

12.0 ENTREPRENEURSHIP STUDIES

12.1 Introduction

The Programme in Entrepreneurship was established as part of the second phase development strategy of the University which is among others, consolidation of existing programmes and creation of new ones in line with national needs. The Programme was therefore established to award a B.Sc. degree in Entrepreneurship as one of the programmes in the Department of Business Administration in the College of Management Sciences as approved by the University Senate through a resolution passed at the 32nd Meeting of the Senate of Veritas University, Abuja held on January 31, 2013. The department of Entrepreneurial Studies became a full-fledged department as approved by the University Senate through a resolution passed at the 59th Meeting of the Senate of Veritas University, Abuja held on 31st March, 2016. In the new structure, the Department houses one undergraduate degree programme and a Centre:

- B.Sc. Entrepreneurship;
- Entrepreneurship Development Centre

The academic curricula of the three programmes of the Department tailored the Benchmark and Minimum Academic Standards (BMAS) stipulated by the National Universities Commission (NUC) and the examination syllabi of the relevant professional bodies, and Institute of Entrepreneurs to which many of the undergraduate students aspire to belong.

Government is cognisant of the necessity to imbue graduates with the mindset of enterprise and innovativeness in order to generate and realise new opportunities in the economy. Federal Government in 2002 directed that Entrepreneurship Studies be injected into the curriculum of University Education in Nigeria. Since then, it has been introduced as General Studies (GST). The object was to empower students to be able to harness opportunities and be self-reliant as they become job-creators and not job seekers.

12.2 Philosophy and Objectives of the Programme

Philosophy

The philosophy of the B. Sc programme in Entrepreneurship is the development of a breed of achievers, innovators and entrepreneurs who will provide the leadership in the development of the Nigerian economy and shoulder the responsibility of transforming the mindset of Nigerian youths through teaching, training and consultancy for the development of a national culture of enterprise and productivity.

Objectives

The major objectives of the degree programme in entrepreneurship are as follows:

- (a) To develop a group of competent professionals in the field of entrepreneurship who will be responsible for transforming the mindset of Nigerian youths towards enterprise and innovation.
- (b) To increase the achievement motivation in our youths through the psychological empowerment obtainable from entrepreneurship training.
- (c) To equip Nigerian youths with skills and competencies in venture opportunity identification, feasibility assessment, business plan development, venture creation and new venture management.
- (d) To instill in our youths the capacity for independent thought, economic freedom and creativity.
- (e) To imbibe in our younger generations a greater magnitude of the urge to achieve, excel and compete, through honest and meaningful ventures that add value to national and societal well-being.

12.3 Rationale/Justification

- 1.) Compatibility of programme with institutional mission
 - (a) Development of innovative and entrepreneurial skills relevant for the industrial development of Abuja and Nigeria.
 - (b) The exposure and sensitization of youths and would-be entrepreneurs to technologies applicable to the processing, packaging and marketing of agricultural produce of Abuja in particular and Nigeria in general.
 - (c) The education of would-be entrepreneurs on management and entrepreneurial skills for the creation of manufacturing and agro-based ventures.

- 2.) Relevance to national needs (evidence of relevance from National Manpower Board to be attached)
 - (a) Changing the mind-set of Nigerian youths from job seeking to job creation.

- (b) The development of a national culture of entrepreneurship.
- (c) The development of vocational skills to stimulate venture creation.

12.4 Modes of Admission and Admission Requirements

Candidates may be admitted into the undergraduate degree programmes of the Department in any of the following three ways:

- Through Unified Tertiary Matriculation Examination (UTME)
- By Direct Entry
- Through Inter-University Transfer

i. Unified Tertiary Matriculation Examination (UTME) Entry Mode

Candidates seeking admission through Unified Tertiary Matriculation Examination (UTME) into 100 level of any of the four-year programmes leading to the award of Bachelor of Science (B. Sc.) degree of the Department should possess a minimum of credit level passes in five (5) subjects at the Senior Secondary School Certificate Examinations (SSSCE) or its equivalents (GCE/WASCE/NECO) in not more than two (2) sittings. Specifically, for:

- B.Sc. Entrepreneurship: Five 'O' level credit passes which must include Mathematics, English Language and Economics or Commerce, at not more than two sittings.

Equivalent five-subject credits obtained in examinations conducted by the National Board for Technical Education (NABTEB) are also accepted.

In addition, the University requires that the candidate makes an acceptable pass in the Unified Tertiary Matriculation Examinations (UTME) conducted by the Joint Admission and

Matriculation Board (JAMB). Furthermore, the University screens all candidates for admission into its degree programmes.

ii. Direct Entry Mode

(B) Candidates seeking Direct Entry admission to the 200 level of a degree programme should possess, in addition to the minimum of five credit passes at the GCE/SSC/NECO examinations, any of the following qualifications:

- The Advanced Level GCE passes in at least two subjects specified as follows: Entrepreneurship, Business Management, Accounting or Economics.
- National Diploma (ND) Upper Credit or equivalent in the subject applied for or related field.
- Intermediate Certificate of relevant Professional Bodies in addition to five credit passes as in (i) above

(b) Admission Requirement for a two-year Degree Programme

- Five credit passes at the GCE/SSC/NECO or equivalent examinations.
- Higher National Diploma in Entrepreneurship, Business Management, Administration, Accounting, Marketing, or any relevant field of a recognized polytechnic or college of technology.
- National Certificate in Education –NCE – (Entrepreneurship Education option).
- Furthermore, the University reserves the right to screen Direct Entry candidates before admission.

iii. Inter-University Transfer

Candidates wishing to transfer from another university into any of the Department's academic programmes must obtain and fill the Inter-University Transfer form, from the University's Academic Office. An application for admission to the University through inter-university transfer will be considered only if the Department is satisfied that the candidate has met the minimum academic requirements for admission to the programme he or she has chosen. All inter-university transfer candidates will normally be admitted into 200 level of the receiving programme, and not to a higher level.

12.5 General Studies Requirement

The degree requirements in every case include compulsory courses in General Studies (GES), Theology, and Entrepreneurship; students are required to take all General Studies, Theology, and Entrepreneurship courses, which they must pass before they can graduate. Direct Entry students will also take and pass all General Studies, Theology, and Entrepreneurship courses. However, some General Studies and Entrepreneurship courses may be waived for students transferring from other universities in Nigeria if the General Studies and Entrepreneurship courses they took in their previous universities are equivalent in content to those offered in Veritas University, Abuja. A student on inter-university transfer will be required to furnish the department with his/her academic transcript directly from the transferring University. Exemption may however, be granted to students taking the two-year degree programme.

12.6 Course Credit System

The University operates a course credit system in which subject areas are broken down into examinable units called 'courses'. Instructions in the Department are delivered by courses and the student shall be required to take an approved combination of courses as may be determined from time to time by the University Senate on the recommendations of the Departmental and College Boards of Studies.

12.7 Credit Unit

All courses offered in the Department's degree programmes are assigned credit units and students earn credit units for courses passed. A credit unit refers to a specified number of hours of student-teacher contact for lectures/tutorials of one hour per week per semester of fifteen weeks. Hence, one credit unit is one hour of lecture or tutorial (or an equivalent amount of study, such as seminars, laboratory, industrial attachment, or fieldwork, or any combination of these) per week per semester of fifteen weeks. For example, one week of industrial attachment may be the equivalent of one hour of lecture per week per semester.

12.8 Grading System

The grading of courses shall be done by a combination of percentage marks and letter grades translated into a graduated system of Grade Point Equivalents (GPE), as follows:

| Raw Scores (%) | Letter Grade | Grade Points Equivalent | Interpretation |
|-----------------------|---------------------|--------------------------------|-----------------------|
| 70 – 100 | A | 4 | Excellent |
| 60 – 69 | B | 3 | Very Good |
| 50 – 59 | C | 2 | Good |
| 45 – 49 | D | 1 | Pass |

12.9 Grade Point Average (GPA)

For determining a student's academic standing at the end of every semester, the Grade Point Average (GPA) system shall be used.

