



LEAD CITY UNIVERSITY
Faculty of Environment, Management & Social Sciences
Department of Business Administration

2017/2018 Academic session

2nd Semester

COURSE CODE: ENT 212
COURSE TITLE: START UP FUNDING
NO OF UNITS: 2
STATUS: COMPULSORY

LECTURERS IN CHARGE:

NAME: DR. C.T. JEGEDE *MCIPMN*,

QUALIFICATIONS: *B.Sc. Dip.Th., M.Sc. PGDMS, MBA, M.Phil. PhD (Bus. Admin/Entrepreneurship)*

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AREA OF SPECIALISATION: ENTREPRENEURSHIP, SMES, ECM, HRM

SECTION A

COURSE DESCRIPTION - The course 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. It is a unique university course that intends to prepare you for how to be self-reliant in the midst of increasing unemployment rate in the global village. This course is expected to inspire you to think more on how to create a venture instead of sending application letter to an existing venture for a job opportunity. This course will stimulate your thinking irrespective of your discipline to identify opportunities within your chosen field of study or other areas of interest. It will make students to interact with founders, angels, venture capitalists and other professionals. The course will further broaden your business outlook especially in the areas of determining appropriate form of business and determining capital requirements and sources. Finally, the course is expected to make you start thinking of possible business opportunities in Nigeria.

LEARNING OBJECTIVES

At the end of this course, students should be able to understand:

- The concepts of startup, innovations and new ventures
- The nature and scope of starting new businesses
- The theory of Entrepreneurship
- Forms of business and industrial environmental issues as well as
- Understanding the legal framework for Micro, Small and Medium Enterprises in Nigeria.

COURSE ASSESSMENT

Students are expected to attend classes, sit for exams and satisfy the requirements of the examiners in the following:

Students are expected to answer 4 questions out of six. Each question carries 15 marks. The use of relevant illustrations and references to support answers will be highly encouraged. Answers must be written in good English with minimal grammatical errors.

Grading will be done as follows:

Continuous Assessment	40 marks
Final Examination	60 marks
Total	100 marks

LECTURE PLAN

TEACHING PLAN

WEEK 1 – Overview of Business organisation

WEEK 2 – Major Entrepreneurship concepts including Startups

WEEK 3 – New venture creation strategies: Determining Capital Requirements, raising capital; financial planning and management.

WEEK 4 - Starting new business: Feasibility Studies.

WEEK 5 - Starting new business: Business Plan and Legal issues

WEEK 6 – Starting new business: Insurance and environmental considerations

WEEK 7 - Starting new business: identifying problems

WEEK 8 - Starting new business: Generation of business ideas

WEEK 9 – New venture creation strategies: identifying opportunities

WEEK 10 – New venture creation strategies: Forms of business

WEEK 11 – New venture creation strategies: Staffing and marketing issues

WEEK 12 – Seminar Paper Presentation

WEEK 13 - Test

WEEK 14 – REVISION

READING LIST

Brockhaus & Horwitz (1986), in Putari, Vijith (2006). “Re: Evolution of Entrepreneurship”.
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BusinessDictionary.Com (2010). “Entrepreneurship”.
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Burnett, David (2000). “Hunting for Heffalumps: The Supply of Entrepreneurship and Economic Development”. <http://www.technopreneurial.com/articles/history.asp>

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- Mintzberg, H. (1973). *The Nature of Managerial Work*, New York: Harper & Row Publishers.
- Ogundele, O.J.K. (2007). *Introduction to Entrepreneurship Development, Corporate Governance and Small Business Management, Lagos: Molofin Nominees*.
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- Appleby, Robert C. (1984). *Modern Business Administration*, London: The Pitman Press.
- Asika, N.M. (2004). *Business Organization & Management*, Lagos: Mukugamu & Brothers Enterprises.
- Kuye, Owolabi (2004). *Management Concepts and Process (An Expository Approach)*, Lagos: Harry-Dons Ventures.
- Lawal, A.A. (1993). *Management in Focus*, Lagos: Abdul Industrial Enterprises.
- Nwachukwu, C.C. (1988). *Management Theory and Practice*, Anambra: Africana-FEP Publishers Limited.
- Schumpeter, J.A. (1934). *The theory of Economic Development*, Cambridge, MA: Harvard University Press.
- Robbert T. Kiyosaki (2010) “The Business of the 21st Century” USA: Cashflow Technologies
- Robbert T. Kiyosaki (2001) “The Rich Dad’s Guide to Investing: What the rich invest in, that the Poor and middle Class Do Not!” NY: Warner Books
- Robbert T. Kiyosaki (2001) “The Business School” USA: Momentum Media
- Robbert T. Kiyosaki (1998) “The Cashflow Quadrant” NY: Warner Books

