department seminars on their PhD research work.

Each PhD student shall present at least two seminars during the course of his/her programme of study. The first seminar shall be presented at the research proposal stage and the second shortly before the registration of the title of thesis.