The Grade Point Average (GPA) is derived from the raw scores obtained by a student in all the courses taken in a particular semester. It is computed by multiplying the numerical value assigned to the letter grade attained in each course (the grade point equivalent) by the number of credit units assigned to that course to obtain the grade points. These products are summed across the number of courses taken to obtain the total grade points (GP) earned in that semester. This sum is then divided by the total credit units the student registered for in the semester (TC). An illustration of the computation of the GPA is given below.

12.10 Cumulative Grade Point Average (CGPA)

The Cumulative Grade Point Average (CGPA) is a measure of a student's overall up-to-date average performance at any point in his/her programme of study, based on the cumulative grade points (C.G.P.) earned by the student up to that point. However, the cumulative grade point average is usually computed at the end of a particular semester and/or academic session. The CGPA is derived by multiplying the grade points earned by the student in each course (whether

passed or failed) taken to-date by their respective credit units, summing these products to get the cumulative grade points, and then dividing this aggregate quantity by the sum of the credit units of all the courses the student has taken to-date.

12.11 Work Load

A student shall normally register for a minimum of thirty (30) and a maximum of forty eight (48) credit units in any academic year, except in the final year of study (where special provisions have been made for excess credit load) and in the special case of direct entry and inter-university transfer students. For direct entry and inter-university transfer students, who follow a three-year degree programme, the maximum of 24 credit units per semester or 48 credit units per session may be exceeded by the number of credit units assigned to the General Studies, Theology courses, which they must or may take.

12.12 Compulsory, Required, and Elective Courses

To qualify for award of a degree, the student is required to pass all courses he or she has registered for, whether compulsory, required, or elective. Compulsory courses are made up of designated core courses in the discipline, General Studies (GES), Theology courses. Required courses are foundational courses in mathematics, statistics, research methods, and other closely related courses in the programme, which the student is required to take. Elective courses are courses offered within or outside the Department, which the student chooses to take in order to complete the required credit load for the semester.

12.13 Conditions for Probation

If at the end of the session a student's Cumulative Grade Point Average (CGPA) is less than 1.50, then he/she will be placed on probation for the next academic session. A student who is on probation shall re-register for all the failed courses before registering the current ones. Such a student should not exceed a credit load of 24 credit units in any semester.

12.14 Conditions for Withdrawal

If at the end of a probation period, a student's CGPA is still less than 1.50, the student will be asked to withdraw from his/her programme of study. A student who is so withdrawn need not

leave the University; rather, he/she may transfer to another programme within or outside the Department or College that may be willing to accept him or her.

12.15 Full-Time and Residency Requirements

All undergraduate programmes offered in the Department are full-time and fully residential. Students may not undertake any regular paid employment within or outside the University while in the programme.

12.16 Course Coding

All courses offered in the Department are coded by assigning them a three-lettered prefix followed by three-digit numbers.

12.17 Programme Codes

The three-letter prefixes represent the degree programme where the course unit is domiciled or the academic discipline from where the course is borrowed, which are assigned as follows:

| | | |
|-----|---|------------------------------------|
| ENT | — | B. Sc. (Entrepreneurship) |
| ECO | — | B. Sc. (Economics) |
| BUS | — | B. Sc. (Business Administration) |
| MKA | — | B. Sc. (Marketing and Advertising) |
| FIN | — | Finance |
| GES | — | General Studies |
| THG | — | Theology courses |

12.18 The Three-Digit Codes

The three-digit numbers are assigned as follows; the first digit indicates the level of study, the second digit indicates the area of specialization in Entrepreneurship while the third digit indicates the semester in which the course is offered. Example, ENT 111 Introduction to Entrepreneurship and Intrapreneurship. Odd numbers are used to identify first semester courses while even numbers are used for second semester courses.

12.19 Registration

At the beginning of every semester, students are required to follow procedures prescribed by the Academic Office within the Registry and register on-line for all their courses for that semester. A student is not fully registered for an academic session unless and until these on-line procedures have been completed within a prescribed period. A student who registers late shall pay a late registration fee, as determined from time to time by the University.

Any student who fails to register for the first semester within two months of the beginning of the session shall not be allowed to register for that session any more. For the candidate admitted to 100 level of study, or through Direct Entry, his/her admission shall be considered to have lapsed. Any returning student who fails to register within two months of the beginning of the new session shall be deemed to have voluntarily withdrawn from the University and shall forfeit the benefit of taking any examinations in any semester of that session. In addition, such a student shall be re-admitted in a subsequent session only with the approval of Senate.

Students who attend lectures in courses that they have not registered for shall do so only with the express permission of the course lecturer(s). However, such students shall not earn any credit units from participation in such courses.

12.20 Course Advisers

The Head of Department shall appoint from among the full-time members of the academic staff of the department a course adviser for each level of study. The course adviser shall advise the students on university regulations as they relate to their studentship as well as guide the students in selecting courses in accordance with the regulations governing the award of the degree for which they have enrolled. He/she has the primary responsibility of ensuring that the student he/she advises registers appropriately for the courses and credit units required of his/her level of study and academic standing.

12.21 Pre-Requisite Courses

Courses may have pre-requisites, which are specified courses that a student must take and pass before registering for next relevant higher-level courses or continuation of the same course in a

subsequent semester. However, a student who fails to pass a pre-requisite course may be allowed to register concurrently for the next relevant higher-level course or continuation of the same course, provided such is approved by the Department.

12.22 Add/Drop Courses

Students may add or drop courses for which they have registered within one month of the beginning of lectures. However, such changes shall be allowed only subject to meeting the requirements of the receiving programme or department.

12.23 Intra-Departmental and Intra-College Transfers

Intra-departmental and intra-college transfers are permissible only at 100 and 200 levels of study if the student has satisfied the entry requirements of the receiving programme. However, requests for intra-departmental or intra-college transfer should be made and, if approved, effected at the beginning of the academic session.

12.24 Duration of Degree Programmes

Generally, the degree programmes in the Department will have a minimum of 4 years duration for the UTME students and 3 or 2 years for Direct Entry students as the case may be. The maximum number of years allowable for a course of study to earn a Bachelor's degree is 6 years.

12.25 Graduation Requirements

In order to qualify for graduation from any of the undergraduate degree programmes in the Department, the student must have met the following requirements:

- Been duly admitted for the degree programme.
- Been matriculated into the University.
- Passed all compulsory and required courses in the programme of study, as well as elective courses.
- Accumulated the minimum number of credit units prescribed for the award of the degree.
- Successfully completed and submitted a Research Project report.
- Obtained a CGPA of not less than 1.50.

13.1 Semester Examinations

Students shall take end-of-semester examinations in all courses they registered for in that semester. The end-of-semester examination shall contribute 60 percent of the total marks for each course and credits shall be earned for courses passed. The Grade Point Average (GPA) shall be calculated based on the total number of courses a student had registered for during the semester, whether passed or failed, and reported along with the semester and sessional results. However, the marks a student scores for any course he or she had not registered for shall be discarded.

13.2 Continuous Assessment

Every course offered in the Department has a continuous assessment component, which shall contribute 40 percent of the total marks for the course. The continuous assessment component consists of two continuous assessment tests or intra-semester examinations (having 10 marks each) and two written assignments or vocational/ Skills presentations (having 10 marks each), as well as attendance at lectures and tutorials. The student shall be given his/her continuous assessment test scripts and marked written assignments with his/her scores on them as a feedback on his/her performance in the course. These continuous assessment scores shall be given to the student before the beginning of the end-of-semester examinations.