SECTION B

TUTORIAL QUESTIONS

1. Define the concept of Startup and vividly describe the procedures for forming a new venture in Nigeria
2. Explain the concept of Business Opportunity. By what process and through what techniques will you capture profitable business opportunity?
3. As a nascent student, you have been requested by a team of bankers to address their Board members by explaining the following key terms: Venture capitalist, Angel, family business and savings.
You are required to write an address on this that will be presented at the next board meeting.
(b) Discuss the relationship between a newly formed Corporation as a legal entity and founder as a person.
4. Critically examine the usefulness of innovation and inventions to Nigerian economy..
5. Define the following terms giving vivid examples:
(i) Horizontal Mergers, (ii) Vertical Mergers. (iii) Franchise and (iv) license (v) social entrepreneur. (vi) Private entrepreneur
6. As a young graduate from LCU, you have been invited to attend an interview to defend a recent business proposal submitted to a bank for loan to establish XYZ Company at Mokola roundabout, Ibadan. You are required to write a brief presentation to demonstrate your knowledge on reasons for siting the retail company around the city business district.
7. What is Small Business Entrepreneurship? Explain the various processes involved to be a successful entrepreneur?
8. (a) Enumerate the various sources of funds outside bank loans that are available for Business startup.
(b) Critically assess the funds from the Business Angels in Nigeria.
9. Examine in detail the opinion that there are several forms of business in the industrial sector.
10. Identify and expatiate on the main objectives of the regulatory/supervisory agencies in SMEs sector in Nigeria.
11. (a). What do you understand by the term ‘Small Industry’ in Nigeria?
Explain its main characteristics and features.
(b) Enumerate and expatiate on any five characteristics of unsuccessful entrepreneurs in small and medium enterprises in the informal sector of Nigeria.
12. With specific examples, elucidate on the 4 distinct environments that have bearing on entrepreneurship development in Nigeria.



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2017/2018 Academic session Examination. 2nd Semester

COURSE CODE: ENT 212

TIME: 2HRS

COURSE TITLE: START UP FUNDING.

Instructions: Answer 4 questions out of the 6 picked questions Time: 2 Hours

1. Define the concept of Startup and vividly describe the procedures for forming a new venture in Nigeria
2. Explain the concept of Business Opportunity. By what process and through what techniques will you capture profitable business opportunity?
3. As a nascent student, you have been requested by a team of bankers to address their Board members by explaining the following key terms: Venture capitalist, Angel, family business and savings.
You are required to write an address on this that will be presented at the next board meeting.
(b) Discuss the relationship between a newly formed Corporation as a legal entity and founder as a person.
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- 5 Define the following terms giving vivid examples:
(i) Horizontal Mergers, (ii) Vertical Mergers. (iii) Franchise and (iv) license (v) social entrepreneur. (vi) Private entrepreneur
- 6 As a young graduate from LCU, you have been invited to attend an interview to defend a recent business proposal submitted to a bank for loan to establish XYZ Company at Mokola roundabout, Ibadan. You are required to write a brief presentation to demonstrate your knowledge on reasons for siting the retail company around the city business district.
- 7 What is Small Business Entrepreneurship? Explain the various processes involved to be a successful entrepreneur?
8. (a) Enumerate the various sources of funds outside bank loans that are available for Business startup.
(b) Critically assess the funds from the Business Angels in Nigeria.
9. Examine in detail the opinion that there are several forms of business in the industrial sector.
10. Identify and expatiate on the main objectives of the regulatory/supervisory agencies in SMEs sector in Nigeria.
- 11 (a). What do you understand by the term 'Small Industry' in Nigeria?
Explain its main characteristics and features.
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COURSE CODE: ENT 212

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COURSE TITLE: STATRT UP FUNDING.

Lecturers: Dr Y K Adeigbe & Dr. C. T. Jegede

MARKING SCHEME

1. Define the concept of Startup and vividly describe the procedures for forming a new venture in Nigeria.
Ans- Definition 5 marks and Procedures 10 marks totaling 15 marks
2. Explain the concept of Business Opportunity. By what process and through what techniques will you capture profitable business opportunity?
Ans- Explanation on business Opportunity 5 marks and Processes/techniques 10 marks totaling 15 marks
3. As a nascent student, you have been requested by a team of bankers to address their Board members by explaining the following key terms: Venture capitalist, Angel, family business, self-financing and savings.
You are required to write an address on this that will be presented at the next board meeting.
Ans- Explanation on the 5 terms@ 3 marks totaling 15 marks
(b) Discuss the relationship between a newly formed Corporation as a legal entity and founder as a person.
Ans- Discussions 10 marks and limitations 5 marks totaling 15 marks
4. Critically examine the usefulness of innovation and inventions to Nigerian economy.
Ans- Discussion on the contributions 10 marks and limitations 5 marks totaling 15 marks
- 5 Define the following terms giving vivid examples:
(i)Horizontal Mergers, (ii) Vertical Mergers. (iii) Franchise (iv) license (v) social entrepreneur. (vi). Private entrepreneur
Ans- Discussions on the 6 concepts@2 marks =12 marks and good presentation 3 marks totaling 15 marks
- 6 As a young graduate from LCU, you have been invited to attend an interview to defend a recent business proposal submitted to a bank for loan to establish XYZ Company at Mokola roundabout, Ibadan. You are required to write a brief presentation to demonstrate your knowledge on reasons for siting the retail company around the city business district.
Ans- Discussions on any 5 points on the relationship between loan repayment and location@3 marks =15 marks.
- 7 What is Small Business Entrepreneurship? Explain the various processes involved to be a successful entrepreneur?
Ans- Definition of the concept 5 marks and explanation on any 2 processes@5 marks totaling 15 marks
8. (a) Enumerate the various sources of funds outside bank loans that are available for Business startup.
(b) Critically assess the funds from the Business Angels in Nigeria.

