

**COURSE
GUIDE**

**ENT 412
ENTREPRENEURSHIP SEMINAR**

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INTRODUCTION

Seminar in Entrepreneurship is a 2 credit unit course for final year students of B.Sc. Entrepreneurship. The seminar is an independent presentation. It is compulsory for all students that intend to write their Bachelor's degree thesis in the session under consideration. Each student will present a paper on the topic approved by the supervisor. The presentation shall be within the time stipulated by the seminar panel (Programme leader, Coordinator and Facilitators). Students' assessment will be based on the demonstrated knowledge of the topic in relation to the relevant branch of cooperative management, compartment and communication skills. The seminar presentation will normally be conducted in a conducive environment.

OBJECTIVES OF THE SEMINAR

1. The objectives of the Seminar are to: Familiarize the students to appreciate problems and other the basic issues in Entrepreneurship.
2. Develop the analytical skills of students in Entrepreneurship research and field surveys
3. Develop the confidence of students in public presentations
4. Develop the written and project reporting skills of students.
5. Develop competence in statistical analyses of data
6. Develop skills in writing academic papers.

SEMINAR PAPER OUTLINE

Students are expected to cover the following areas:

1. Introduction
 - a. General overview
 - b. Problem definition/research questions and study objectives
2. Brief Literature review on the topic.
3. Research Methodology Study location, Data and sampling procedure/Analytical techniques.
4. Results and Discussion
5. Conclusion and Recommendations.
6. References.

AREAS FROM WHICH STUDENTS CAN CHOOSE A TOPIC

These are the areas in which student can generate their presentation topic from:

1. Identification and choice of cooperative business opportunities.
2. Business feasibility study.
3. Starting a small business.
4. Bankable business proposals.
5. Entrepreneurship business finance identification and use of Micro-Credit Institution.
6. Pricing principles and competitive business analysis.
7. Demand analysis.
8. Entrepreneurship management problems and financing
9. Entrepreneurship Cooperative and self employment
10. Entrepreneurship Organizing and management problems and prospects
11. Entrepreneurship and Development –Rural and Urban
12. Entrepreneurship and industrialization
13. Cooperatives and Trade union- confiscatory or complementary
14. Risk identification and risk management in Entrepreneurship
15. Ethics and rewards of Entrepreneurship
16. Entrepreneurship at Local and State Government
17. Family business and Succession Planning
18. Entrepreneurship Organizational Structure, e.t.c
19. Indigenous versus Imported Entrepreneurship
20. Entrepreneurship and Inflation in Nigeria
21. Entrepreneurship for the Rich or the Poor?
22. Entrepreneurship and various Programmes –Schools e.t.c
23. Women Entrepreneurship
24. Business and New Value Creation
25. Business Growth in Entrepreneurship
26. Feasibility Study, Business Plan and the Entrepreneur
27. Planning and Budgeting in Entrepreneurship
28. Communication and Public Relations
29. Identification and Evaluation of Business Opportunities
30. Basic Skills needed for Entrepreneurial Success
31. Environmental Variables Affecting Entrepreneurship
32. Career Choice and Entrepreneurship Development
33. Social Entrepreneur/Entrepreneurship
34. Marketing and product pricing in Entrepreneurship
35. Financing New Ventures and Small and Medium Scale Enterprises
36. Basic Legal Steps in Starting in Business

PREPARATION AND PRESENTATION OF A SEMINAR PAPER

1. Determine your seminar's time limit
 - a. Allow 1/4 of that time for questions
 - b. The remaining time is available for your talk
2. Determine your audience
 - a. Interests b
 - b. Level of understanding
3. Pick your major topics

- a. Estimate the time needed for each
- b. Make sure these times don't exceed your 3/4 total allotment
- c. Add or remove topics as needed to meet that time constraint
- d. Make sure all the topics are in a logical order
4. For each major topic, choose the subtopics
 - a. Estimate the time needed for each subtopic
 - b. Make sure these times don't exceed your 3/4 total allotment
 - c. Add or remove subtopics as needed to meet that time constraint.
 - d. Make sure each subtopic is in the appropriate topic
 - e. Make sure all the subtopics within each topic are presented in a logical order
5. Determine which points you want to make
 - a. Each point is a SINGLE idea or example.
 - b. Make sure each point is relevant to your audience.
 - c. For each point, pick the best subtopic.
 - d. Once all your points have been placed in subtopics, rearrange the points within each subtopic into logical order.
 - e. If you find any gaps as a result of this reordering, add the appropriate points.
 - f. If you find any orphaned points, eliminate them.
6. Group the points within each subtopic into closely related groups that make a single argument, i.e. paragraphs.
 1. Associate each of these paragraphs with the image or object you'll use to support it.
 2. You'll show this image or object while you're presenting the paragraph's argument.
7. Allow just enough time to present each paragraph.
8. Recheck to see that you'll finish within your time limit.

The seminar presentation will normally take place at the end of the first semester examination or any other convenient time as agreed by the Study Centre Coordinator. Each student will present a report of his/her research case study project work in the presence of facilitators and at least a resident academic staff in the centre. Each student is allowed a presentation time of 10 minutes and a question and answer time of 30 minutes maximum. It is assumed that questions posed should test the students' understanding of the research aim and his/her ability to independently conduct the research. Each student must be able to relate the research questions to the objectives and analytical methods.

It is recommended that the presentation shall be done in Microsoft Power Point where the facility exists. The printout of the slides presentation should be submitted at least a day to the defence. Students are expected to arrange for all materials needed (generators, projectors, screen and laptop).



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DEPARTMENT OF ENTREPRENEURIAL STUDIES
FACULTY OF MANAGEMENT SCIENCES**

ASSESSMENT SHEET ENT 412

PROGRAMME: B.Sc. ENTREPRENEURSHIP

COURSE CODE: ENT 409

COURSE TITLE: ENTREPRENEURSHIP SEMINAR CREDIT: 02

NAME OF CENTER:..... MATRIC NO:.....

NAME OF STUDENT:.....

S/N	Seminar presentation	Max Score (%)	Facilitator Score (%)	Head/Coordinator, Hq Score(%)	Remark
I	Content mastery: • Relevance and Comprehensiveness • Correctness	10			
II	Comportment of the presenter	5			
III	• Confidence • Demonstration of boldness to address the audience	10			
IV	• Response to questions • Ease attending to audience’s questions and observation	10			
V	Communication- Correction of grammer • Fluency and Simplicity	10			
VI	Dressing-Simplicity and neatness	5			
VII	Literature review • Relevancy of cited works • Comprehensiveness of the review • Extensive of the sources – textual, interact, journals, government report etc.	15			
VIII	Summary, conclusion and recommendation:	10			
IX	Referencing: • Materials – correctly cited using the APA format, Comprehensive cited	10			
X	Others: • Typing/Neatness/consistency of character • Overall impression	5			
XI	Applicability: • Relevance of the topic to the course • Applicability of findings	10			
	Grand total 100%				

Internal Examiner Name/Signature.....

External Examiner Name/Signature.....