13.3 Moderation of 400-Level Examinations

External examiners appointed for the programme shall moderate all question papers for 400 level examinations. At the beginning of each semester, the external examiner shall vet the course outlines for each course offered at the 400 level of the programme for which he/she is responsible, vet the questions to be given at the end-of-semester examination, and participate in the marking of scripts for the end-of-semester examination. The external examiner responsible shall also participate in the determination of overall results and in the classification of degrees.

13.4 Departmental Board of Examiners

The Department has a Departmental Board of Studies and a Departmental Board of Examiners. The Head of Department is the Chairman of the two boards. The Departmental Board of Examiners shall deliberate and make recommendations to the College Board of Studies on all matters relating to examinations.

13.5 Guidelines for Examination and Grading

Every course shall be examined during the semester in which it is offered and a candidate shall be credited with those courses that he/she has passed.

The forms of examinations may include practical examinations, inspection, and assessment of practical work, notebooks, project work, special reports, and so on. However, the form of the examination shall be specified by the Department and approved by Senate on the recommendation of the Departmental and College Boards of Studies.

The time allowed for written examination shall normally be based on not more than one hour for each credit unit of the course and the time allowed for any examination shall not exceed 3 hours.

Only students duly registered for a course and who have met the minimum of 75 percent attendance at lectures and tutorials are eligible to write the end-of-semester examination in that course and get their results.

A student may not absent himself from any required continuous assessment examination or tests unless by permission of the course lecturer and/or the Head of Department.

13.6 Other Regulations to be Observed By All Students

These regulations should be adhered to by all students for the smooth administration of the Department and to ensure an environment that is conducive for all:

- A student is entitled to the membership of the Department only when he is fully registered in any one of the Department's programme of study.
- Every student is required to attend lectures for the two semesters in the session, and to sit for examinations in all courses for which he/she has registered. If, however, a student is prevented from doing these by illness or other unforeseen circumstances, such a student must report the reasons to his/her Head of Department who will forward the same to the Dean of the College and the Registry for information.
- All students are required to conduct themselves in a quiet and orderly manner at all times, particularly within the classrooms and on the University premises.
- A student shall not change the course of study for which he was enrolled without the consent of the Head of Department and the Dean of the College.

- Any student who does not perform satisfactorily in his or her academic work may be recommended by the Department and College Boards of Studies to the Senate for probation and/or withdrawal from the University.
- Belonging to any secret cult or organization is prohibited and punishable by expulsion and prosecution.

14.0 RESULTS, GRADING SYSTEM, AND GRADE POINTS

Results are published by the Department after approval by the Senate. The published results show the student's name and matriculation number, the courses the student took and their credit units, and then the student's examination performance in terms of the raw scores, their equivalent letter grades, and grade points. The result also shows the student's Grade Points Average (GPA) for the semester and the Cumulative Grade Points Average (CGPA).

14.1 Classification of Degree

The undergraduate degree of the Department shall be classified according to the University's degree classification scheme, which is as follows:

| Final CGPA | Class of Degree |
|-------------------|--------------------------------------|
| 3.50 – 4.00 | First Class Honours |
| 2.50 – 3.49 | Second Class Honours, Upper Division |
| 1.50 – 2.49 | Second Class Honours, Lower Division |
| 1.49 | Third Class Honours |

NOTE: The Nigerian university system does not award PASS Degree any longer.

14.2 Title of Degree

The University awards the Bachelor of Science degree for undergraduate programme of the Department under the following title:

B. Sc. Entrepreneurship

14.3 List of Academic Staff

| NAME OF ACADEMIC | QUALIFICATION | STATUS | AREA OF SPECIALIZATION |
|-------------------------|----------------------|---------------|-------------------------------|
|-------------------------|----------------------|---------------|-------------------------------|

| STAFF | | | |
|-------------------------------|--|------------------------|------------------------------------|
| Prof. F. A. Ayatse | PhD (Management), BSU ; MBA (Management), Usman Danfodio; B.Sc (Management), Usman Danfodio. | Professor | Management |
| Prof. Sam Baba Tende | Ph.D Usman Danfodiyo University, Sokoto, MBA Ahmadu Bello University, B.Sc (Business Administration Ahmadu Bello University) | Professor | Management |
| Prof. Mathias O. Uqwudioha | PhD Bus Admin, MBA Fin Mgt, MSc Accounting | Professor | Management and Accounting |
| Dr. A.J.C. Onu | Ph.D Ahmadu Bello University, MBA Ahmadu Bello University, B.Sc Ahmadu Bello University | Associate Professor | Marketing and Management |
| Dr I. N Tsegba | PhD (Accounting & Finance), BSU; M.Sc (Accounting & Finance), ABU; B.Sc (Accounting), ABU, CNA. | Associate Professor | Accounting and Finance |
| Dr. Egbunu Audu Dangana | Ph.D International University Bamenda, Cameron, M.Sc International University Bamenda, Cameron, B.Sc International University Bamenda, Cameron. | Associate Professor | Organizational Behaviour |
| Dr. Chika Ebenezer Duru | PhD Organization and Management Leadership | Senior Lecturer | Management and Entrepreneurship |

| | | | |
|-----------------------------------|---|-----------------------|--|
| | MBA Management BSBA Marketing | | |
| Dr. Pauline E. Onyeukwu | PhD, MSc, BSc Business Management | Senior Lecturer | Management, Insurance and Banking and Finance |
| Dr Ruth Andah A | PhD, MSc, B.Sc Entrepreneurship | Lecturer 1 | Entrepreneurship, Human Resource and Management |
| Dr. E. N Okoroafor | Ph.D MSc, MBA, B.Sc Accounting, MNIM | Lecturer 1 | Accounting |
| Dr. Daniel Oguche | PhD Management MSc Management | Lecturer 1 | Management |
| Dr. Meshack Aggreh | PhD, MSc, BSc, Accounting. ACA, ACTI | Lecturer II | Accounting |
| Mr. Christian Oriaku | MSc (Entrepreneurship) MBA(Financial Mgt), BSc (Banking and Finance), FCIB, FCA, FCMA | Lecturer II | Entrepreneurship and finance |
| Miss Chima O. Kate | MSc (Development Economics), BSc (Economics), IIBA,NES | Assistant Lecturer | Economics /Entrepreneurial Economics |
| Mr. Kizito Olaniyi | MBA (Business Administration), BSc Business Administration | Assistant Lecturer | Management/ Entrepreneurship / Insurance |
| Mrs Nsonwu, Nwanyinna Faustina | MSc (Monetary Economics), BSc (Economics), | Assistant Lecturer | Monetary Economics/ Entrepreneurship |
| Mr Nwanekezie G. Onyedika | M.Sc. Economics B.Sc. Economics | Assistant Lecturer | Financial Analysis, Entrepreneurial Economics |

14.4 List of Administrative Staff

| | | |
|----------------------|-------------------------|-------------------------|
| Ms Anaeto-Ubah Lydia | B.Eng Agric Engineering | Experimental Instructor |
|----------------------|-------------------------|-------------------------|

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|---------------|---------------------------|-----------|
| | PGD Food Science and Tech | |
| Mrs Grace Ige | OND | Secretary |

15.0 COURSE CONTENT BASED ON AREAS OF SPECIALIZATION

Courses in the programme leading to the award of the B.Sc. (Entrepreneurship) degree of Veritas University Abuja are drawn from 3 broad Areas of Specialization and Research, namely:

1. Entrepreneurial Theory and Development
2. Business Planning and strategy
3. Industrial and Production Entrepreneurship