Ans- (a) Discussions on any 2 sources apart from banks@5 marks = 10 marks and (b) negative plus positive presentation on Angels =5 marks totaling 15 marks

9. Examine in detail the opinion that there are several forms of business in the industrial sector.

Ans- Discussions on any 3 forms@5 marks = 15 marks

10. Identify and expatiate on the main objectives of the regulatory/supervisory agencies in SMEs sector in Nigeria.

Ans- Discussions on any 3 objectives@5 marks = 15 marks

- 11 (a). What do you understand by the term 'Small Industry' in Nigeria? Explain its main characteristics and features.

Ans- Definition of the concept 2 marks and any 4 characteristics@2 marks= 8 marks totaling 10 marks

(b) Enumerate and expatiate on any five characteristics of unsuccessful entrepreneurs in small and medium enterprises in the informal sector of Nigeria.

Ans- Discussions on any 5 characteristics@ 1 mark = 5 marks. All totaling 15 marks

12. With specific examples, elucidate on the 4 distinct environments that have bearing on entrepreneurship development in Nigeria.

Ans- Discussions on any 4 forms@3 marks = 12 marks and good presentation = 3 marks totaling 15 marks



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Ans- Definition 5 marks and Procedures 10 marks totaling 15 marks

2. Explain the concept of Business Opportunity. By what process and through what techniques will you capture profitable business opportunity?
Ans- Explanation on business Opportunity 5 marks and Processes/techniques 10 marks totaling 15 marks
3. As a nascent student, you have been requested by a team of bankers to address their Board members by explaining the following key terms: Venture capitalist, Angel, family business, self-financing and savings. You are required to write an address on this that will be presented at the next board meeting.
Ans- Explanation on the 5 terms@ 3 marks totaling 15 marks
(b) Discuss the relationship between a newly formed Corporation as a legal entity and founder as a person.
Ans- Discussions 10 marks and limitations 5 marks totaling 15 marks
4. Critically examine the usefulness of innovation and inventions to Nigerian economy.
Ans- Discussion on the contributions 10 marks and limitations 5 marks totaling 15 marks
5. Define the following terms giving vivid examples:
(i) Horizontal Mergers, (ii) Vertical Mergers. (iii) Franchise (iv) license (v) social entrepreneur. (vi). Private entrepreneur
Ans- Discussions on the 6 concepts@2 marks =12 marks and good presentation 3 marks totaling 15 marks
6. As a young graduate from LCU, you have been invited to attend an interview to defend a recent business proposal submitted to a bank for loan to establish XYZ Company at Mokola roundabout, Ibadan. You are required to write a brief presentation to demonstrate your knowledge on reasons for siting the retail company around the city business district.
Ans- Discussions on any 5 points on the relationship between loan repayment and location@3 marks =15 marks.
7. What is Small Business Entrepreneurship? Explain the various processes involved to be a successful entrepreneur?
Ans- Definition of the concept 5 marks and explanation on any 2 processes@5 marks totaling 15 marks
8. (a) Enumerate the various sources of funds outside bank loans that are available for Business startup.
(b) Critically assess the funds from the Business Angels in Nigeria.
Ans- (a) Discussions on any 2 sources apart from banks@5 marks = 10 marks and (b) negative plus positive presentation on Angels =5 marks totaling 15 marks
9. Examine in detail the opinion that there are several forms of business in the industrial sector.
Ans- Discussions on any 3 forms@5 marks = 15 marks
10. Identify and expatiate on the main objectives of the regulatory/supervisory agencies in SMEs sector in Nigeria.
Ans- Discussions on any 3 objectives@5 marks = 15 marks
11. (a). What do you understand by the term 'Small Industry' in Nigeria? Explain its main characteristics and features.
Ans- Definition of the concept 2 marks and any 4 characteristics@2 marks= 8 marks totaling 10 marks
(b) Enumerate and expatiate on any five characteristics of unsuccessful entrepreneurs in small and medium enterprises in the informal sector of Nigeria.
Ans- Discussions on any 5 characteristics@ 1 mark = 5 marks. All totaling 15 marks
12. With specific examples, elucidate on the 4 distinct environments that have bearing on entrepreneurship development in Nigeria.
Ans- Discussions on any 4 forms@3 marks = 12 marks and good presentation = 3 marks totaling 15 marks