The course contents for the B.Sc. (Entrepreneurship) degree programme are as provided below:

| Course Code | Course Title | Credit Units |
|--|---|--------------|
| 1. Entrepreneurial Theory and Development | | |
| ENT 101 | Introduction to | 2 |
| ENT 122 | Entrepreneurship/ Intrapreneurship | 2 |
| | The Nigerian Entrepreneurial Environment | |
| ENT 221 | Introduction to Entrepreneurial Marketing | 2 |
| | | 2 |
| ENT 212 | Basic Financial Literacy | 2 |
| ENT 201 | Theories of Entrepreneurship | 2 |
| ENT 214 | Biographical Studies of Entrepreneurial Thinkers and Giants | 2 |
| ENT313 | Elements of Psychology | 2 |
| ENT 314 | Leadership and Corporate Governance | 2 |
| ENT311 | Sociology of Entrepreneurship | 2 |
| ENT 415 | Rethinking Traditional Occupation | 2 |
| ENT 411 | Human and Organizational Behaviour | 2 |
| ENT 413 | Social Entrepreneurship and | 2 |

| | | |
|--|--|---|
| ENT 433 | Community Development Technology Entrepreneurship and Intellectual Property Rights | 2 |
| ENT 412 | Globalization and National Policies | 2 |
| 2. Business Planning Strategy | | |
| ENT 122 | The Nigerian Entrepreneurial Environment | 2 |
| ENT 121 | Introduction to Entrepreneurial Financing | 2 |
| ENT 221 | Entrepreneurial Marketing | |
| ENT 223 | Start-up Funding | 2 |
| ENT 226 | Consumer Behaviour | 2 |
| ENT 222 | The Practice of Management | 2 |
| ENT 326 | Research Methods | 6 |
| ENT 414 | Corporate Development: Mergers and Acquisitions | 2 |
| ENT 421 | E-Business and Entrepreneurship | 2 |
| ENT 424 | Management of Creativity and Innovation | 2 |
| ENT 427 | Strategic Thinking, Problem Solving and Negotiation Skills | 2 |
| ENT 428 | Venture Creation and Growth | 2 |
| 3. Industrial and Production Entrepreneurship | | |
| ENT 232 | Industrial Learning and Tours | 2 |
| ENT 331 | Natural Resource Management | 2 |
| ENT 333 | Events Management | 2 |
| ENT 431 | Project Management | 2 |
| ENT 433 | Technology Entrepreneurship and Intellectual Property Rights | 2 |

| | | |
|---------|-------------------------------|---|
| ENT 336 | Risk Management and Insurance | 2 |
|---------|-------------------------------|---|

15.1 Detailed Course Structure B.Sc. Entrepreneurship (4 YEARS)

The programme requires a minimum of 166 credit units distributed as follows:

First Semester -100 Level

| Code | Course | Category | Credit Units |
|---------|--|---------------------|--------------|
| ENT 101 | Introduction to Entrepreneurship/ Intrapreneurship | Compulsory | |
| ENT 121 | Introduction to Entrepreneurial Financing | Compulsory | |
| BUS 101 | Business Mathematics I | Compulsory | 2 |
| ECO 101 | Principles of Economics I | „ | 2 |
| GES 111 | Communication in English | „ | 2 |
| GES 115 | History and Philosophy of Science | „ | 2 |
| GES 113 | Nigerian People’s and Culture | “ | 2 |
| GES 121 | Use of Library, Study Skills, and ICT | “ | 2 |
| ACC 101 | Principles of Accounting I | ” | 3 |
| BUS 111 | Introduction to Business | “ | 3 |
| | | Total Credit | 22 |

2nd Semester -100 Level

| Code | Course | Category | Credit Units |
|---------|--|------------|--------------|
| ENT 122 | The Nigerian Entrepreneurial Environment | | 2 |
| ENT 132 | Skill Development I | | 2 |
| BUS 102 | Business Mathematics II | Compulsory | 3 |
| ECO 102 | Principles of Economics II | „ | 3 |
| GES 122 | Communication in English II | „ | 2 |
| GES 112 | Logic, Philosophy, and Human Existence | “ | 2 |

| | | | |
|---------|--------------------------------|---------------------|----|
| GES 122 | Communication in French | “ | 2 |
| GES 142 | Community Service | “ | 1 |
| THG 172 | Introduction to Church History | “ | 2 |
| ACC102 | Principles of Accounting II | ” | 3 |
| | | Total Credit | 22 |
| | | Sub Total | 44 |

1st Semester – 200 Level

| Code | Course | Category | Credit Units |
|---------|---|---------------------|--------------|
| ENT 201 | Theories of Entrepreneurship | ” | 2 |
| ENT 211 | Entrepreneurship and Change Management | ” | 2 |
| ENT 221 | Entrepreneurial Marketing | ” | 2 |
| ENT 223 | Start Up Funding | “ | 2 |
| CSC 211 | Introduction to Computer Science | ” | 3 |
| BUS 221 | Business Statistics I | ” | 2 |
| GES 221 | Peace Studies and Conflict Resolution | ” | 2 |
| GES 223 | Entrepreneurship and Innovation | ” | 2 |
| THG 211 | Spiritual Theology and Catechesis | ” | 2 |
| | Electives (One of the Elective) | | |
| ENT 225 | Introduction to Entrepreneurship Ventures | E | 2 |
| BUS 231 | Commercial Law | E | 2 |
| | | Total Credit | 21 |

2nd Semester – 200 Levels

| Code | Course | Category | Credit Units |
|---------|-----------------------------------|------------|--------------|
| ENT 222 | The Practice of Management | Compulsory | 2 |
| ENT 212 | Basic Financial Literacy | ” | 2 |
| ENT 224 | Customers Relationship Management | Compulsory | 2 |
| ENT 232 | Industrial Learning and Tours | “ | 2 |

| | | | |
|---------|---|---------------------|-----------|
| BUS 282 | Business Statistics II | „ | 2 |
| CSC 212 | Applications of the Computer | „ | 3 |
| GES 202 | Business Creation and Growth | Compulsory | 2 |
| THG 272 | Social Teaching of the Church | „ | 2 |
| | Electives (Two Courses) | | |
| ENT 214 | Biographical Studies of Entrepreneurial Thinkers and Giants | Elective | 2 |
| ENT 226 | Consumer Behavior | Elective | 2 |
| ACC 232 | Introduction to Cost and Management Accounting | „ | 2 |
| | | Total Credit | 21 |
| | | Sub Total | 42 |

1st Semester -300 Level

| Code | Course | Category | Credit Units |
|---------|--|---------------------|--------------|
| ENT 321 | Human Resource Management | „ | 2 |
| ENT 311 | Sociology of Entrepreneurship | „ | 2 |
| ENT 313 | Element of Psychology | | 2 |
| ENT 323 | Small Scale Business Management | „ | 2 |
| ENT 325 | Business Opportunity Scouting and Evaluation | „ | 2 |
| ENT 331 | Natural Resource Management | | 2 |
| ENT 333 | Events Management | “ | 2 |
| BUS 331 | Commercial Law | “ | 2 |
| | Electives (Two Elective) | | |
| BUS 311 | Elements of Management | “ | 3 |
| ENT 327 | Project Management and Evaluation | “ | 2 |
| BUS 391 | Financial Management I | Elective | 3 |
| | | Total Credit | 21 |

2nd Semester -300 Level

| Code | Course | Category | Credit Units |
|---------|----------------------------------|------------|--------------|
| ENT 332 | Measuring Organizational Success | Compulsory | 2 |

| | | | |
|---------|--------------------------------------|---------------------|-----------|
| ENT 314 | Leadership and Corporate Governance | „ | 2 |
| ENT 322 | Feasibilities and Business Planning | „ | 2 |
| ENT 314 | Cultural Change and Entrepreneurship | „ | 2 |
| ENT 324 | Family Business and Succession Plan | „ | 2 |
| ENT 326 | Research Methods | „ | 3 |
| ENT 334 | Industrial Learning and Tours II | | |
| ENT 312 | Entrepreneurship Development | Compulsory | 2 |
| ENT 336 | Skill Development II | ‘ | 2 |
| | Electives (One Elective) | | |
| ENT 336 | Risk Management and Insurance | Elective | 2 |
| | | Total Credit | 21 |
| | | Sub Total | 42 |

1st Semester – 400 Level

| Code | Course | Category | Credit Units |
|---------|--|---------------------|--------------|
| ENT431 | Project Management | Compulsory | 2 |
| ENT411 | Human and Organizational Behaviour | „ | 2 |
| ENT 421 | E-Business and Entrepreneurship | „ | 2 |
| ENT413 | Social Entrepreneurship and Community Development | „ | 2 |
| ENT433 | Technology Entrepreneurship and Intellectual Property Rights | „ | 2 |
| ENT 423 | Business Policy and Strategy I | “ | 2 |
| ENT 415 | Rethinking Traditional Occupation | | 2 |
| ENT 427 | Strategic Thinking, Problem Solving and Negotiation Skills | | 2 |
| | Elective (One elective) | | |
| ENT 435 | Entrepreneurship Practicum | “ | 2 |
| | | Total Credit | 18 |

2nd Semester – 400 Level

| Code | Course | Category | Credit Units |
|-------------|---|---------------------|---------------------|
| ENT442 | Research for Enterprise Project | Compulsory | 6 |
| ENT 422 | Business Policy and Strategy II | “ | 2 |
| ENT 424 | Management of Creativity and Innovation | “ | 2 |
| ENT432 | Risk Management and Insurance | „ | 2 |
| ENT 417 | Entrepreneurship and Gender Issues | „ | 2 |
| ENT 428 | Venture Creation and Growth | | 2 |
| ENT 412 | Globalization and National Policy | | 2 |
| | Electives (One Elective) | | |
| ENT414 | Corporate Development: Mergers and Acquisitions | „ | 2 |
| ENT 416 | International Entrepreneurship | “ | 2 |
| | | Total Credit | 20 |
| | | Sub Total | 38 |
| | | Grand Total | 166 |

15.2 Course Descriptions

First Semester 100 Level

ACC 101 Principles of Accounting I (3 credit units)

The nature, scope, and purpose of accounting; the role of accountants, the accounting functions and relevance to the information system of the organization, historical background of accounting. Books of original entry; Source documents and their uses, subsidiary books; meaning, types and preparation; sales day book, purchases day book, returns inwards day book, returns outward day book and journal proper; classification, recording and summary of business transactions. The accounting equation, double entry principle – the theory and mechanics of double-entry book-keeping: - books of accounts, including cash book, ledgers, petty cash book and imprest system, posting of entries in the subsidiary books to the ledger, the trial balance, meaning and purpose of the trial balance, errors affecting the trial balance, errors not affecting the trial balance; correction of errors and the uses of suspense accounts. Final accounts of sole traders including adjustment for: provision for depreciation, provision for bad debts, accruals, and prepayments.

Classification of expenditure between capital and revenue. Bank reconciliation statement and adjustment of the cashbook.

BUS 101 Business Mathematics I (3 credit units)

Basic notions in Numeric Analysis: the number systems; integers, properties of integers, rational and irrational numbers, complex numbers. Mathematics and symbolic logic: Inductive and deductive systems; Simple and compound statements, Truth tables. Elementary set theory: subsets, union, intersection, complements, Venn diagrams. Simple sequences and series, finite and infinite series, convergent and divergent series, Arithmetic and Geometric Progression. Permutations and combinations. Theory of quadratic functions, binomial theory, and equations. Algebraic and Transcendental Function. Functions of real variables, graphs, limits, and continuity. Expansion of Algebraic Function with Application in Business Studies. Basic trigonometry: trigonometric functions and their inverses. Inequalities. Power, exponential and logarithmic functions. Matrix Algebra: vectors and matrices. Differences Formula (Equal and Unequal Intervals). Interpolation and Summation Techniques, Coordinate Geometry. Cartesian and Polar Coordinates; Area of Triangles and Quadrilaterals. The Circles, Parabola, Ellipse, and Hyperbola.

BUS 111: Introduction to Business I (3 Units)

Topics covered include: the Scope of business: the Character of business 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 business enterprises.

ECO 101 Principles of Economics I (3 credit units)

An introduction to the various issues, the nature of economic science, the methodology of economics, major areas of specialization in economics, stressing historical development of ideas, major findings in the various areas of specialization, elementary principles of micro and macro-economics, current issues of interest and probable future developments.

ENT 101 Introduction to Entrepreneurship/Intrapreneurship (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.

ENT 121 Introduction to Entrepreneurial Financing

Definition and Scope of Finance, and Fields of Finance, Objectives of a Firm, Objectives of Finance, Factors determining choice of Finance, Cost of Capital: Equity, Retained Earnings, Capital Structure, Weighted Average Cost of Capital, Financial Statement Analysis and Interpretations, Components of working Capital and its Managements. Entrepreneurial financing lifecycle, input requirement: Sources and Criteria of Financing, funding strategy, fixed and workings Capital Assessment; Technical assistance; Problems of Financing, government financing initiative contemporary finance Avenue. The Financial System, Banking and Financial Services.

GES 111 Communication in English (2 credit units)

The course is designed to impart the communication skills in the medium of English. Emphasis is on introducing students to English for Academic purposes and specifically focuses on: Listening and Note taking; Speaking kills (sounds of English, stress, intonation and rhythm); Reading Skills and strategies such as skimming and scanning, SQ3R, KWL, CATAPULT, THIEVES, etc); and essentials of English grammar. The concentration of this course is equipping students to develop appropriate language skills necessary for academic purposes.

GES 115 History and Philosophy of Science (2 credit units)

Scientific evolution of man: the history of science, classification; scientific methods and the various areas of science and technology. Science and the environment: environmental effects of chemical plastics, textiles, waste and other material, chemical and radioactive hazards; elements of environmental studies; terrestrial and cosmic life; ecology and types of habitat: climate and vegetation; Energy resources: fossil fuels, nuclear energy and renewable energy resources; the Nigerian energy reserves. Characteristics of living things; cell and tissue biology; biochemistry and cellular metabolism; taxonomy of living things; Engineering technology and socio-economic development of Nigeria; the effect of adequate and stable electric power supply and

satellite communication technology on the technological development of Nigeria; The interaction between science and technology; Social and ethical implications of advances in science and technology; automated industrial plants; satellite technology; space technology; genetic engineering technology; weapons of mass destruction (WMD); health education.

GES 113 Nigerian People's and Culture (2 credit units)

Study of the Nigerian history, culture and arts in pre-colonial times, Nigerian's perception of his world; culture areas of Nigeria and their characteristics; evolution of Nigeria as a political unit, indigene/settler phenomenon; concepts of trade; economies of self reliance, social justice, individual and national development, norms and values, negative attributes and conducts (cultism and related vices); reorientation of moral and national values; moral obligations of citizens and environmental problems. The course should emphasis some aspects of Nigerian political economy as critical in understanding Nigerian peoples and cultures.

GES 121 Use of Library, Study Skills, and ICT

Brief history of libraries; library and education, university libraries and other types of libraries; types of library materials, using library resources including e-learning, e-materials, etc. Understanding library catalogues (card, OPAC, etc.) and classification; copyrights and its implications, database resources, bibliographic citations and referencing; Study skills. Development of modern ICT, hardware technology, software technology, input devices, storage devices, output devices, communication and internet services, word processing skills (typing, etc.); Hands on practice using Microsoft Word, Excel and Power Point.

SECOND SEMESTER 100 LEVEL

GES 122 Communication in English II (2 credit units)

This is a continuation of GES 1011: Communication in English 1, which introduced students to the rudiments of English for academic purposes. The focus of this course is academic writing and presentation skills in English. The course exposes students to the broad linguistic conventions and skills suitable for different kinds of academic writing such as summaries including abstracts, book reviews, report writing, answering examination questions, etc.

Emphasis is on logical presentation, choice of appropriate lexis, cohesion and coherence as fundamentals of effective writing. Students are also exposed to public speaking skills and aspects of rhetoric, style and use of figures of speech, which add to persuasive writing and speaking in English.

GES 112 Logic, Philosophy and Human Existence (2 credit units)

A brief survey of the main branches of philosophy; symbolic logic, special symbols in symbolic logic – conjunction, negation, affirmation, disjunction, equivalent and conditional statements; Law of tort. The method of deduction using rules of inference and bi-conditionals qualification theory; Types of discourse: nature of arguments, validity and soundness; techniques of evaluating arguments; distinction between inductive and deductive inferences, etc. (illustration will be taken from familiar texts including literature materials, novels, law reports and newspaper publications). Philosophy and national development; national ideology and patriotism.

GES 122 Communication in French (2 credit units)

Introduction to French; alphabets and numeracy for effective communication (written and oral); conjugation and simple sentence construction based on communication approach; sentence construction, comprehension and reading simple texts.

GES 142 Community Service I (1 credit unit)

The course aims to promote the spirit of service and engages students in civil works beneficial to the University community and its environs including but not limited to farming, road building and maintenance, landscaping, planting of flowers and hedges, grass-cutting and general cleaning of the campus and its environs, concreting and laying of seating and footpath slabs amongst others to promote the dignity of labour and service to community.

THG 172 Introduction to Church History (2 Credit Units)

The course introduces students to church history covering Ancient Church history (from the closing of the NT writings circa 100 to the Council of Chalcedon, in 451) through medieval to contemporary church history. Ancient church history highlights the importance of this period to

theological scholarship, doctrinal development and ecumenical studies. Medieval Church History covers the Middle age period, which gave birth to scholasticism and humanism. These two are important to any attempt to understand the development of history of theology in this period and the religious and intellectual factors that led to the Reformation. This is a period between the Dark Ages and the 16th Century; however, the Reformation and Counter Reformation period is purposely included in order to bring the period of its logical conclusion to the contemporary era and the Second Vatican Council.

ACC102 Principles of Accounting II (3 credit units)

The nature, scope, and purpose of accounting. Basic financial statements. Accounting conventions. Theory and mechanics of double entry bookkeeping. Books of original entry. The cashbook and the ledger, classification, recording and summary of business transactions. The revenue accounts and balance sheets of business concerns. The valuation of assets and measurement of business income. The interpretation of accounts: significant accounting ratios. Sources and application of funds statements.

BUS 102 Business Mathematics II (3 credit units)

Differential Calculus: Limits and Continuity—the derivative as a limit of rate of change. Derivation from First Principles. Techniques of differentiation. The straight line, parallel and perpendicular lines, angle between two straight lines, the distance between points from a line, parametric equations, tangents, and normal. Rules and techniques of differentiation, maxima, and minima. Total Differentiation: Application to Marginal Analysis, Cost Functions, Indifference Curves, and so on. Partial Differentiation with Application to Marginal Analysis and Comparative Statistics. Maximization and Minimization. Integral Calculus. Integration as an inverse of differentiation, Integration as a limit of a sum, areas under a curve, volumes. Integration with Application to Marginal Total Equations. Applications and illustrative examples from management and the social sciences.

ECO 102 Principles of Economics II (3 credit units)

Continuation of ECO 101. The nature of economic science, microeconomic foundations to macroeconomics, the methodology of economics, major areas of specialization in economics, stressing historical development of ideas, major findings in the various areas of specialization, current issues of interest and probable future developments.

ENT 223 Start-up Funding (2 credit units)

This 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. Students interact with founders, agents, venture capitalists and other professionals throughout the semester.

ENT 132 Skill Development

Students are expected to choose among available built-up vocation for practical exposition and skill acquisition.

FIRST SEMSTER 200 LEVEL

GES 221 Peace Studies and Conflict Resolution (2 credit units)

Basic concepts in peace studies and conflict resolution. Peace as a vehicle of unity and development. Developing a culture of peace. Peace-building. Conflict issues. Types of conflict, e.g., ethnic/religious/political/economic conflicts. Root causes of conflicts and violence in Africa. Indigene/settler phenomenon. Management of conflict and security. Peace mediation and peace-keeping. Alternative dispute resolution (ADR). Dialogue/Arbitration in conflict resolution. The role of international organizations (example, ECOWAS, African Union, United Nations) in conflict resolution.

GES 223 Entrepreneurship and Innovation (2 credit units)

The focus of the two-semester course on entrepreneurship—Entrepreneurial Studies I and II—is on examining entrepreneurship theories and fostering the practice of entrepreneurship among student participants leading to self-employment and job creation after graduation. In this first segment of the course, the students learn conceptually about being an entrepreneur in Nigeria. The first half of the semester will be devoted to studying the following topics: basic concepts of

entrepreneurship, business risks, and profits, historical role of entrepreneurship in industrial and socioeconomic development of the society, entrepreneurship theories, and types of entrepreneurs. Others are the personal and interpersonal characteristics and behavioural traits of entrepreneurs, personal traits required for successful performance as an entrepreneur, entrepreneurship role demands, and the problem of succession in entrepreneurial enterprises. The second half of the semester will focus on learning how to conduct a market survey and consumer research for identifying and evaluating new business opportunities, setting up a business organization, and keeping of basic business/accounting records, developing a business plan, and identifying sources of financing. The problems of financing and managing growth in entrepreneurial firms will be discussed.

THG 211 Spiritual Theology and Catechesis (2 credit units)

The course aims to lead the students into the nature of the spiritual life in a way that gives meaning and purpose to the spiritual exercises they perform. It studies the nature of theology as a systematic reflection on the meaning and content of Christian revelation and faith; various theological disciplines and their interconnectedness; meaning of spirituality; different aspect of spirituality- Biblical, Liturgical, Pastoral and African; rise and development of monasticism and modern Spirituality; Overview of the history of Christian spirituality; Christian virtues and universal application of charity, chastity, poverty and obedience, spiritual retreats. The emphasis on catechesis is to ensure the education of the human person to conversion and salvation taking into account one's cultural heritage and the integral formation of the whole person. The role of liturgy in catechesis, pastoral anthropology, psychology and psychopathology and the religious education of adults and adolescents children are emphasized.

BUS 221 Business Statistics I (2 credit units)

This is the first of a two-semester course in elementary statistics as applied in business and social as well as the natural sciences. This first segment focuses on descriptive statistics. Topics covered include nature, definition, and scope of statistics and the use of statistics in everyday life. Basic concepts in statistics: variables, discrete and continuous variables; functional relationships. Sources and nature of published statistical data in Nigeria, their uses and limitations. Types of data: primary and secondary data. Methods of collecting data—census and

surveys. Population and sample. Techniques of data presentation—tables, graphs, and diagrams. Frequency distributions and comparisons. Measures of central tendency and dispersion, skewness, and kurtosis. Simple ideas of probability and probability distributions.

CSC 211 Introduction to Computer Science (3 credit units)

The course offers general introduction to Computer Science; Evolution of computers and computer technology: generations and classification of computer architecture; hardware and software techniques and applications; Components of a computer system; Basic concepts of computer algorithms, programming languages, and programming; Introduction to computer networks; Use of keyboard and mouse as input devices; Windows, word processing, spreadsheets, and presentation slides; Organization chart of computer centre, categories of computer application, use of computers, advantages and disadvantages of computers, introduction to word processing Data communication (Basic concept and methods, of Computer networks, Internet and E-mail concept), Data processing (properties, Type of processing; Batch processing), Number representation (Binary mathematics, Number conversion), computer Viruses and protections; Application of computers in social and natural sciences, humanities, education, and management sciences are all covered. The course also offers hands on practice using Microsoft Word, Excel, and PowerPoint.

BUS 231 Commercial Law (3 credit units)

The Nigerian Legal System, sources of Nigerian Law, hierarchy of Nigerian courts, commercial arbitration; Legal bases of business, principles of contract, legal requirement of agency, partnership, sales principles of contract, legal requirement of agency, partnership, sales of goods, hire purchases, credit sales transactions, commercial relations between persons, unfair competition, passing off and trade libel; introduction to company law, company formation/registration, Doctrine of Corporate personality, Ulytravires Doctrine, Meetings and resolutions, power and functions of directions, Introduction to taxation laws, Secretary and Practice.

ENT 122 The Nigerian Entrepreneurial Environment (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.

ENT 201 Theories of Entrepreneurship (2 credit units)

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.

ENT 211 Entrepreneurship and Change Management (2 credit units)

This course exposes students to the need of 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.

ENT 221 Entrepreneurial Marketing (3 credit units)

This course is designed to introduce the students to the basic principles involved in the study of marketing as a business function. It treats in depth the behavioural aspects and the macro issues of marketing. Topics covered include the nature and development of the marketing mix variable (product, price, promotion, and distribution) by the firm and the functions of marketing in corporate management. Other topics include the micro and macro environments of marketing; analysis of key consumer and industrial markets; understanding consumer behaviour; marketing research and information systems; market surveys and demand forecasting; global marketing, marketing in not-for-profit organizations, and in service industries; and careers in marketing. The pedagogical method combines the normal classroom lectures and tutorials with the case method.

ENT 225 Introduction to Entrepreneurial Ventures

The Scope of business/social ventures; the Character of ventures from social, legal and economic perspectives. Forms of ownership, Organisation 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 SEMESTER 200 LEVEL

GES 202 Business Creation and Growth (2 credit units)

The focus of this course is on fostering the practice of entrepreneurship among student participants. The students will learn how to identify and evaluate new business opportunities in the manufacturing and service industries in Nigeria, and how to start and manage a small or medium-sized business venture. Topics to be covered include: Identifying and evaluating new business opportunities; Conducting a feasibility study; Starting a new business venture from the scratch; Acquiring an existing business; Successful business planning: (1) Formulating a business plan, (2) Developing business strategies in the manufacturing industry; (3) Developing business strategies in the service industries; (4) Implementing business strategies; and (5) Evaluating business strategies. Every student enrolled in this course will be expected to participate in a group to do a feasibility study and then develop a detailed business plan for starting, owning, and managing a small or medium-sized business enterprise.

THG 272 Social Teaching of the Church (2 credit units)

Since theology does not restrict itself to spiritual matters alone but concerns itself with the entire human well being, the course therefore with reference to the social teachings of the Church, examines the efforts of the Church as also pastor of the material well being of human persons, with special emphasis on human dignity and rights.

ACC 232 Introduction to Cost and Management Accounting (3 credit units)

History, principle and objectives of cost accounting information; Cost accounting aspects (details) of materials, labour and overhead; Integrated and uniform cost accounting job costing – contract and batch costing, process costing, (detailed treatment of joint and by-products as well as spoilage; Evaluation of process stock using FIFO, LIFO and average prices; Funds flow statement, break-even and cost volume-profit analysis) are covered.

BUS 282 Business Statistics II (3 credit units)

This course focuses on inferential statistics. A study of the methods of making inferences or drawing conclusions from sample data to the statistical population from which the sample is drawn and making decisions or predictions about population parameters of interest based on sample data. The topics include elementary sampling theory, statistical estimation theory, and statistical decision theory. Tests of hypothesis for small and large samples, chi-square distribution: goodness-of-fit tests and contingency table analysis; uses and limitations of chi-square tests of significance, student's T distribution, correlation analysis, simple and multiple regression analysis, analysis of variance and covariance. Index numbers, time series, time series analysis.

CSC 212 Applications of the Computer (3 credit units)

The course covers the aims, objectives, and the structure of computer packages; Difference between packages and conventional programming language, capabilities and limitation of packages, types/class of packages (word processor, spreadsheet, graphic animation, 3D, utilities, and database) as well as practical use of Windows, Word, Excel, Power Points, and Access. Students are expected to study and practice intensively any five current software packages.

ENT 214 Biographical Studies of Entrepreneurial Giants and Thinkers

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 212 Basic Financial Literacy (2 credit units)

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 insurance and risk.

ENT 222 The Practice of Management

Basic Concepts in Management: Management Principles, Functions of the Manager. Planning: Nature and Purpose the organizing function, Department, Line and Staff Authority, Staffing and Directing: Selection of Employees and Managers, Appraisal of Managers, Management Development, Nature of Directing, Motivation Leadership Controlling: the Control Process, Control technique, recent developments in the control Function The Nigerian environment: management problems in Nigeria, Challenges of Indigenization, transferability of Management system.

ENT 232 Industrial Learning and Tours (2 credit hours)

This courses unit is expected to expose students to the practical aspect of entrepreneurship and management. The course involves two facets: industry training and foreign study tours. Students are expected to participate in any of the two facets. In industry training, students will be grouped and assigned to a specific trade based on their performances. The group spends at least two hours weekly in the workshop or business premises. The course facilitator provides general guidance while the industry practitioners render skills acquisition and mentoring. A group paper will be submitted at the end of the course. Students who attend a Foreign Business Study Tour will be required to present a detailed report of their experience.

ENT 226 Consumer Behavior (2 credit units)

This course is aimed at developing students' marketing talents through understanding consumer behavior. Topics will cover introduction, theory/concepts of consumer behavior, social and political influence (cultural background, group membership etc.) and process of diffusion of innovations, buyer's psychology and decision making process.

ENT 224 Customers Relationship Management (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.

FIRST SEMESTER 300 LEVEL

ENT 311 Sociology of Entrepreneurship (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.

Sociology perspective of Entrepreneurship, Supply and demand-side perspective, the influence of Market and firms on how, where and why new enterprises are founded, demand- supply analysis, sociological forces (ethnic, culture, religion, family, social group, institutional and economic) on supply and success of entrepreneurs; integrating frameworks: Ecological and Institutional Perspective.

ENT 323 Small Business Management (2 credit units)

This course is designed to broaden and deepen the students' knowledge of the basic principles of establishing and managing own micro, small, or medium sized enterprises (SMEs) in the context of Nigeria's economic and social realities. Topics include the Opportunities and challenges in managing small and medium-sized enterprises. Identifying opportunities in service industries; Financing SMEs—the role of the government and micro credit schemes, venture capital, venture teams, and venture management; Joint venture management; Business expansion and diversification; Identifying opportunities in the export market.

ENT 361 Entrepreneurship and Gender Issues (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 331 Natural Resources Management (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 resources.

ENT 321 Human Resources Management (2 credit Units)

An introduction to the theory and practice of personnel management and industrial relation with particular reference to the evolution of industrial relation in Nigeria. The course content s include: the concept of human resources management, the role of personnel management, and the evolution of personnel management function in an organization. Manpower planning: job design, job analysis and description. Manpower forecasting: manpower inventory, recruitment and selection procedures. Employee performance appraisal and compensation plans and incentives. Career planning: management development and training. Employee records maintenance.

ENT 391 Financial Management I (3 credit units)

This course is designed to prepare students in the techniques of financial management, investment analysis, how the capital market and other financial institutions operate, and of corporate finance. Topics covered include: types and sources of funds, management of debtors, cash management, cash budgeting, funds flow statement, break-even analysis, ratio analysis, capital market operations in Nigeria, and security analysis. Others are: capital investment decisions--investment criteria, rate of return on capital, DCF, NPV, IRR, profitability index, uncertainty and risk analysis, and mergers and acquisitions. Capital reconstruction, mergers and acquisitions, capital rationing, mutually exclusive investment, tax influence and investment incentives. Gearing theories, traditional view, and the Modigliani Miller hypothesis, borrowing limits, dividends and retention policies.

ENT 327 Project Management and Evaluation (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 333 Events Management (2 credit units)

This course will undertake 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.

ENT 417 Entrepreneurship and Gender Issues

Women and Youth entrepreneurship, policies, challenges and best practices.

BUS 311 Elements of Management (3 credit units)

This course is a general introduction to the concepts and the principles underlying management behaviour and decision-making processes in business and non-business organizations. The course will also emphasize the evolution of management thought/theories and the practice of management in the developing countries. The topics covered will include the role and significance of management in a modern enterprise and the primary managerial activities of planning, organizing, staffing, coordinating, motivating, directing, and controlling. Other topics will include the emergence of the scientific management school, the human relations school, participatory management, the systems approach, and the contingency theories of management. Others are Theory X and Theory Y, Theory Z, Management by Objectives, and strategic management.

ENT325 Business Opportunity Scouting and Evaluation (2 credit 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 challenges students to think beyond family, government, national borders in the search for social or economic opportunities.

SECOND SEMESTER 300 LEVEL

ENT 332 Measuring Organizational Success (2 credit units)

This course is designed to enable students 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 314 Cultural Change and Entrepreneurship (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 students appreciate 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.

ENT324 Family Business and Succession Plan (2 credit units)

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 businesses.

ENT 312 Entrepreneurship Development (2 credit units)

This course is designed to broaden and deepen the student's entrepreneurial mindset and knowledge of the basic principles of establishing and managing his/her own micro, small, or medium sized enterprise (SME) after graduation in the context of Nigeria's economic and social realities. About half of the class periods will be devoted to formal lectures on the topics of entrepreneurship development, while the other half will be devoted to hands-on practice in developing a business plan for starting a new business venture in Nigeria.

ENT 412 Globalization and National Policies (2 credit units)

This topic will consider opportunities and risks firms 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

ENT 336 Risk Management and Insurance (2 credit units)

A study of the processes by which entrepreneurial enterprises identify and assess the impacts of risks and uncertainties on the business objectives, as well as the methods by which they monitor, minimize, and control the probability and/or impact of those risks. The course also studies the role of insurance as a strategy of managing threats or uncertainties with negative consequences on business objectives.

BUS 326 Research Methods (2 credit units)

Skills of Scientific Investigation, information Gathering, Analysis and interpretation in dealing with business and organizational behaviour problems in Nigeria; the art of problem identification and analysis, data gathering, analysis and report writing; the problems and prospects of business research in a seller's market like Nigeria.

ENT 336 Skill Development (2 credit units)

Students are expected to choose among available built-up vocation for practical exposition and skill acquisition.

ENT 314 Leadership and Corporate Governance (2 credit units)

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 perspectives of good governance.

ENT 322 Feasibilities and Business planning (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 (ARR), Pay Back Period (PBP), Net present Value (NPV) Internal Rate of Return (IRR) and Profitability Index(PI).

FIRST SEMESTER 400 LEVEL

ENT431 Project Management (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.

ENT411 Human and Organizational Behaviour (2 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 behavioral sciences to the field of organizational behaviour, personality theories, communication, power and control.

ENT 423 Business Policy and Strategy I (3 credit units)

This is the first segment of a two-semester course on business policy designed to give final year undergraduates of Business Administration, accounting, Banking and finance, and marketing and advertising an opportunity to pull together all they have learned in the separate business fields and utilize this knowledge in the analysis of complex business problems of management which the student has already been partially familiar with in earlier courses. Emphasis is in the development of skill in applying the strategic management process to identify, analyze, and solve problems of a business enterprise in situations that approximate the real business world. The first segment of the course focuses on strategic management--the sequence of decisions an organization's top management makes in building a stronger long-term competitive position by formulating, implementing, and evaluating strategies, plans, and policies that align the organization's strengths and weaknesses to the opportunities and threats it faces in its business environment. Examples of strategy development in real-life business situations are examined. The pedagogical method combines the normal classroom lectures and tutorials with the case method.

ENT 421 E-Business and Entrepreneurship (2 credit units)

Types of Business Information System, E-Business infrastructure, E-payment mechanisms, E-application, E-commerce and the World of Entrepreneurs, Advantages of E-Commerce Facilities, Benefit of E-commerce to the World of Entrepreneurs, Barriers to growth of E-

commerce in Nigeria. 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.

ENT433 Technology Entrepreneurship and Intellectual Property Rights (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 entrepreneurial theory and practice for development and growth of technology-based new enterprises will be undertaken. 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; discusses the Nigerian copyrights laws; and explore how to protect original ideas, concepts and products as well as enterprise from piracy.

ENT413 Social Entrepreneurship and Community Development (2 credit units)

This course explores the innovative concepts, practices and strategies related to Social Entrepreneurship and Community Development, the role of social entrepreneurs, profile of social entrepreneurship in micro financing, nature of social community needs and development, concept of social capital. 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 332 Measuring Organizational Success (2 credit units)

This course is designed to enable students 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 417 Entrepreneurship Practicum (2 credit units)

This course focuses on bringing the experiences of students in the founding or creatively growing of an entrepreneurial firm on campus. Students are expected to work in functional groups specializing in the functional areas of an enterprise of their preference (i.e. Finance, Management, Entrepreneurship, Marketing, etc). The outcome should culminate into a new entrepreneurial start-up or rejuvenated firms. Students would be examining their role in the venture creation/growth.

SECOND SEMESTER 400 LEVEL**ENT 422 Business Policy and Strategy II (2 credit units)**

This is the second segment of the two-semester course started in BUS 4171. This segment focuses on the development of business policy as a top management function. The concepts of policy and decision making will be examined from the top management perspective and corporate management of the human organization as corporate plans, strategies, and policies are implemented at all levels of the organization. The concluding parts of the course takes particular cognizance of the problems associated with top management planning and control, conflicts between top management control and strategic planning, and planning and controlling specific tasks with particular reference to personnel, marketing, and production operations management.

ENT432 Risk Management and Insurance (2 credit units)

Nature of Business risks, managing business risks, principle of risk management and insurance, the role of insurance in business, insurable and uninsurable risk.

ENT 414 Corporate Development: Mergers & Acquisitions (2 credit units)

This course addresses 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 product development.

ENT 426 Strategic Thinking, Problem Solving and Negotiation Skills (2 credit units)

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

ENT 424 Creative and Innovation Management (2 credit units)

This course will define creativity and innovation, nature and types of innovation and strategies for financing innovation. Process of Entrepreneurial Innovation, entrepreneurial strategy and environmental scanning, entrepreneurial risks and evaluation, Creativity and Intellectual right.

ENT 442 Research for Enterprise Project (6 credit units)

The Students who have been introduced to various vocational skills, depending on the individual gifts and liking. Students are encouraged to select from taught vocational area that are delivered at the Entrepreneurship Development Center.

ENT 416 International Entrepreneurship (2 credit units)

Growing importance of trade in the world economy; as an agent of globalization; alternative bases and explanation of trade; gains from trade; term of trade alternative concept; trade equilibrium and determination of terms of trade. Significance of conceptual understanding of trade theory for international Business manager. Free trade versus protection strategies; import substitution; rationale of free trade zones; assessing export potential for specific products in specific markets; logic of state trading and canalized trade; trade fairs and exhibition; commercial intelligence. Major trends in Nigeria's foreign trade; Major Schemes and incentives for exporters; import control regime; impact of World Trade Organization (WTO) provision on trade policy; overall assessment of Nigeria's trade policy.